

SESSION 3

READY, STEADY, GO!

- Creation of an objective
- The three types of failures
- Your level of motivation
- The three phases
- The road to success
- The *5% Error Bag* / The *Options Bag* / The *Shield*
- The *Projection*
- No success no failure
- *Do nothing* – the lazy man’s way to liberating your creativity
- *Check with Dept. 33284* – the importance of relativity
- Quiz & Answers.

ANDRE We're pleased to see you all again. We hope you had fun putting last week's concepts into action. Should you have any questions, or need any clarifications on the previous assignments, now is the time to bring it up. The Pigs, the Snake, the Eagle...

I know a few of you are still having some difficulty stinging the Bull. If so, it's a matter of practice before you get it right.

Roberto I'm getting on real fine with the Bull, I mean, the Bees. They really helped reduce my work load. It's funny – I feel more relaxed throughout the day. Less pressure.

I still have problems though with the Cd5 on seeing, hearing and feeling. Each time I'm feeling the moment, that is, feeling my body, my breathing and relaxing, I suddenly fall asleep!

(Laughter)

ANDRE That's great! It means your body needs it.

Roberto It's not very convenient at the office.

Virginy Didn't you hear about the World Nap Organization? They estimated that a pause of twenty minutes during the day can increase your intellectual performance by 20%!

In the States, some companies even install tents for their personnel, allowing them to go take a nap during the day!

Laura Manka of Gould Evans Goodman Associates (a firm of architects), said they found their employees much more productive after a nap.

(Hubbub)

Karen That's okay if you're running a small company. Can you imagine this happening in a multinational?

John Why not? What if my secretary asked if she could take a nap at the same time?

Karen At the same time and in the same tent?

(Derisive laughter)

Roberto If I had a tent it would solve my problem. I don't know. So far, I've not had any embarrassing incidents at the office. I just feel so relaxed with the Cd5 on feeling that I feel like sleeping each time.

I must say that it does me a lot of good, because I'm much more rested after this exercise. More lucid, and calm. More awake so to speak. Though I still have problems doing the Cd5 on seeing. I can't maintain my attention for long.

ANDRE There's a reason why we ask you to do the Cd5 on seeing in the morning. You are less tired after waking up in the morning. So it is easier for you to focus your attention. This is how you could do it, it takes only one minute: Place three objects on your breakfast table. It could be a spoon, a cup, and a bottle...



Spoon



Cup



Bottle

Focus your attention on the spoon, like you are seeing it for the first time in your life. Fix your attention on it for a few seconds. Then gradually shift your attention to the cup, the bottle – again, seeing it like you are seeing it for the first time.

You know, kids are great at seeing. Remember when we were kids? We would go watch uncle or dad doing some manual work or repairs, and we would just stoop to watch. We just watch with our eyes, or see what's going on.

John We observe...

ANDRE Right. We observed a lot when we were kids. We don't anymore.

Karen It's a pity. I ride the suburban train every day, and I notice people burying themselves in their newspapers or books – they don't look around.

Ursula They don't smile...

Monica That would be asking too much.

Helen We live in a non-communicative society...

Monica If I'm correct, we live in the Third world – the world of the unconscious, or subconscious, and not the Second world. We're not quite awake.

Roberto When we are seeing... aren't we in a Zen state? I've heard about the state of detachment, but never quite understood what it really meant.

ANDRE We are in a Zen state if we just observe, and are non-judgmental and nonanalytical. The Cd5 on seeing puts us in this state of pure observation, or detachment if you like.

If we just observe, and see with our eyes – we are in the Second world, where we will experience no emotions.

When we judge, criticize, or analyze, we instantly leave the Second world of detachment as we need to descend into the Third world or subconscious, where data are stored to compare.

And you can move from the Second world to the Third world in a matter of seconds – almost instantaneously!

Roberto This is hard for me to grab...

ANDRE Observe two martial artists facing each other...

Better still, imagine you are a boxer in a ring. You have an adversary in front of you, ready to knock the hell out of you the very second you are distracted. What's your number one priority then in the ring?

Roberto Keeping my eyes open?

ANDRE Right. And what are you doing, when you keep your eyes open?

Roberto I observe his movements...

ANDRE Right. You focus 100% of your attention on him! Do you take a few seconds off to analyze his movements? Do you listen or take heed of the advices thrown at you by the crowd?

Roberto I wouldn't have time for that.

ANDRE Yet you are able to block and punch automatically, or intuitively. You are able to go on the offensive and defensive in a matter of seconds – or instantaneously. You do all this while remaining conscious, or in the Cd5 state on seeing throughout the fight.

Helen So when we're able to remain conscious, we're less likely to

be attacked by our Monkeys, is that right? Is that the major benefit of this exercise?

ANDRE There are several advantages to being in the Cd5 state on seeing. One, it helps us live the present moment. We become more lucid and observant. Aware. We feel the environment and the objects we are in touch with.

Two, when verbally aggressed by someone, we will be able to focus our eyes on the aggressor's facial expressions because we are able to *see* by remaining conscious.

Should we fall into the subconscious world for a split second, we would be supported by our Tigers and the understanding that our verbal aggressor is, in fact, a victim of his or her Monkeys.

Three, the Cd5 is a very peaceful and calm state to be in.

Four, you can do it anytime, anywhere...

Five, it costs you nothing.

Six... you want me to continue?

Roberto I'm getting the picture. Why didn't you explain all this during the first session?

BARBARA We are applying the 30/70 ratio. 30% of our time is spent on explaining key concepts that are important. 70% on repeating and helping to clarify these concepts as we go along. Using examples.

Monica I need a clarification on this point...

When you say you decide how much time you want to "work" or make yourself available the next day, it could be eight hours or more.

Let's say that I have to pay a visit to a client tomorrow, and driving there takes me two hours. That's four hours of driving – to go and back. My meeting takes an hour. One hour for lunch. That's a total of six hours for just *one* rendezvous.

I have to be back in the office for another two hours. That's eight hours in all. So, am I correct to say that when I sting the Bull, I should calculate the 30/70 ratio on the two hours I have left at the office?

BARBARA That's correct.

Monica This means that I'll have only 36 minutes to do what is really important and 84 minutes of "reserve" time.

What if I have important guests for dinner and I need two hours to prepare for the evening?

BARBARA In this case, since your "immobilized" time is six hours, plus the two hours for the dinner preparation – you ought to decide to "work" for twelve hours tomorrow. Meaning, from 8 am to 8 pm.

This would leave you with four hours (twelve minus eight). Your 30/70 ratio should be calculated on these four hours.

Though you'll have a busy day – driving to meet with your client, and preparing to receive dinner guests, you would still have time to cater to other tasks during the day since you would have four hours at your disposal; and 70% of "reserve" time.

Now, this represents almost three hours!

ANDRE Here's a totally different example: 30% of the time we spend with you during these sessions are considered 3 Bees. And 70% are 1 or 2 Bees. This gives us a lot of flexibility as we can easily adapt this session to your needs, and answer your questions.

Now, should we have only 30% of "reserve" time because 70% of our time is programmed, or taken up by the 3 Bees, we would feel pressured.

Monica I get it... In fact, we simply decide ourselves a time period for "work", and then apply the 30/70 ratio to it. I could, for instance, apply the 30/70 to my afternoon, say from 12 pm to 5 pm, or the evening, from 7 pm to midnight.

ANDRE You mean sectioning your day?

You can try... I've never done it this way. I still think it's better to do the 30/70 ratio on the whole day instead of sectioning it

Monica But you're doing it with the example you just gave us with your sessions!

Georges I think it's somewhat different. They're putting priority on the contents of a session.

ANDRE Right. Why don't you just try it *your* way, Monica, and let us know if it works for you?

In a way, you are right. We are providing a large portion of our time to the clarification of the concepts, and questions. When this 70% "re-serve" time is not taken up by questions, we would use it to repeatedly stress on important issues during a session. You may perceive this as sectioning part of our day, though we count the entire time we spend during a session as "immobilized" time.

However, I'd still advise you to do the 30/70 ratio on a whole day, instead of one morning or one afternoon. You get a clearer picture of your priorities for that day.

Any of you would like to comment on this?

(silence)

Peter I'd like to bring the subject of rolling with the Pigs on cost-cutting. You say that cost-cutting is part of rolling with the Pigs. So, do you systematically look for opportunities to cut cost?

I talked this concept over with my wife and boss, and got two different reactions. Can you clarify on this?

BARBARA It would be interesting to know what kinds of reaction you got?

Peter Well, my wife just laughed. My boss looked grim.

BARBARA I can understand your wife. I suppose she's a spender?

Peter Oh, no... not her. I am! But right now, I'm trying to stop my president from acquiring a new building for the company. That's why he looked grim.

BARBARA Why are you opposed to the decision?

Peter The future is pretty uncertain. We have debts and we would be getting into more debts. I don't think we could really afford to move to a new building.

BARBARA Why do you think your wife laughed at the concept?

Peter I think she was being cynical. She's the one who's an expert on cost-cutting. I'm a born spendthrift. I was never really taught how to squeeze. Squeezing, or saving for me, is like squeezing the joy out of life. When you have money, you spend it. Though I try to be reasonable, I can't help spending.

BARBARA You're not alone. However, there is a way to manage our money so that we would not find ourselves in financial trouble. It's called living away from the cliff.

Let's say you want to build a house. Would you build it by the cliff? Or, would you build your house away from the cliff?

Peter It depends.

BARBARA If you build your house by the cliff, you would be living in anxiety as you're taking a risk that you or your kids might accidentally fall off the cliff one day.

Peter Or the whole house could collapse...

BARBARA So, this is to say that if you are earning 5,000 dollars a month, you shouldn't live as if you have 5,000 at your disposal. Or this would be considered living by the cliff.

First, you find out what your basic needs are, for you, and your family. Let's say it's 3,000... And you give yourself an "extra" 1,000. That's 4,000 in all.

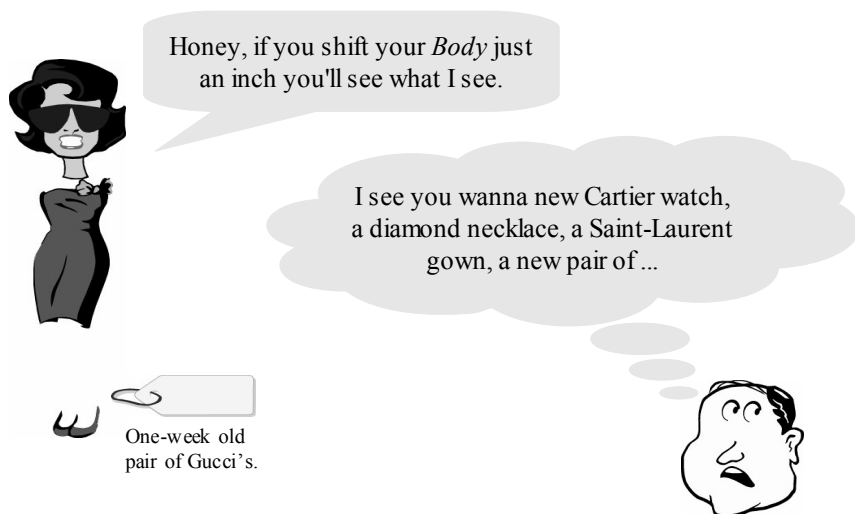
What happens to the remaining 1,000 dollars? Well, you put it aside, for emergencies. This 1,000 can be put to use at anytime, so you are not "saving" in the traditional sense. If you don't have any use for the 1,000, you will end up with a "bonus" of 12,000 dollars at the end of the year!

It's a little like taking an insurance.

This does not mean, that you are limiting yourself, or that you are squeezing, or trying to "save". If you want to have 5,000 at your disposal, look for a job that would bring you 6,000 a month!

If you want 6,000 at your disposal, you can... Just look for something that would bring you 7,500 a month.

Always give yourself a sizable margin for maneuver. You decide on this margin – so that the risk of being caught short of money is minimized.



We had someone attending our session a few years ago. He was earning 8,000 dollars per month. But he was living by the cliff. No savings. Large debt. Expensive home.

When this person was told by his company that they had to cut his salary by 10%, he simply could not accept the situation. He abruptly left to look for another job. He hadn't called in the Snake either, and he met with difficulties for a year and a half! Had to sell his home, and sank into depression.

He realizes now, how important it is to live away from the cliff! Money problems eat away our time and energy. They reduce our productivity, our creativity.

If we don't want to have any financial problems, we should build our house away from the cliff. Meaning, living below our means. Though not limiting our earning capacity to earn more.

Peter This is sound financial management, but don't you take risks when running a business? Don't you overspend on some projects?

BARBARA Living away from the cliff does not prohibit us from taking risks. If a project or proposition is attractive enough, we may take the risk to go with it. Or if we absolutely need to. But it would be a calculated risk.

Most of us live by the cliff without being aware of the risks it involves. Do you know that 70% of divorces are linked directly or indirectly to financial problems?

As I said just now, when we have money problems, it really eats up our time, and energy, and it makes us less productive. When we have *no* money problems, we can devote our time and energy to more productive and creative work.

Ursula It all makes sense. So why don't we think of it?

ANDRE Too busy doing something else!

You can't think of everything!

I, myself, am ignorant on a lot of matters. There are probably 99.99% of things in this world that I'm ignorant of. I'd be extremely fortunate if I knew only 0,01% of what's going on. This makes living exciting. We are constantly discovering things.

Ursula Aren't we supposed to be developing our creativity today?

ANDRE We shall in the second half of this session. At present, we shall talk about creating a major objective for ourselves.

Now, to maximize our potential, we need to be motivated. And to be motivated, we need an objective.

Hence, we need to know what we really want in life – before we can establish ourselves an objective. A life objective – long-term objective.

If we don't know what we want and don't have an objective in life, what's going to happen ten years from now?

Nothing much!

Fifteen years from now? Nothing either...

You see, there are three types of failures... The first type is someone who knows what he wants; has a clear defined objective in life. Unfortunately, he pursues his objective ineffectively.

Meaning he is not applying any of the four concepts we exposed at the last session: *Call in the Snake* and *Roll with the Pigs*; *Shift the Body* and *Ride the Eagle*.

So, he lacks options. He lacks information. He is not armed with sufficient enough information he needs, because he is not applying 50/50 with others.

You can witness this for yourself. Talk to someone with a project and the likelihood is that he will be over enthusiastic about his project or objective, but he is not asking *you* questions.

Some people are not able to listen. Some refuse to roll with the Pigs. Others are not quite aware that their Monkeys are following them night and day, and that they are ready to pounce on them at the first sight of an obstacle or problem.

So, though they have a clearly-defined objective, they pursue their objective ineffectively, and fail to reach it. This is the first type of failure.

The second type of failure is someone who is highly motivated; has a tremendous amount of energy; is talented – but this person has no clear defined objective!

This person can work fourteen hours a day. Seven days a week. Is highly motivated and enthusiastic in what he does, but since he has no clear objective, he has a tendency to chase several rabbits at the same time. In other words, he is like a powerful ship without a rudder! He goes where the wind blows him, and never reaches his objective because he has none, or has too many. Having too many objectives is having no objective at all! This is the second type of failure.

The third type of failure is the worst. It is the combination of the two I just described. It is a person who is neither efficient, nor has he a clear defined objective in life!

So, let us ask ourselves: do we belong to any of these three types?

Steven What do you mean by a life objective? I mean what kind of objective? Is it personal or professional, or could it be both?

ANDRE It could be either, personal or professional. But it's something we would really like to do, or want to achieve in this lifetime, or dream of achieving. Hence, we must not put any limits on it.

It could be a trip round the world. Improving our quality of life. Making a million. Being a star... Or helping out humanity, like the late Mother Teresa.

Being a champion in chess... Being the head of a multinational. Whatever... Anything we really wanted to do, but somewhere along the way, we were once discouraged from pursuing this dream or objective.

If we were given a magic wand, and we could turn it into something we really want – what would it be?

We all have desires. Deep profound desires...

It could also be something simple. Like going to live in the countryside... Or having a house with a garden... Or a farm... Or some other thing we'd really like to do. We just need to take some time off and

reflect about it.

We will later on give an exercise that will help us realize what we really want. For ourselves – and not for others, not for what people will think if we get such or such a thing.

Steven What should happen next when you think you know what you want, and you have got an objective?

ANDRE We shall come to it in just a few seconds.

Firstly, how do you know it is something you really want out of life?

For this, we need to measure our motivational level. On a scale of 1 to 10, where are we situated with this objective?

- 10 -
- 9 -
- 8 - ✓
- 7 -
- 6 -
- 5 -
- 4 -
- 3 -
- 2 -
- 1 -

Motivational level on a scale of 1 to 10.

Is our level of motivation situated way up high at 8, 9, or 10? If so, we are pretty much motivated to reach it.

Or is our motivational level at 5? If it is, we would not have enough power to push us to get what we want.

When we meet with the first obstacles, we risk getting discouraged, because we do not have enough desire or conviction in what we are doing to overcome them. So make sure your motivational level is high at 8, 9 or 10. If it isn't, review your objective.

Ursula Can we have one personal and one professional objective? I'd like to open a chain of boutiques. At the same time, I want quality of life – and time to myself. So where or how do I know which is my life objective?

BARBARA I think in this case you ought to work on your professional objective first. While trying to create your chain of boutiques, you may have to roll with the Pigs – investing a lot of time in your work.

However, pursuing your objective does not impede you from taking time to yourself, once in a while. I would say it is even vital to do so. We shall talk about it in the second half of this session.

However, you can't really have quality of life if you are not financially independent.

Roberto Why not?

She simply works less, earns less and plays less – but she can still maintain a high quality of life.

I'm thinking of installing myself on an island. I have a friend who lives there on this island, with a very small budget. He's having a swell time. He's earning three times less than I do, but he's having quality of life. He's not as harassed as I am. We're under constant pressure all year round. And I don't think I'm having quality of life.

BARBARA It all depends on your needs.

Do you think you could go live on an island, and be happy with what you want, Ursula? You also desire to have a chain of boutiques...

Ursula It's true, you need money, some money at least, if you want quality of life. It's true too, that it all depends on your personal needs. I'm not an aborigine who can survive in the bush. My standards of quality in life are different in this aspect.

BARBARA So you need money...

Ursula I always dreamt of owning a chain of boutiques ever since I

was a kid, when my mother used to drag me with her each time she went shopping. I remember wanting to put on all those beautiful dresses that were on display and left frustrated each time, because I couldn't do so.

I also recall saying to myself: one day, Ursula you'll own all these stores. And since I haven't, or didn't fulfill my wish, I became a fashion designer for others – and myself!

BARBARA Then you ought to measure your motivational level and see if you are still really hot on the idea. It shouldn't be seen as a life objective if you are not 100% hot on it.

ANDRE Once you are absolutely sure of your objective, the next step is to divide the process of getting there into three concrete phases.

Why three phases? Because it has a great psychological advantage. It is not ten or twelve phases. It is not fifteen or twenty – but only three phases. Even if it takes you ten or fifteen years to attain it, you divide it into three phases or three stages.

It is a psychological advantage because when you begin phase one, sub-consciously you are already one-third there on your journey. When you begin the second phase, you are two-thirds there! And there are only three phases.

Now, imagine, if we have ten or fifteen phases before we reach our objective, this would seem a lot to our Monkeys, and we risk being attacked by *You want / You can't*. We all want things to come quickly to us, and we get pretty impatient and easily discouraged if we don't see immediate results.

If you have too many things to do, you can feel pressured, or even discouraged, when you encounter a string of obstacles. Hence, it is important to start out with a psychological advantage.

We see a lot of people abandoning their objectives because they feel they aren't able to cope with it, as there seems to be an endless array of things to accomplish.

So, it is important to regroup them, and have a global vision of only

three stages, or three phases.

Next time you work on a project, study a file, or even when you are house-cleaning, divide your task into three phases, and you will experience the ease with which you will function.

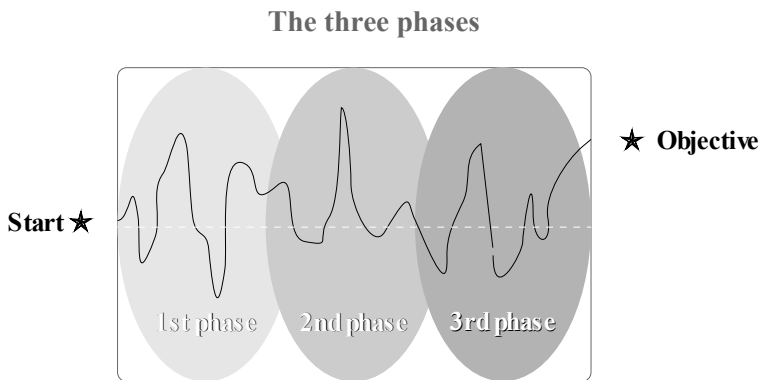
The reason being that you know there are only three phases before terminating what you set out to do. Not only are we encouraged to do the task, but our mind is also more structured and concise.

Three is also a lucky number. My lucky number – but I'd gladly share it with you guys!

BARBARA You also fix yourself a deadline for your objective, which can be modified later if necessary.

And on the way to your objective, this is what is going to happen: you'll have ups and downs. It is not only the road to success (ups and downs) – but it is also the law of success!

Every successful person has gone through ups and downs before attaining their objectives. And we'd better be prepared for this law. Let's say that you divide the journey, or process, of reaching your goal into three phases. This is how it will look:



Let's now imagine that we need 100 points to reach our objective.

Through luck or hard work, we may obtain a lot of points in phase one. And we get all excited, thinking that our project, or desires, are going to be fulfilled rapidly.

We think that we are going to do as well in phase two, and get as many points. It's here that we have to be careful!

If you are doing real fine in phase one, and you are scoring plenty of points, don't expect to do as well in phase two. Or you are in for some real disappointment – and discouragement.

Just do a good job and don't expect to obtain quick results. However, should we score poorly in phase one, we shouldn't be discouraged, but continue to do a good job. The points will come to us in phase two, or phase three.

One of the biggest mistakes that most people make is to work hard, then sit back, and wait for results.

If you do that, you are going to get hurt by you-know-who! You will get the Terrible Twins *You want / You can't* and their nasty buddies *What's going to happen?* and *You're going to lose!* raining coconuts on you.

This Gang of Four can kill you, long before you reach phase two...

So, let me repeat again: Just do an excellent job each day, and don't expect results to come fast. Or you are asking for coconuts!

ANDRE We would also need to carry a few things with us on our road to success.

Two bags and a shield!

The first bag is called the *5% Error Bag*. We need this bag because we are going to commit errors. And we need a bag for this – to contain our errors.

It's the most precious bag you will be carrying around. A lot more precious than a Louis Vuitton or Hermes bag! Our error bag is called the Bag of Experience!

The 5% Error Bag



Or: Bag of Experience

You and I are going to make mistakes, whether we want it or not. I am going to make mistakes! I just don't know when... or how big or small my mistakes are gonna be.

Why am I so sure of committing errors? First, because I am taking initiatives and trying new things. Secondly, because I am human. So, if you feel you are human too, allow yourself to carry a 5% Error Bag. It permits you to put all your errors in it after learning from them.

If we don't have this bag, we are going to be scared stiff at trying new things and taking initiatives.

And where the hell are we gonna put our errors if we don't have a bag? In the office drawers? Someone might stumble on it and run away with our precious experiences!

Experiences are nothing but information. And information is Power! Information is Money! Information is Opportunities!

So long live our 5% Error Bag!

BARBARA The second bag we need with us is called the Options Bag.

The Options Bag



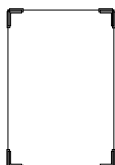
Option is power

As you already know, options are power — power to move away from danger.

Though you have a major objective, you still need to create options on the side. It doesn't mean that you have to chase other rabbits, but you do keep your mind open to eventualities.

ANDRE The third thing we need is a Shield. The Shield is simply a blank piece of paper...

The Shield



Data Protection

On the road to success, we are going to meet up with people who don't believe in us. There are people who are skeptical, resentful, or lacking capabilities themselves in pursuing their own objectives.

We are going to meet up with opposition, discouragement, noncooperation, and even jealousy. We are going to come across rumors and information that are erroneous. It is here that you have to be alert!

What happens when someone is giving you negative information that is discouraging?

Well, you take out your Shield...

You write on it the information that you just received and then you begin a friendly interrogation. Ask the person outright where, when, and how he got that information. Ask the person why he is sharing that piece of information with you.

Now, if it is not backed up by facts, or if it does not make sense to you, you simply crush that piece of paper and throw it in the bin. You don't file that information in your subconscious as the truth. If you do, without proper verification, you'd be entering a "virus" in your subconscious computer.

It is one of the major reasons why most people get discouraged and abandon their projects before they even begin. You wonder why they

never reached their objectives. They simply were not equipped with a Shield.

When you don't use your Shield, the information you receive goes directly into your subconscious as a fact. And it can destroy your initiatives and blow up your motivation.

So, once again keep in mind – two bags and a shield!

BARBARA What happens if you do get discouraged? What happens if you are still on the road to success, but you are down in the "hole"?

What happens when you are in that "hole" and nothing seems to move – you see nothing but blackness?

When we are in that position where all seems at a standstill, we simply project. We do a projection in time. Let me illustrate this better... Imagine we are all very excited about a trip we are taking to Cannes. There is a film festival there, and we are all invited as important guests for the week.

Now, our objective is to get there in time for the film festival and we have divided our process of getting there into three phases. By the way, we are all driving there in our limousines!

We are in Paris. So, our first phase would be to get out of Paris and head for the freeway. Our second phase would be to arrive in Lyons, a major town in the middle of France. Our third and final phase would be the drive from Lyons to Cannes.

Now, what happens when you get to the freeway and abruptly discover that there is a ten-mile stall in the traffic? How are we going to feel, and what are we going to do while we are in that jam, in that "hole"? Are we going to be upset, frustrated, anxious, or discouraged? No!

We are going to do a *Projection!* We are all going to spend the next 30 minutes projecting onto the beach in Cannes while we are in our limousines.

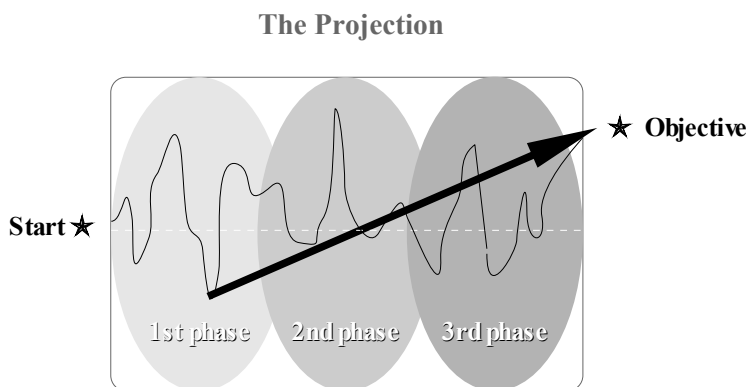
We are going to lie back on our deck chairs on that beach and feel the heat caressing our bodies. We are going to really feel the heat. We are

going to be there on that magnificent beach! We are going to feel the cool liquid flowing down our throats as we sip our fruit cocktails. We're not gonna be in that jam!

While on that beach, we women are admiring and seeing the bulging torsos of our Rambos! And you men are riveting your eyes on those beauties floating by.

Or we can project into other things.

Whatever we are doing, we are going to spend those 30 minutes being away from that jam. We are going to be out of that "hole" – momentarily – through our projection in time. Here's an illustration to help remind you:



This means that when you are setting your life objective, you have to clearly define what your objective is in its final stage, and have a clear vision of it. This would immensely help you in your projection in time.

ANDRE Right. If you want a beautiful home, you would then be able to *feel* the texture of the wall carpeting. See the dining room the way you want it. Smell the grass or roses in your garden. Hear the birds singing on your patio.

You'd need to visualize the final outcome of your objective. If you want to know more about this technique, you could consult books on visualization. There are many good books on this subject.

BARBARA Here's a terrific example of involuntary projection:

Christopher is tired. He hardly slept the night before. This morning while in his office, he encounters nothing but problems. Everything seems to go wrong.

His colleagues are aggressive. The coffee machine broke down. He just received a massive file to work on. Yet Christopher seems oblivious to what's happening around him. He even wears a silly grin on his face all morning.

Why?

Because Christopher is in love! And he's involuntarily projecting to this evening, when he will again meet with his sweetheart, and spend another glorious evening like he did last week. Christopher is simply projecting in time – involuntarily.

You and I could do this voluntarily – at anytime. Should you feel bored during a meeting, simply project for a few seconds to an hour later, when that boring meeting would be over, and you would be having a break at the cafeteria.

This helps you endure better when you find yourself stuck in the "hole".

Our *Projection* could be a matter of seconds or minutes. Or in the case of Christopher, intermittently throughout the entire morning.

You may think this is day dreaming. It is not. It is a conscious decision we make to get ourselves out of the "hole" we may temporarily find ourselves in.

ANDRE So, should you ever feel momentarily discouraged, when it all seems black and you are not making any progress on the road to success, remember that you can always project to your final objective and live the moment as if you have arrived.

Most successful people have this capability built in them. You and I can do it at will. You will understand the *Projection* better when we explain *mastering Illusion* in our next session.

Steven Is the *Projection* an escape from the moment?

Georges Is it *Riding the Eagle*?

ANDRE It is not an escape... you are not necessarily escaping because you could do a projection in time even when things are going on fine, so it's not really an escape. You don't try to escape when you're going on fine.

It is not really riding the Eagle either... you are not trying to see what's happening long-term. You see, when you do a *Projection*, you feel good – instantly! You don't necessarily feel good when you are riding the Eagle. You could be concerned about what's going to happen.

The *Projection* not only gives you an alternative to what you are experiencing at that moment, but it also brings a certain kind of instant jubilation mixed with relief.

BARBARA When you do the *Projection*, you see your final objective. It is as if you are already there! You have arrived! So all the pressure of getting there suddenly evaporates.

When you come back to the present moment, all the pressure being gone, you feel good. And the obstacles don't seem as insurmountable.

Ursula I see it as hope.

Georges It's more than hope... hope can be blind. One can blindly hope for something.

Here, I think we know where we are going. It is definitely not an escape. Escape is negative. Well, yes and no. You can see it as hope and you can see it as an escape.

Ursula Like seeing the bottle half empty or half full.

ANDRE Let's say it's an interesting mixture of hope, escape and a quickie vision of the future. But the most important thing is how it makes you feel – easing and uplifting the present moment. Giving us a new impetus to go on towards our objective – whatever the tough situation we may go through.



Ted, are you riding the *Eagle* again?

Are you kidding? It dropped me on a bloody cactus last year!



Steven I have a a long-term objective which I have structured in seven steps. Must I restructure it in three phases?

ANDRE Not necessarily. If it's clear and manageable, you keep it that way. Do what you feel is best for you.

It's like our time management ratio. You don't have to apply 30/70 if you already have a system that works for you.

Ursula I still haven't quite understood the three phases. Can you give us a concrete example of how this is accomplished?

ANDRE We had someone, a woman who attended our sessions, whose objective was to get married, have a couple of kids and live in a beautiful home with tennis courts, a swimming pool and guest rooms to receive friends. And she realized she needed money for this. It's a dream for some people and there's nothing wrong with that.

Nevertheless, this woman felt it was only wishful thinking – until she seriously reflected on the process.

Then she came up with three phases to attain what she really felt was her only major desire in life at that moment. That's what she really wanted. She wanted kids, she wanted a home – a beautiful home for that matter, she wanted to be married – and to live happily ever after. Sounds like a fairy tale doesn't it?

Have any of you women ever felt this way at some time in your life?

Ursula I'm already married, but I wouldn't mind a swimming pool.

(Laughter)

ANDRE Well, this woman was an accountant at a law firm. So, her first phase was to go to night school and take up courses on finance, so that she could one day be a finance director.

Her second phase would be to change jobs once she is qualified as a financial director. During her second phase she would plan to enroll for an MBA degree while employed in her new post as financial director.

And during the third phase, she would actively look for a position as general manager of a company after obtaining her MBA. Her salary and stock options would provide her with the financial resources she needed for a beautiful home.

Ursula At the same time, I suppose she would also have to look for a marital partner?

(Again laughter all round)

ANDRE If she stung her Bull well, she would have found time to herself and may have found a partner.

Ursula Impossible! She's going to be bushed with all those night courses. And I don't understand why she needs to be a general manager to fulfill her desires. She could simply look for a partner who has money.

BARBARA She is calling in the Snake. She is creating options. And she doesn't want to be financially dependent on anyone.

Ursula That makes sense. I admire her if she made it and got what she wanted.

ANDRE Why don't I briefly run through the main points I just talked about?

So, to maximize our potential, we need to be motivated and have a clear defined objective. Hence, we need to know what we really want in life. If we don't know what we want, and don't have an objective, we would simply be at the mercy of the wind, and drift – or worse, be blown against the rocks.

You are already aware of the three types of failures... The first type: people with clear defined objectives but pursuing them ineffectively. They are not calling in the Snake or rolling with the Pigs. They are not shifting the Body or riding the Eagle.

They lack options. They lack information. They don't apply 50/50. They don't ask enough questions. Some are unable to listen. Others are not quite aware that they are at the mercy of their Monkeys who follow them. So, although they have clearly-defined objectives, they pursue their objectives ineffectively, and fail to reach them.

This is the first type of failure.



The second type of failure: people with energy and talent but no clearly-defined objectives. Though they are highly motivated and enthusiastic, they have a tendency to disperse their energy by chasing too many rabbits, since they haven't a clear idea of what they really want to do in life. They are powerful ships without rudders!

They go where the wind blows them and never reach their destinations because they have none.

This is the second type of failure.

The third type of failure as you know is the saddest of the lot. They are people who are neither efficient, nor do they know what they want out of life! Imagine a man who is invited to Disneyland for the day, but prefers to stay in his hotel room at the park!

Next, we need to measure our motivational level.

On a scale of 1 to 10, is our motivational level high enough? Make sure your motivational level is at 8, 9 or 10. If it isn't, review your objective.

Don't forget that your life objective can be something personal, or professional. Once you are sure of your objective the next thing to do is to divide it into three concrete steps or phases.

If we can structure it in three concrete phases, it means it is not a dream – we can reach our objective.

Why three phases? Because of its psychological advantage. It is not fifteen or twenty – but only three phases. It's a psychological advantage because when you begin phase one, you are already one-third there to reaching your objective. And when you begin phase two, you are two-thirds there!

If you have too many phases or steps, you would feel discouraged when you fall on a set of obstacles. Therefore, it is important to start out with a psychological advantage.

We see people abandoning their projects because they aren't able to cope with it if there is an endless number of tasks to accomplish. So, it is important to group them and have only three phases, three steps or

stages if you wish. Your mind is also more structured.

Now, all successful persons have gone through ups and downs before reaching their objectives, so we'd better be prepared for this. It is the law of success!

One other thing – just do a good job and don't expect to obtain results quickly. One of the biggest mistakes we make is to work hard and then sit back and wait for results. If you are one of these people, you are surely going to be attacked by the Monkeys. So, we must do a good job, but don't expect results to come fast!

We would also need to carry two bags: the 5% Error Bag and the Options Bag... and a shield. The Error Bag is the most precious bag you will be carrying around. It is the bag of experience!

We are going to make mistakes, but we are going to learn from them. Whether you want it or not, you and I are going to make mistakes!

By taking initiatives and trying new things, we are bound to commit some errors. We are human – and not supermen or superwomen!

So, allow yourself to carry a 5% Error Bag. It permits you to put all your errors in it – after learning from them of course. Experience is nothing but information. And information is Power! Information is Money! Information is Opportunities!

The second bag we need is the Options Bag.

I don't think I need to explain further. Just remember that though you have an objective, you would still need to create options and open yourself to eventualities.

The third thing we need is the Shield.

What happens when someone is giving us negative information? We take out our Shield – a blank piece of paper... and we write down the information we just received and we question it. We ask the person who gave us the information where, when, and how he got it.

Now, if it is not backed up by facts, we simply throw that information in

the bin. We don't file it in our subconscious as data. Otherwise, we'd be entering a "virus" in our computer – that's to say in our subconscious.

It is one of the reasons why we sometimes get discouraged for no apparent reason. In fact, the "virus" is simply doing its job. When we don't use our Shield, the information we receive is recorded as facts. And it can destroy everything we hoped for. So, carry two bags and a shield on your road to success!

What happens when you are on the road to success and you find yourself in a "hole"? Remember the ups and downs we talked about!

What happens when we are in that "hole" and nothing seems to work for us? We do a projection in time!

To do a proper projection in time, you will have to clearly define what your objective is in its final stages – have a clear vision of the objective. This would help immensely. You would then be able to visualize and feel it better.

As we described earlier, if you want a beautiful home you must be able to feel the texture of the carpeting. See your dining room the way you desire it. Smell the roses in your garden. Hear the birds singing on your lawn or patio.

You'd need to strongly visualize the final picture of your objective. There are books on this technique. You may want to get a copy. It is called creative visualization.

We could project and visualize our final objective at anytime. Should you be bored during a meeting, simply project for a few seconds and visualize yourself having a coffee at the cafeteria an hour later. This helps us endure better when we find ourselves in that "hole". The "downs" syndrome.

The projection of our objective could be done intermittently throughout the week or month. Don't forget that it is a conscious decision we make to get ourselves out of *any* situation – good or bad – that we may temporarily find ourselves in.

Should we ever feel discouraged, remember that we can always project

to our final objective and live the moment as if we have arrived!

BARBARA One other thing...

We also need to create an intangible objective. So far, we have been talking about a tangible objective – something palpable.

An intangible objective has something to do with our behavior or comportment. If we are known to be someone highly indecisive, we may choose to become more decisive. That could be our intangible objective.

If we lack confidence, our intangible objective would be to be more confident – and assertive.

We also fix a time to reach this objective, say, three months. Then if we are happy with the results, we will again fix ourselves another intangible objective – one objective at a time – and always something to do with improving our comportment.

Peter How would you really know if you have attained it?

BARBARA One thing is certain, we will feel the change in us. But this change will also be noticed by people around us – colleagues at work, members of our family...

Peter So we could suddenly be more open, or patient – if that's our intangible objective?

BARBARA No, you don't suddenly become... You would have to work on it. Though through *mastering Illusion*, you can suddenly become patient, open, decisive, enthusiastic, confident – or whatever. We will be covering this powerful technique in the next session.

Peter Then we could be anything we want to be by changing our comportment? I could decide to become a tough headed cost-killer. Because this was my weak point. But is this going to last? I mean will you always stay confident after deciding to be a more confident person?

BARBARA If you work on it, you will be more and more confident. However, I don't think it should be something set rigidly once and for

all. We shall be dealing with the subject of change, and the management of paradox, in the final session.

You may decide to be a confident person. But in certain circumstances, you would still need to practice humility and *be* humble.

This, however, does not prevent us from adopting a dominant trait or behavior. Hence, we need to know which compartment will work to our best advantage.

Are we going to be perceived as someone who is persistent and persevering? Someone who would go all the way and not chicken out when the going gets tough?

If we think we lack perseverance, then we ought to work on it – and this could be our intangible objective.

And when we attain our objective and become a highly persevering person, it does not prevent us to behave the contrary, if necessity calls for it. In other words, we must also know when to stop banging our heads against the wall.

Steven I'd like to know if we need to take out our Shield each time to verify the information we're given?

BARBARA I don't think it is possible to verify all the information we are given. But should something seem important, I think it would be sound to check to see if the source is dependable.

The information could come from a good source. In this case, if the information received is really important to you, you would still have to check it.

Steven Or double check!

Roberto You are telling us not to put any limits on our tangible objective. I'm telling my sales people the same thing.

Well, yesterday I was asked this question by my top regional manager. He wanted to know what I meant by "No limits". Now, I'd like to know what you mean by "No limits".

ANDRE There are several ways to illustrate this...

One, of course, is to provide some examples of how other people have attained their objectives.

Look at Ray Kroc – he started McDonald's at 57 years of age. He bought the franchise and developed it into one of the most phenomenal business operations. He didn't put a limit on age to pursue his objective.

John Glenn didn't either. At 77, he got back to space after following a training at NASA. Turn the pages of the *Guinness Book of Records* and there are thousands of other examples staring you in the face.

When you think you can't do it, you immediately put a limit on yourself. If you think you can try, you are taking the lid off this self-imposed limit.

People put limits because of several reasons. The major reason is the fear of failure and feelings of inadequacy. This is often triggered by Monkeys such as *You can't* and *You're not good enough*.

The other is the *lack* of information. Imagine there is a man sitting here among us. And he is telling us all that he could climb a 100-storey building with his bare hands. That he could do it with no safety net below! He could do it just like that – with his bare hands and feet! No safety net, nothing... Are you going to believe him? And what if he challenges you to a bet? Would you bet with him?

Now, let's imagine you think it is impossible for a man to do that and you decide to bet that he can't do it.

And the next day, I fax you copies of pictures of a Frenchman called Alain Robert. He is the guy who climbed the Eiffel Tower, the Montparnasse Tower, major buildings in Hong Kong, New York, South Africa, Chicago...

You may think he is crazy, but he actually climbed buildings with his bare hands and feet – and with no safety net below! There are plenty of pictures of him in magazines to prove it.

Now what happens? Suddenly, you are equipped with new information!

Information that you did not have when you first accepted the bet.

In view of this new information, you would cancel your bet unless it's too late...

This means that although we may think we cannot do it, it does not mean that in reality it cannot be done. We all put limits through subjective reasoning and through lack of information!

BARBARA Here's another example. Any of you heard of Roger Bannister?

Ursula Another astronaut?

BARBARA No. He's no astronaut, nor does he climb buildings. He's the man who broke the world record by running a mile in less than four minutes.

It wasn't just any record. For thousands of years, it was thought impossible for a man to run a mile in less than four minutes. Millions tried and failed. And they all put a lid on it. Doctors, trainers, experts, all supported their contentions with these arguments: too great wind resistance; inadequate lung power; bone structure all wrong... And finally someone did it – and blew the lid wide open!

And you know what? You won't believe this! A year later, 37 other runners broke that four-minute mile record! The year after, more than 300 attained that "impossible" feat!

Steven This reminds me of Walt Disney. He went to more than 300 banks before someone believed in his project and helped start the ball rolling.

BARBARA The law of success tells us that you've got to hit the same rock a number of times before it would break open. It may be a hundred, two hundred times...

And since you don't quite know, you just keep hammering at it till it opens. That's what Roger Bannister and other successful men and women did. And you can only do this if you don't put yourself a limit.

As Calvin Coolidge, 30th President of the United States, said:

"Nothing in the world can take the place of persistence. Talent will not: nothing is more common than unsuccessful men with talent. Genius will not: unrewarded genius is almost a proverb.

Education will not: the world is full of educated derelicts. Persistence and determination alone are omnipotent."

ANDRE How are you guys feeling? We hope we're not going too fast!

Let me remind you again... Don't take this seminar too important. You'll understand why soon when we expose the concept of *Check with Dept. 33284* at the end of this session.

I mean, there are a lot of "don't do this – or that" and "you need this" and "you need that" coming from us, and eventually you may get the Bull on your heels, or a funny feeling you are never going to make it. That is why we are reminding you again, *not* to take this seminar too seriously. Just have fun and take it easy!

If you understand just 10% of what is being exposed, it is enough. Just the key points. Like knowing who our real enemies are – and how to disarm them. Knowing the Pigs, the Snake, the 50/50... just the key points.

Monica I have a question.

Can we decide not to have an objective in life and just live the present moment?

BARBARA Of course you can.

You can decide that you are *not* going to establish an objective for a year. That itself, is an objective. You know what you are doing and where you are going or not going for the next twelve months. It gives you a direction.

And during that year, you could just gather information, live the moment, and then decide what you really want to do. This is one of the reasons why some people take a sabbatical year off.

Monica I feel better. There is a lot of pressure to succeed – to have a goal, to make it in this world. And sometimes you feel like letting it all drop.

BARBARA In Self-Combat, there is *no* success, and there is *no* failure.

The words "success" and "failure" were invented by society to describe the outcome of a situation, or action. Meaning, did he or she make it? Did we win? Was it a successful operation?

It is important to understand the meaning attached to these two words "success" and "failure", and not be adversely affected by it. They are both subjective in nature.

In reality, a successful or non-successful outcome is simply a series of actions. That is why we urge you to just do a good job and don't wait for results! To illustrate our point, here's an example:

It's a story of a man who wasn't affected by "failure" and simply kept on going.

At 22, the man failed in business. A year later, he ran as a state legislator and lost. He went again into business at 24 and failed again. At 26, he lost his sweetheart. He had a nervous breakdown at 27. After regaining his health, he ran for state elector at 31. At 39, he was defeated for Congress. Defeated again when he ran for the Senate at 46. The Vice Presidency slipped through his hands at 47. At 49, he again ran for the Senate and lost.

This man just kept on going... he kept on trying till the end. And at 51, this man we are talking about was elected President of the United States. His name: Abraham Lincoln.

Now, the question we want to ask is: was Abraham Lincoln successful? Some would say yes of course, he was – he became President of the United States!

But let's imagine that we met him two years earlier, when he again, ran for the Senate and lost. Now, looking back at his track record, would you still consider this man as being successful at 49?

If you met Abraham Lincoln in a hotel bar when he was 50, and he was telling you he will be president: would you believe him, or, would you have discarded him and considered him a total failure?

John I didn't know he went through hell...

Laurent Neither did I... I think this is a very powerful example. Not only on the perception of success and failure – but on persistence, and perseverance.

Monica Yes, but when do we stop?

BARBARA Stop persevering?

Monica Yes, how do you know if you are not on the right train and have to get off? When do we stop banging our heads against the wall?

Laurent It depends on your level of motivation. I think you are likely to give up when your motivational level isn't high enough.

John I agree...

I'm speaking from my own experience. You do get a lot of negative influence around you, and you need to want it that bad to keep persisting. You need to believe in yourself.

Laurent Faith. You need faith.

John You don't want to, or shouldn't be afraid of failure. Or what people think. This was one of my initial victories, or "successes", so to speak.

When you don't care what the outcome is going to be, or what other people would think, and just do it, you gain confidence, and experience.

Virginy We shouldn't pressure our kids. There is a lot of pressure to get good grades. It's supposedly a sign that you are going to succeed later in life. It's all false!

Do you know of Daniel Goleman's work on emotional intelligence? It is not our grades, or IQ, that's going to help us make it, but our emotional

intelligence!

John It's true. There are lots of people who made it after dropping out from high school.

Pierre Cardin, André Malraux, Edison... Even Einstein and Isaac Newton did badly in school!

ANDRE So, where does this lead us? Do we still consider ourselves a "success" or a "failure" at times?

Virginy I think we ought to put the counter back to zero after each successful or non-successful action. That's what Lincoln did anyway.

ANDRE That's it! We put the counter back to zero. Still, there is nothing to stop us from celebrating when we do a good job and "succeed".

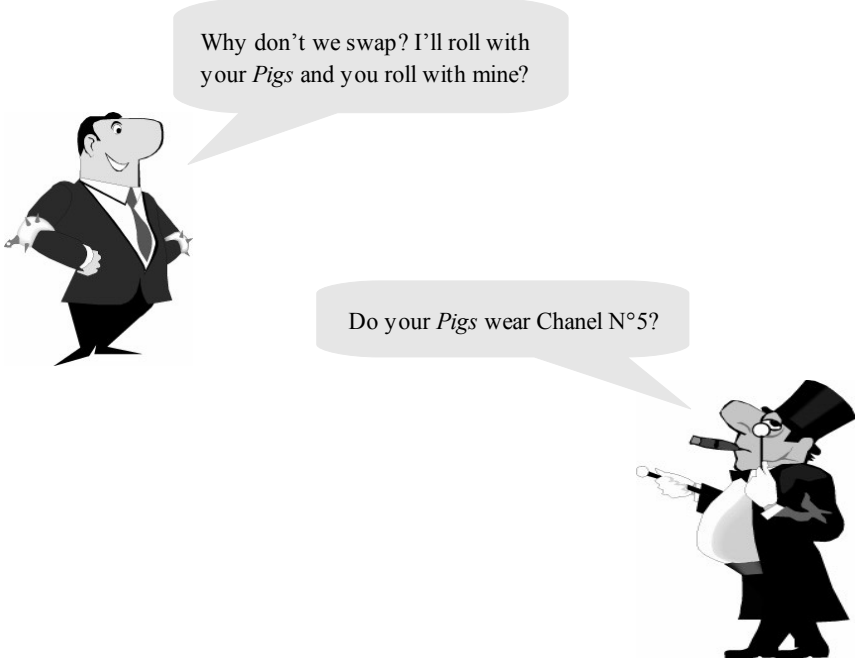
John We ought to be able to celebrate too, when we meet with failure! Why not celebrate a good try!

BARBARA To come back to this question: when do we stop?

You are right about the motivational level: if we are not motivated anymore, we are going to stop automatically. But if for some other reason we cannot pursue, and we have envisaged all the possibilities, common sense tells us to stop – either temporarily or definitely.

If we lack money to continue, we could look for funds. We could also roll with the Pigs and do something else temporarily, till we are ready to resume our project. Hence the importance of constantly building options.

(Pause)



Why don't we swap? I'll roll with your *Pigs* and you roll with mine?

Do your *Pigs* wear Chanel N°5?

ANDRE Let's now go on to our next concept, *Do nothing* – the lazy man's way to liberating your creativity.

So far, we've been talking about doing something: setting an objective; rolling with the Pigs; shifting the Body; riding the Eagle; calling in the Snake; stinging the Bull with 3 Bees; grabbing the Monkeys and releasing the Tigers; doing our simulations and confrontations. It is all about doing something!

Do nothing is just as important as doing something. A pause in the music is *not* an absence of music. It is part of the music! Hence, Doing nothing is also as important as doing something – it's part of a whole.

How do you Do nothing? You temporarily banish a four-letter word from your mind, and start doing whatever pleases you, except – WORK.

If you feel like taking a nap – do it, you are Doing nothing if that is what you feel like doing at that moment. If you feel like listening to music – do it, you are Doing nothing while you are enjoying the music, you are not working!

If you feel like simply staring out of the window – do it, you are Doing nothing while your mind is in a blank. However, if you take time off to play tennis, it could be considered as doing something if you play with a strong intention of winning. Why? Because you'll be using your mind again, and unconsciously working on strategies to beat your adversary. And you would not be giving your mind a rest, therefore you are not Doing nothing.

Do nothing is taking a total break. It is unplugging our subconscious computer and giving it a necessary rest. It is liberating our mind from "left" brain activities, and letting it free, so that it flows to the "right" brain, the imaginative, carefree and spontaneous side – the non analytical and problem solving side, as compared to the left brain.

BARBARA To Do nothing is to allow for a pause... To momentarily free ourselves from the constraints of corporate life. To regroup our energies and permit fresh ideas to surface. To be "empty".

Do nothing has nothing to do with not doing something... Some have likened it to a pause before you hit first gear – you are on neutral, the

engine is running, but the wheels are not.

Others call it active inactivity. However, *Do nothing* is best described as a carefree childlike state, or a temporary state of mental abandon. We do whatever our instincts, or feelings, tell us to do. And not what our intellect tells us to do. It is during these moments that ideas and solutions to problems would surface. That's why kids are so innovative and creative!

Most of us have been taught to work hard to succeed. By ceaselessly gathering information for fear of missing out, we overwork our brain and never give it a rest. The nonstop assimilation of facts – and prejudice – have caused some of us to become data-drunk, workaholics.

ANDRE Before you take time off to Do nothing, make sure you have stung the Bull, that you are not chased by *You haven't done this! You must finish that!* and *What's going to happen?*

Like I said before, when we were kids, we were great at Doing nothing – till we got thrashed by *Say something, do something*. It's time to get back to Doing nothing and retrieve some of those carefree moments that we deserve. After you have stung the Bull, just relax, feel the moment, feel free to do whatever pleases you – except work!

Zack How frequently should you Do nothing and for how long a period?

ANDRE It depends.

30 to 45 minutes a day. You may break this up into 10 or 15-minute breaks. I suggest you Do nothing before or after a meeting or brainstorming session. You may be surprised at how fast you will be scrambling back to doing something, because ideas would flood you. Make sure you have a micro-cassette recorder at hand – just in case.

BARBARA You may even need to discipline yourself at first. Honestly, I found it difficult in the beginning – to Do nothing. I have been brought up a very active person, and so this concept of *Do nothing* was totally strange to me. It was hard to conceive. And I really had a hard time finding moments to just relax, and not think of anything in particular.

Little by little, I forced myself to take a break. I also found I had sudden urges to get up and do things – after Doing nothing. I had plenty of energy and ideas pouring through me. And often, it was during these periods of Doing nothing.

You will also be amazed. Try this...

If you are solving a problem, or looking for an answer, *work* on it for a moment, and then... Do nothing! Go take a break. Go for a walk. Do anything you want but work. Just feel like you are on vacation.

You will be surprised to see that often, the solution will come to you in these moments of Doing nothing – on the condition your mind is totally away from the problem! Don't force the answer!

Monica What happens when you Do nothing and someone interrupts you with a problem to solve?

ANDRE If it is an urgent problem that requires immediate attention, you have to do something. Otherwise, you can choose to tell the person that you are taking a break, and promise him or her that you will see to the problem later. You could also wear a red badge. And inform those within your circle that if they see that badge, they should not poke, make fun, or attempt to rape your mind. A kind of chastity badge.

You know, if you are raped too often, it is bad for the brain, as this can affect your sanity. It may seem contrary to what has been taught – that one should be open and available. Still, you need to protect yourself at times.

Personally, I find the badge very useful. I wear it at home when I want time to myself. When someone calls on the phone, I tell them I have my badge on if I really don't want to be disturbed. But I must admit that more often than not, me too, I fall a sucker, and get myself raped on the line.

Anyway... there is really no hard and fast rules. When you are interrupted during your *Do nothing*, you can stop, and resume it later if you still need it.

BARBARA It is important to protect yourself.

Here are just two quotes taken from *Future Shock*, a book written by Alvin Toffler:

<< One of the men who pioneered in information studies, Dr. James G. Miller, director of the Mental Health Research Institute at the University of Michigan, states flatly that *Glutting a person with more information than he can process may... lead to disturbance*. He suggests, in fact, that information overload may be related to various forms of mental illness. >>

<< *The central nervous system of a higher animal, says Professor D. E. Berlyne of the University of Toronto, is designed to cope with environments that produce a certain rate of... stimulation... It will naturally not perform at its best in an environment that overstresses or overloads it.* >>

We see the importance of taking breaks by Doing nothing.

Helen Let's say I feel like reading... is reading Doing nothing?

BARBARA It is, if you are reading for pleasure. And if you don't have to think that much while you read.

If you are reading to learn about something, then it is not Doing nothing. You are working your brain again by looking for answers, and therefore, you are doing something, and not Doing nothing.

Helen Is making love Doing nothing?

(Laughter)

Virginy Of course, it is.

Georges How can you be that sure? I would say it depends. If you are worried about your performance, I think you are bloody hell *doing* something!

(Uproarious laughter)

ANDRE Georges is right... It should be total abandon.

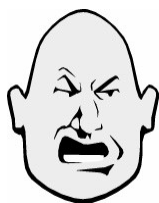
Virginy So then, is sleeping Doing nothing? We could end up doing

something in our dreams!

ANDRE We should consider sleeping as Doing nothing. Though we can't escape from occasional nightmares or anxieties that can occur while we are asleep, or even while we are taking a nap.

Peter I don't really see how I could put this concept into practice in the office. You are not suggesting that I put on a red badge? I really can't imagine taking 15 or 20 minutes off to Do nothing.

The phone doesn't stop ringing... You get people walking into your office wanting to talk or asking for information. I really don't see how you can take time off to relax, to Do nothing.



Son, don't just stand there with your hands in your pockets - *do nothing!*



Take your hands off your pockets!



ANDRE You don't have to stay in your office...

Peter You mean I'll have to leave and go down to the corner café?

ANDRE You could go to a café, or you could also leave a 'do not disturb' sign on your office door.

Ursula We don't have office doors anymore!

Peter What about the phones ringing every ten minutes...

ANDRE Then it would depend on your motivation. How motivated are you in protecting your sanity?

This is what the well-known French doctor, André Roux, has to say in a published declaration:

"The most serious threat in the coming years are nervous and mental illnesses. Mind problems are progressing faster than arteriosclerosis or cancer, and at the dawn of the third millennium will surpass by far all other affections inherent in modern civilization."

BARBARA Look, you could have the most ideal situation to Do nothing and yet, find yourself doing something, if you have not decided once and for all that it is imperative to your mental health to take breaks now and again.

Imagine you are in your country house, there is nobody there to disturb you. No bumping into colleagues. No phones ringing. Yet you may find yourself working if you have not decided to give your mind a break.

ANDRE To *Do nothing* is to work smart, and not hard. Another point: staying late in the office doesn't mean that we are going to be more productive.

Working all the time with our analytical left brain doesn't mean that we would solve more problems, or come up with more creative or innovative ideas.

In fact, we become less creative! Less innovative! Less imaginative! And less productive! Because we are not fully exploiting our total brain power. Don't forget that we have the "left" – and the "right" brain!

Let's imagine that you are trying to solve a problem. And you think that the answer to that problem could be found by reading a certain book. While reading, your mind and attention are arrested and imprisoned by that one book.

Now, let's imagine that you take a break, and leave that book aside, forgetting it completely. What happens? Your mind would immediately run away, and consult 100 other books you have read in the past. Thus, giving you access to a wider field of information.

This is one of the reasons why Mozart, and other geniuses, like Einstein, regularly took time off to fool around, or simply to laze or snooze. They knew the added value that comes from new ideas – and where to tap them: their immense intuitive "right" brain. They knew how to be a child again, and not to take work too seriously.

Yes, you have to take time off to play, like a kid. To dream, to fantasize...

Nicolas Hayek, the founder of Swatch, has this to say:

"For me, an ideal entrepreneur (or anybody else for that matter) is someone who has kept his six-year-old childhood fantasies. However, no respectable company head is brave enough to show that he remained a child. A CEO who runs a company with 12,000 employees and is accountable to 10,000 shareholders often thinks that he has to be constantly serious. It's a pity."

On January 8, 1997, interviewed by BFM, a French radio station, on why Chrysler was making profits at a time when other automobile makers were encountering difficulties, Bob Lutz, Chrysler's Vice-President, responded: *"We don't take things seriously! This is our secret arm"*.

BARBARA James Miller of the Mental Health Research Institute, which I quoted earlier on, says that glutting a person with more information than he can process may lead to disturbance. He also suggested that information overload may be related to various forms of mental illness.

And Professor Berlyne states categorically that our brain will naturally *not* perform at its best in an environment that overstresses, or overloads it. These are evidences that *Do nothing* is not only an important concept,

but a vital one.

John We come back to managing paradox once again. On one hand, we are supposed to roll with the Pigs for at least ten minutes a day, if not more. On the other hand, we have to forget about the Pigs – and take a break and do what we feel like doing.

I find it rather healthy. Anyway, all work and no play makes Jack a dull boy. I'm aware of this.

I'm supportive of this concept, but unfortunately it is not a generally accepted idea. When you see someone Doing nothing, you can't help but have a biased perception, assumption, or feeling – though I may be wrong – that this person isn't serious enough to be counted on.

Unconsciously, I expect to see people working and not Doing nothing when I'm in my company. It's a radical change of perception and this may take time to get accustomed to.

BARBARA We don't expect to change overnight. But first, we need to understand why we are not fully using our potential.

And all the concepts we have been exposing will help maximize our potential. That is if we put them to action.

Ursula I'm all for it and find it rather amusing... Starting tomorrow, I'm going to try that red badge with my three kids at home.

You know, after a long day at the office, you need some peace when you come home. Well, I hope to put that red badge on and prevent myself from getting intellectually raped.

My kids, oh, you don't know them – they are a bunch of devils! They can machine gun you with a dozen questions per second.

BARBARA Let us know of your experience... Make sure you explain why you need to put on the badge so your kids won't feel rejected.

ANDRE We are now going to expose a powerful concept called *Check with Department 33284*. In fact, this is one of the most useful concepts when you find yourself in serious, desperate trouble, and you

think you have no way out. It was especially written for those highly burdened CEOs of multinationals during the recession periods.

Department 33284

Dept. 33284 is the recovery arm of Rent-a-Body, Inc. Bob, the *Boss of bosses* is Owner and President. He heads the fleshy outfit that rents out human bodies from the Other Side.

Decades ago, we asked Bob to rent us one. He had billions of these two-legged vehicles and was generous enough to let us have it for – free! On one condition: that He could take it back any time He wants.

As we all know, John F. Kennedy had his removed from the streets of Dallas one fine day. During a mass recall, thousands of others were suddenly withdrawn from Hiroshima and Nagasaki.

You never know when your time is up. So, when you are burdened with corporate worries, fears of uncertainties or falling profits, check with the Department to see if your name is not on Bob's list – you will feel better, knowing life on This Side is temporary, and nothing is that important.

**To feel better in times of crisis
– check with Dept. 33284**

Well, this concept of checking with Department 33284 means you and I are here on earth temporarily – and that we shouldn't take things too seriously, or we would conk out like these Japanese heads of corporations listed below. An article from *Time* magazine (August 3, 1987) illustrates and underscores the danger for those who took things too seriously, and were ill-prepared for the Monkeys.

The article showed that chief executives from at least twelve major companies, including Seiko Epson, Kawasaki Steel, Shiseido, Mitsubishi Corp. and All Nippon Airways – all suddenly died that year. Here's a paragraph from the article:

Running a large corporation in the hard-driving Japanese economy has always been a tough job, but these days it may be a fatal one as well. The chief executives of at least twelve major companies have all died suddenly this year. The unusually high toll in the executive suites – there were only a third as many comparable deaths in all of 1986 – is as mysterious as it is macabre. Most victims have been in their 50s and 60s, too young to die in a country where the average male life expectancy is 75.

Yomiuri Shimbun, Japan's largest daily newspaper, ran a feature under these scary headlines: *SUDDEN DEATHS OF CORPORATE HEADS: DISEASE-FREE SOLDIERS UNDER HEAVY STRESS FROM RECESSION AND THE STRONG YEN*. The Sunday Mainichi referred to the trend as 'death in combat'. Observes Dr. Ryozo Okada, a professor of medicine at Tokyo's Juntendo University: "*When faced with a sudden change in the business climate, those who are not capable of dealing with a new situation internalize stress, push themselves beyond limits and die suddenly.*"

Dept. 33284 is just a reminder that we are in temporary transit on planet Earth. However, this does not mean that we shouldn't care or take things important, we should, but not that important – not to the extent that we worry ourselves so much that we can't sleep, eat, or worse, go into a depression. Or simply drop dead from overwork.

BARBARA Anyway, what is "important" is relative. What is important to me is not important to Steven here. And what may seem important to Steven may not be important to Ursula. And what Ursula considers *very* important is not at all important to Bill Clinton, or his wife Hillary. So, what is it, what is it that is that important? It seems everything is relative, and subjective.



Ganja, are you
dead man?

No man, I checked with the *Department*.
The Man said no worry man - be happy.
I'm OK and He's OK man.



If those Japanese CEOs who passed away had managed to treat things less seriously, and put less importance on their work performance, they would still be alive today. What is their value, or usefulness to the Japanese nation when they are lying six feet below ground?

We are not encouraging you to neglect yourself, or to treat things lightly. What we are trying to say is that we are just here on "vacation". Therefore life here should be fun.

Anyway, no one is here to stay forever. It's a matter of time before we get back to the Other Side. Marilyn Monroe, Napoleon, Charles de Gaulle – and billions of other less known mortals have left. They were all here temporarily – in transit on planet Earth.

Still, while you are in transit, or on "vacation", you need to eat; you need to clean yourself; you need to know where to go to amuse yourself; you need to take care of not burning yourself while you are lying on the beach; you need to budget your expenditures. You need to do things –

but you do them in a relaxed manner if you check with Dept. 33284.

So, why don't we live as if Bob, the Boss of bosses, could shorten our stay by calling us tomorrow? Like the Boss did to Lady Di, or to Bruce Lee.

Some of you may argue: why plan? Why have an objective if Bob could call you at anytime? What's the use of being that motivated if it's not going to last anyway?

The trouble is, though we are on "vacation", it could be a very long vacation. What if our vacation is prolonged, and we have to stay here for the next 50 years? If we don't plan, or have an objective in life, we are all going to kick the bucket – because we would simply die from boredom or neglect!

To prolong the “vacation”, we have a role to play. Don't we?

ANDRE For your information Bob is not an old man with a white beard looking down from above – Bob is ULTIMATE REALITY!

And in Self-Combat, we learn to face reality. We don't run away from reality. Reality is that you could lose your job, or break an ankle. Who knows... The stock exchange could go bananas. There could be a nuclear or natural disaster. You could win the Loto, be promoted in your company, or fall madly in love...

Everything that's happening, or not happening, is ultimate reality. And we are daily exposed to the "positive" and "negative" sides of this reality. Hence, if we understand the concept of checking with Dept. 33284, we will be better prepared to handle the realities of life.

Now, there is also Bob's Bag...

We came on earth (that is on This Side) with nothing. And we're going back (to the Other Side) – with nothing!

Did you see or hear of anyone, bringing something with him when he arrived on This Side?

Did you see or hear of anyone bringing something back with him when

he left for the Other Side?

No!

Whatever we have would all go into Bob's Bag when we leave. How big is this bag? More than 510.101.000 km²! Just big enough to contain the entire earth.

So, even if you own the whole earth, one day – you will have to give it back. You will have to put everything you own into Bob's Bag when you leave. This includes your bangles, your gold watch, your chateau – if you have one, your favorite tie, your bonds and share certificates, your kids, your glimmering Mercedes – everything! You will have to leave everything in Bob's Bag. You don't take a single item with you when you leave!

What does this mean, and how do you make use of Bob's Bag? Well, if tomorrow you lose your wallet in the street, don't be too upset. Anyway, that wallet would have to go into Bob's Bag one day. Bob's Bag is there to console us when we lose something, so that we can continue to function normally without great traumatism, or sadness.

If you lose a loved one, you know you could also write it off as a provision for Bob's Bag. Nothing here on This Side really belongs to us. So why get so upset? It doesn't make sense to mourn about something that does not belong to you and eventually would be taken away one day. So, while we have it, we ought to appreciate it to the fullest. If you have kids, appreciate your kids to the fullest. If you have a job, appreciate that fact too.

If we get *too* attached to anything, we are in for some heavy coconuts falling from above. We will be in for some real pain inflicted by that notorious Gang of Four: *You want / You can't / What's going to happen? and You're going to lose.*

That's what Bob's Bag is all about: a provision for eventual loss – tangible or intangible – and avoidance of unnecessary pain.

Any comments?

Virginy We're entering the field of philosophy. I like the concept of

Bob's Bag and checking with the Department. It should help make us immune from heartaches should we lose something. It has very powerful implication.

Zack I find it troubling... It's strong medicine you're giving us.

(Hubbub)

Roberto We could take it or leave it – so, what's so troubling?

Zack No, No...

This is like demolition day. I feel like the foundations of my house have just crumbled. And I would have to rebuild my values from scratch. Just that... maybe, I am not quite ready.

Virginy Better build your own foundations than have someone else build it for you. You don't know what goes in there.

BARBARA Listen to this, it's from Jean-Paul Sartre: *“What is important is not what others have made of me – but what I make myself, out of what others have made of me.”*

Virginy Beautiful! I like that.

John Again I see it as a paradox. We need balance. We ought to take things important, but not kill ourselves stupidly or waste our energy if things don't work out too well.

When I look back, there were painful moments that could have been avoided. I have wasted tremendous amount of time and energy over some insignificant matters. I regret it now. But it's too late.

ANDRE This happens to all of us.

Can you all remember what was so important five years ago? And how important is it today? What about two years ago?

A year ago? Six months ago? Last month? What was it that was so important last month? And how important is it to you this very minute?

How can something which seems to be *so* important today be forgotten – say five years from today?

How can something be that important two years ago, and this very second we have great difficulty recalling the moment when we worried ourselves silly?

Don't we have the impression that we are living through a series of... illusions? If so, how do we master Illusion? This is what we shall be covering next session.

John You are saying that if we do not master our Illusions, our Illusions would have control over us?

ANDRE Precisely. If you think you can't do it, for instance attain a certain objective, it is an Illusion – because in reality, you haven't tried.

If you think you can attain it, it is still an Illusion, if in reality you have not put your thoughts into action.

Whether you think you can, or you can't, it is an Illusion if you have not acted on it.

John So, if we think it is important, it is also an Illusion?

Zack And if you think it is *not* important, it is an Illusion too.

ANDRE We shall cover this in the next session. You will be quite excited to discover that you can master Illusion and reach your objectives if your motivational level is high enough.

Steven I'm looking forward to that!

ANDRE Right now, have you any questions on checking with Dept. 33284?

Steven Yes, how come it's 33284? Why these numbers?

BARBARA They correspond to the letters D.E.A.T.H when you dial 3.3.2.8.4 on your phone (at least on those telephones that have digits and letters).

The recovery arm of *Rent-A-Body Inc.* is actually called the Department of Death. But since it sounds so morbid Andre decided to label it with numbers.

Steven And how often or when should you check with the Department?

BARBARA When we are down, but not quite out... When we encounter severe disappointment or discouragement. But we could still check with the Department when things are going on fine. It's like reminding ourselves that there are ups and downs on our journey through life...

Ursula If it's a truth that nothing is *that* important, wouldn't we be inclined to lie back and Do nothing?

ANDRE It isn't a truth – it is half a truth. You could therefore choose to lie back or keep on running.

Ursula If nothing is that important, what is?

ANDRE Before attempting to find an answer, we ought to ask ourselves again this question: Can you remember what upset you last year? Last month? Last week? When you failed to obtain what you wanted, was *that* important?

When we first entered professional life, many of us were ambitious and had great expectations. Lots of things were important then. How important are they today? If what we previously believed to be that important can so easily escape our present recall, are we not victims of our own Illusion? If so, how do we handle this Illusion?

What is important is relatively subjective. No doubt we need certain guidelines to function. These guidelines, once established, should allow for flexibility. Sure, it is important to succeed. But if we fail to reach our objectives, we ought to move on and not hang around and jerk our tears on them.

Anyway, once Bob taps you on the shoulder, you have no choice but to drop whatever you are doing and get back on the Other Side.

I have often been asked how important is it then to plan for long term? I have repeatedly stressed that it is imperative, even crucial that we plan for the future. But having done so, we ought to forget it and live the moment.

The planning, once done, is recorded in our subconscious and becomes an Illusion. An Illusion that may or may not correspond with the actual reality we are experiencing day to day, and which may have to be modified.

Now, some of you are planning to go back home after this session, but you never know what, or who you are going to meet on your way home.

How many times have you created in your mind the perfect scenario, with every factor you considered as important prior to a meeting – only to find that those factors weren't that important after all?

I am not saying you shouldn't plan or treat them as important. You should. And I repeat, having done so, you ought to just forget about those plans and live the moment. You will be more spontaneous, open – and readily available for action.

To maintain a healthy balance between what is or is not important, keep in mind that EVERYTHING is important, and NOTHING is important. To understand this paradox, check with the Department, and then reflect on it.

BARBARA The concept of Bob pushes us further in our reflection...

Before you get a call from the Department, what do you do?

Steven We are free to do what we want!

ANDRE You are absolutely right!

Imagine you are on stage playing out your Illusion. So, before the curtain falls, you are free to play whatever role you want. You are free to set whatever objectives you desire.

When the curtain falls, it's all over...

Before it falls, you are free to play the role you want to play. So don't limit yourself in what you desire to achieve in this life. And since nothing is that important, you can equally have a lot of fun on your road to success.

BARBARA Before we end this session, we shall briefly run through the assignments for next week...

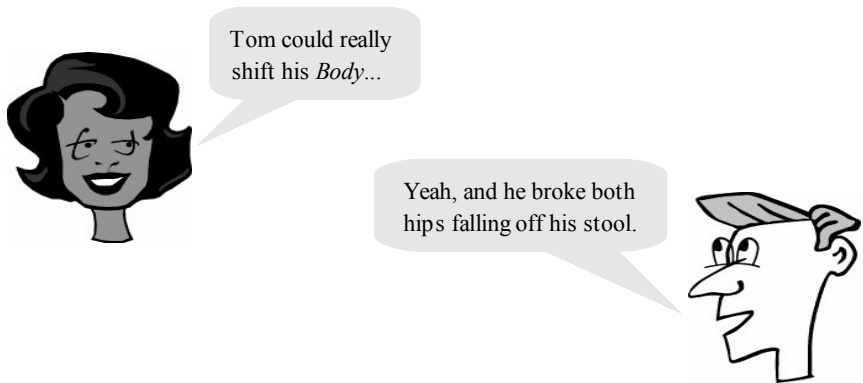
Think of a major objective that you would like to attain. See if you could have it structured concretely in three phases. Don't forget your intangible objective.

Check your motivational level. Try to do a *Projection* in time, and record how you feel. Take time off to *Do nothing*. Again, experience how you feel. And of course, once you find some time to yourself, sit down and do the list *You're important to...* that is if you haven't already done so. I think that's all.

ANDRE We hope you enjoyed being with us during this session. We suggest that you take time off to try the assignments before proceeding to the fourth session.

To test your knowledge on the concepts exposed during this session, here is the third quiz.

We look forward to seeing you again next session!





■ Quiz

1. At the World Nap Organization, they estimated that a pause of twenty minutes during the day can increase your intellectual performance by how much?
2. When we are doing the Cd5 on *seeing*, *hearing* or *feeling* the moment, which state are we in?
3. Why do we need to build our house away from the cliff?
4. To maximize our potential, we need to be motivated. To be motivated what do we need?
5. Why structure your objective in three phases?
6. Besides the Option Bag and the Shield, what else should you be carrying with you?
7. There are three types of failures in people. What's the second type?
8. If your motivational level for reaching your objective is at 5, what happens when you wake up in the morning?
9. What happens if you are still on the road to success, but you are down in the "hole"?
10. How do you Do nothing?
11. How big is Bob's Bag and what goes in there?
12. When do you check with Dept. 33284?



■ Answers

1. 20%!
2. A conscious state.
3. To allow ourselves a sizable margin for maneuver, and build our reserves.
4. A long-term objective. Hence, we really need to know what we want in life.
5. Because it has a great psychological advantage. It is not ten or twelve phases – but only three.
6. The 5% Error Bag.
7. Someone who is highly motivated; has a tremendous amount of energy; is talented – but this person has no clear defined objective in life.
8. You have one foot dangling out of bed and the other playing dead and refusing to budge.
9. You don't crawl but shoot up from the "hole" to your final objective with a *Projection*.
10. You temporarily banish a four-letter word from your mind, and start doing whatever pleases you, except – W O R K.
11. What goes in there? Your bangles, your gold watch, your chateau – if you have one, your favorite tie, your bonds and share certificates, your kids, your glimmering Mercedes – everything! Including your bones, skins, stomach and eyeballs. Size of Bob's Bag: 510.101.000 km²!
12. During good times as well as bad times.



**We read and we forget
We do and we understand!**



Dan Low, a self-improvement and behavioral expert, is also an international consultant and corporate trainer. His 90-minute recorded webinar is now available online ►

WEBINAR LINK
