

# HOW TO CHANGE ANYTHING IN YOUR LIFE



## THE QUICK STEPS

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# How To Relax and Rejuvenate Your Mind To Change Anything In Your Life



## **Step 1.**

Decide What You Really Want and What's Stopping You From Getting It Now.



## **Step 2.**

Get Leverage: Associate Lots Of Pain to Not Changing at the Moment and Lots of Pleasure to the Experience of Changing Now!



## **Step 3.**

Interrupt the Pattern That's Stopping You.

# How To Relax and Rejuvenate Your Mind To Change Anything In Your Life



## Step 4.

Create a New and Very Empowering Alternative.



## Step 5.

Condition the New Pattern Until It's Consistent.



## Step 6.

Test It.

“Give me a lever long enough. And a prop strong enough. I can single-handedly move the world.” —  
ARCHIMEDES



**Break Patterns That  
Limit Your Feelings And  
Inhibit Action**

## **THE SCRAMBLER EXERCISE**

i) See the situation in your mind that was bothering you so much. Picture it as a movie. Don't feel upset about it; just watch it one time, seeing everything that happened.

ii) Take that same experience and turn it into a cartoon. Sit up in your chair with a big, silly grin on your face, breathing fully, and run the image backward as fast as you can so you can see everything happening in reverse.

iii) Now think about the situation that was bothering you and notice how you feel now. If done effectively, you'll easily have broken the pattern so many times it is difficult or impossible to get back into those negative feelings.



Let's review what you've accomplished: you've decided upon the new pattern of emotion or behavior that you desire; you've gotten leverage on yourself to change it; you've interrupted the old pattern; you've found a new alternative; and you've conditioned it until it's consistent.

The only step left is to test it, to make sure it will work in the future. One way of doing this that's taught more in depth and is in our longer and more involved programs is "future pacing."

This means you imagine the situation that used to frustrate you, for example, and notice if in fact it still makes you feel frustrated or if your new pattern of feeling "fascinated" has replaced it.

If normally you still have this urge to smoke every time you feel overwhelmed, imagine yourself in an overwhelming situation and notice if instead you have an urge to read or run or whatever new alternative you've conditioned.

By imagining the same stimuli that used to trigger your old emotion or behavior and noting that you feel certain that your new empowering alternative is automatic, you know that this new pattern will work for you permanently.

In addition, you must test the ecology of the change you've just made. The word "ecology" implies the study of consequences. What will the impact of these changes you've made in yourself have on those around you?

Will they support your business and personal relationships? Make certain that this new pattern will be appropriate, based on your current lifestyle, beliefs, and values.

If your attempt at creating this pattern didn't last, you need to recycle back to Step 1. Are you clear about what you want and why you want it?

Review Step 2; most people who've tried unsuccessfully to make a change rarely have enough leverage. You may need to make a public commitment to get more leverage on yourself. Make it to those people who will not let you off the hook!

If you feel that there's enough leverage, check Step 3: if you know what you want and you've got enough leverage, it's very possible that you're like the fly beating itself repeatedly against the windowpane.

You've done the same things repeatedly, with more and more intensity, but you haven't changed your approach. You must interrupt your pattern.

If you feel that all these steps are in place, go to Step 4. If your efforts still have not produced a change, you're showing that you've left out this step.

Find a new, empowering alternative for getting yourself out of pain and into pleasure, which is as powerful and convenient as your old approach was.

All this means is that you now explore being a little more creative. Find a role model-somebody else who's been able to eliminate this habit or negative set of emotions you want to change.

If you've made a change, but then not followed through, you haven't reinforced your pattern with enough pleasure.

Use Step 5, conditioning. Use both variable and fixed schedules of reinforcement to make sure that your new, empowering pattern lasts.

We can use the six steps of how to relax and rejuvenate your mind to change anything in your life for anything: challenges with relationships, problems in business, being stuck in a pattern of yelling at your children.



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## How can you use the six steps to change this disempowering pattern?

- 1) Ask yourself, "What do I want to do instead of worry?"
- 2) Get leverage on yourself and realize what worry does to destroy your life. Bring it to a threshold; see what it would cost you ultimately in your life so you're not willing to pay that price anymore. Imagine the joy of getting this monkey off your back and being free once and for all!
- 3) Interrupt the pattern! Every time you worry, break the pattern by being outrageous. Stick your finger up your nose, or belt out "Oh, What a Beautiful Morning!" at the top of your lungs.
- 4) Create an empowering alternative. What will you do instead of worry? Pull out your journal and write a plan of what you can do immediately instead. Maybe you can go for a run, and while you're running, you can think of alternative solutions.
- 5) Condition the new pattern into your physiological system; vividly imagine and rehearse this new pattern with tremendous emotional intensity and repetition until this new thought, behavior or emotional pattern is automatic.

This will mean it's embedded into your nervous system. Reinforce yourself by taking the first step: see yourself succeeding again and again.

Seeing the results in advance can give you the pleasure you desire. Again, use repetition and emotional intensity to condition the new pattern until it's consistent.

6) Test it and see if it works. Think about the situation that used to worry you and realize the worry is no longer there in this situation.

### **You can even use these same six master steps to relax and rejuvenate your mind to negotiate a contract.**

1) The first step is to lay the groundwork. Get clear about what you want and what has prevented you from getting it. What does the other person want? What's in it for both of you? How will you know you have a successful contract?

2) Get leverage by getting that person to link pain to not making the deal, and pleasure to making it.

3) Interrupt the pattern of any belief or idea that's keeping the deal from moving ahead.

4) Create an alternative that neither of you thought of before that will meet both your needs.

5) Reinforce that alternative by constantly reinforcing the pleasure and the positive impact of this alternative.

6) See if it will work out for everybody, a win-win situation. If so, negotiate to a successful conclusion.

The same principles can get the kids to clean their rooms, improve the quality of your marriage, boost your company's level of quality, get more enjoyment out of your job, and make your country a better place to live.

Sometimes our kids use these same six steps on us in abbreviated form.

Remember what I said: if you get enough leverage and interrupt somebody's pattern strongly enough, they'll find a new pattern and condition it.



You've now learned the steps to change anything in your life. Practice them over and over with different situations until you've got them in a habit stack.



Once you can take a problem, run it through this process one step after another without doubting what the next step is, then you've got this discipline mastered.



## Take This Process To The Next Level

There is no reason why you can't use what you've just learned as a platform and foundation for taking it to the next level.

This means ensuring you master your relationships, health, wealth, and put yourself on a path to personal development achievement that will serve you the rest of your life.

Focusing on your mind and investing in what you put in it will benefit all areas of your future in a positive manner.

A good friend who is very wealthy talks about the process everyone must take to achieve what they want. This process is unrealized by many successful people yet they are using it everyday. It's called be, do, have.

You become the person you want in your mind. This framework of self-image will compell you to do the things it takes, in the physical realm, to then have what you desire.

Most people go about it backwards. Don't let that be you.

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