

3rd mistake: Having preconceived ideas guide their daily actions and be controlled by passive illusions.

Mastering Illusion

A man was locked in by error in a cold storage room. Believing himself to be a prisoner of the cold, this man instantly felt its deadly effects – he froze up and became paralyzed. During his agony, he managed to find enough strength to write his impressions on the wall with a piece of chalk. When his body was discovered the next morning, it showed all the signs of a man frozen to death.

This tragic accident turned out to be extraordinary when it was discovered that the electric generator of the storage room was out of order, and that therefore the man shouldn't have died from cold. Yet, he killed himself... by the sheer force of his conviction». Or illusion!

Here's another scenario: John got fired on Monday. But last Friday (3 days ago), the president of a rival company had signed with a recruiter to hire John with a 50% increase in salary! Unfortunately, the recruiter fell ill over the weekend, and John will not be given the good news till a week later.

Imagine how John is feeling today, tomorrow, and the day after. He already feels bad, his productivity drops, and he has a despondent expression all day long.

John, like the man who froze himself to death, is suffering from an illusion, an illusion that has nothing to

do with actual reality. That is, he has a job offer in the works far superior to what he is presently earning. He should have a cheerful expression! But John has fallen victim to his own illusion, just like the man who killed himself in the storage room.

Now, if you can master illusion by switching from passive to *active* illusion, you will not only be able to create your own reality and feel like an Employee, CEO or Salesman of the Year, but also fully maximize your potential. Potential is not what you have done in the past, but what you are able to do in the future.

< The significant problems we face cannot be solved at the same level of thinking we were at when we created them. >

– Albert Einstein

Passive illusions are all the past experiences recorded in our subconscious. If we think we can't do anything or believe we can, we are dwelling within our passive illusions, as we are reacting subjectively to past experiences.

Hence, we could have positive or negative passive illusions – depending on our experiences. If you are presently satisfied with yourself and manage to obtain what you want in life, you can still create *active* illusions.

Whenever we are in the process of doing something, like changing our behavior, going to a meeting, starting a project, or simply trying something new – we are using our *active* illusions. Once we have acquired these experiences – positive or negative – they form our body

of passive illusions.

You can therefore create whatever *active* illusion you desire – and test it. In other words, you are the producer, director, and actor of your own life. Whichever *active* illusion you create and put into action will be your reality, because you will be mentally and physically living it.

Why not trigger an *active* illusion for yourself today and test it just for the day. See how it feels. And if you like how you feel do it again, and again! Till it becomes a reflex.

< What is important is not what others have made of me - but what I make of myself, out of what others have made of me. >

-- Jean Paul Sartre



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