Soft Eyes ~ Still Mind ~ Laser Focus

A How-to Guide to Controlling How You Respond, Think, Solve, Relax, and More…

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DECIDE. ACT. MAINTAIN. SUCCEED.

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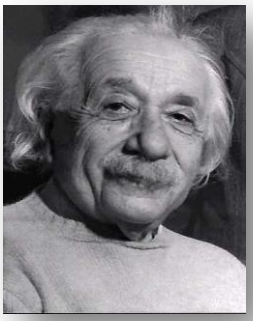
Welcome and thanks in advance for reading this and, more importantly, incorporating the lessons here into your life…

Did you ever learn something that you thought was important, even though you didn't really recognize the significance of the lesson until months or years later? Sometimes we think that simple solutions and simple ideas can't be profound because they're… too simple.

Occam's (or Ockham's) razor is a principle attributed to the 14th century logician and Franciscan friar William of Ockham

> *"When you have two competing theories that make exactly the same predictions, the simpler one is the better."*



Einstein succinctly said, *"Everything should be made as simple as possible, but not simpler."*

We often look for complicated answers and negate simple solutions. The steps for getting into peripheral vision are neither difficult nor complicated. Moreover, because of its simplicity, some people will read this and never take advantage of the tool. Don't be one of those people…

What I am about to share with you is one of the most profound things I have ever learned. Over 10 years ago at my initial NLP Practitioner certification training I learned a technique to get into peripheral vision. At the time, I thought it was great. I learned that I could slow my mind down and relax at will. And as with most great ideas the deeper impact was not realized until much later.

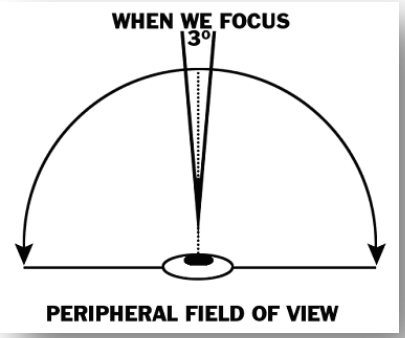
Before we go any further, let's clearly define peripheral vision. Peripheral vision is the field of vision you have to your left and right, and up and down, as you stare at a fixed point straight ahead of you.

Try This Now

Sit straight and find a spot to stare at directly in front of you – something at least ten feet away. Hold your arms out to your side, shoulder height, palms facing forward and fingers straight. Bend your wrists so that your palms are facing inward toward each other. Wiggle your fingers. If you do not see movement, slowly move your arms forward until you notice the movement of your fingers. This is the limit of your peripheral vision.

Learning to get into peripheral vision and being able to maintain that state over time is one of the best things you can do to enhance your health, increase clarity of thinking, creatively solve problems, and experience an overall sense of well-being.

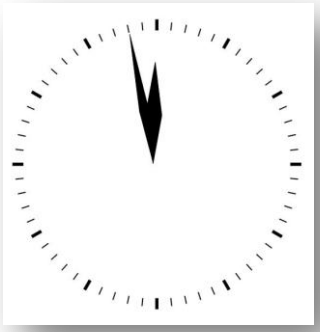
Professional athletes refer to this state as “court vision” or “being in the zone.” Martial artists refer to it as “soft focus” or “soft eyes.” If you have been skiing, riding a motorcycle or bicycle, Inline skating, or doing any other activity where you needed extra awareness of what is around you; you have probably utilized peripheral vision.



The purpose of this paper is to teach you how to easily and effortlessly attain a state of being in peripheral vision for several purposes:

- Relaxation
- Meditation
- Self-hypnosis
- Creative problem solving
- Ease of sleeping
- Recalling information easily

Years ago, I was teaching a massage therapy class. The protocol involved passively moving a client into over 50 separate positions (both face up and face down). This complicated protocol was taught over a period of 10 weeks and 40 hours total time.



On the last day of class, the students entered the room to find massage tables already set up. They were instructed to find a partner go to a table and make whatever adjustments to table height were necessary. One student was told to lie face down on the table as the “client.” The other student was the “therapist.”

The therapists were instructed that they had two minutes to move the client into all 50+ positions. Obviously, they were not to do a full therapy session. They were simply to move the client passively into all the positions both supine and prone. I took about 30 seconds and demonstrated what it should look like. At this point, I gave them a countdown and told them to start.

Many of the students were anxious. Most of them held belief that they could not get it done in the specified time. When they did start, under the pressure of being timed, their movements were jerky, tight, and stiff. Only about 20% of the students were able to complete the task in two minutes or less. About half gave up. The rest would finish up in 3 to 4 minutes.

At this point, I guided the students (therapists) through a short exercise to teach them how to maintain a state of peripheral vision. Holding onto that state, they were instructed to go back to their client and repeat the process in two minutes or less. The second time through our success rate was greater than 85%. Those who did not finish in two minutes all finished in less than 2 ½ minutes.

What was more interesting than the fact that they got it done in less than two minutes was the way they moved. Had you been in the classroom watching

them the second time through, you would have seen fluidity, ease of movement, confidence, and an overall sense that the challenge was easily achievable.

Obviously, they didn't learn anything extra during this time. They walked into the classroom that day with their complete knowledge of the protocol. The only difference between the first exercise and second was that they were in peripheral vision.

The next part of the class exercise is where this gets interesting. "Clients" who were on the table experienced both the before and after of their fellow students working on them. When it was their turn to be "the therapist", they fully expected they would be able to do the exercise in two minutes or less, having just experienced being manipulated by their fellow classmates.

To their surprise, the first time through without being in peripheral vision their success rate was the same as the first group. I then led them through the same peripheral vision exercise and 85% or more experiences success the second time through.

Turning Off the Chatter and Gaining Access to What You Know

Have you ever been in a situation where you tried to remember something and the harder you tried the more it seemed you simply could not remember? Then, when you stopped consciously thinking about the thing you were trying to remember, the answer suddenly popped up.

How did that happen? Why did the answer come to you when you were not thinking about it?

Everything you have ever learned is stored unconsciously. That's why when you stop "thinking about it" the answer comes to you.

Think back to high school. You probably had the experience many times when you were trying to solve a problem in math or science and couldn't; or maybe you remember struggling with organizing a term paper. In frustration, you went to bed and when you woke the next morning the solution was obvious. Why? Because while you slept your unconscious mind found the resources you needed to solve the problem.

During your waking state, your conscious mind (logic and reasoning) got in the way with too much chatter. While you slept, your consciousness slept too – giving your unconscious free reign to solve your problem.

Holding a state of peripheral vision can accomplish the same thing; it slows or stops the "chatter" so you can gain access to the things you know (but may not be able to access consciously).

This is such a powerful process that it has been affectionately nicknamed "the learning state." We have had great success teaching this to students of all ages to help them study and more readily access what they've learned when it comes to test time. We have even had positive results with the learning state with children and adults diagnosed with ADHD.

Would it be fair to say that in business, sales, education, or any field; being able to easily access all you know, or have ever learned, would be an advantage that you'd like to have?

Stress and the Fight or Flight Response

Now more than ever, we are exposed to so much data that it is difficult to think without distraction and noise.

We live in an age of information overload. We are expected to produce greater results, in less time, even though we sometimes have too much information to sort through and too many distractions vying for our attention. We are, as a society, under a great deal of stress.

According to a March 2011 article from Harvard University:

> *For two years in a row, the annual stress survey commissioned by the American Psychological Association has found that about 25% of Americans are experiencing high levels of stress (rating their stress level as 8 or more on a 10-point scale), while another 50% report moderate levels of stress (a score of 4 to 7). Perhaps not surprising, given continuing economic instability in this country and abroad, concerns about money, work, and the economy rank as the top sources of stress for Americans.* [1]

This same article goes on to discuss the long-term negative effects of prolonged stress response:

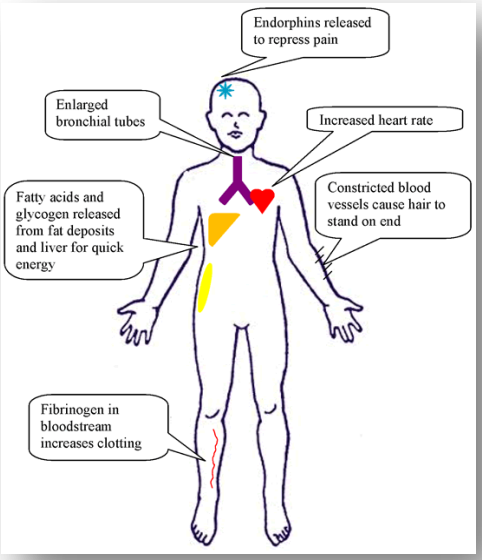
> *Over time, repeated activation of the stress response takes a toll on the body. Research suggests that prolonged stress contributes to high blood pressure, promotes the formation of artery-clogging deposits, and causes brain changes that may contribute to anxiety, depression, and addiction. More preliminary research suggests that chronic stress may also contribute to obesity, both through direct mechanisms (causing people to eat more) or indirectly (decreasing sleep and exercise).*[1]

When we experience the “fight or flight response”, several things happen to us physiologically:

- Blood pressure increases
- Blood flows to the limbs and leaves the internal organs
- Digestion, excretion and other systems temporarily “shut down”
- Breathing gets more rapid and moves higher in the chest
- Vision goes fovial (tunnel) to better focus on the threat

And, according to the Harvard article:

> *After the amygdala sends a distress signal, the hypothalamus activates the sympathetic nervous system by sending signals through the autonomic nerves to the adrenal glands. These glands respond by pumping the hormone epinephrine (also known as adrenaline) into the bloodstream. As epinephrine circulates through the body, it brings on a number of physiological changes. The heart beats faster than normal, pushing blood to the muscles, heart, and other vital organs. Pulse rate and blood pressure go up. The person undergoing these changes also starts to breathe more rapidly.*[1]



Most responses of the sympathetic nervous system (responsible for “fight or flight”) are outside our control. Two responses however, can be affected through training and practice; those are breathing and focus of vision.

Once the threat has passed, your body moves into relaxation response (para- sympathetic response) and you get back to normal.

The fight or flight response can be mitigated by taking deep slow abdominal breaths and by shifting your focus from fovial (tunnel vision) to peripheral.

By taking conscious control of these two physiological states you “force” your body to move closer to the relaxation response and farther from fight or flight.

Simply put, it is very difficult for your body to stay in stress when you are breathing deeply into your abdomen and you shift your eyes to peripheral vision..

Stop for a moment and imagine how many times you could benefit on a day-to-day basis from being in a relaxed, centered, calm, yet focused state. I think you’ll agree, you are going to be more effective at nearly everything you do when you are relaxed and calm rather than stressed and anxious.

Thinking back now to the massage therapy students, the only difference between the first and second two-minute exercise was that the students were utilizing peripheral vision the second time through. They didn’t learn anything new. Can you see now that the only difference was that they were able to access what they knew about the protocol because they were more relaxed? They were trying to remember the first time; the information came to them easily when in peripheral vision.

I know I Should Meditate… But my Mind is Always Racing

Meditation is nothing new, it has been practiced for thousands of years and the evidence is substantial that it is good for us – especially as hectic as our lives are now.

In December 2013, a study by researchers in

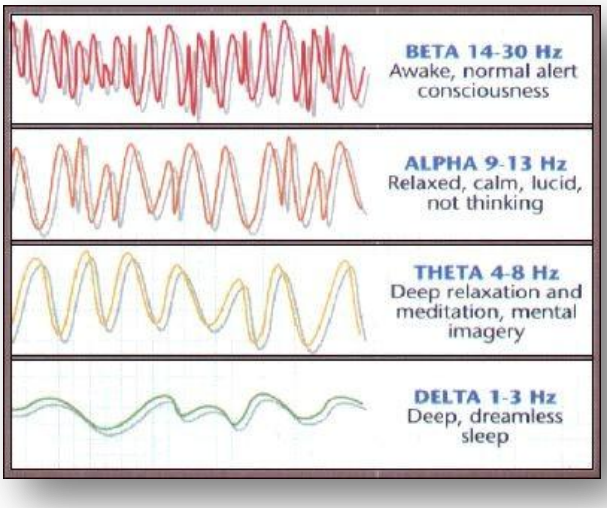
Wisconsin, Spain, and France reported the first evidence of specific molecular changes in the body following a period of intensive mindfulness practice.

The study was published in the Journal of Psychoneuroendocrinology:

> *"To the best of our knowledge, this is the first paper that shows rapid alterations in gene expression within subjects associated with mindfulness meditation practice," says study author Richard J. Davidson, founder of the Center for Investigating Healthy Minds and the William James and Vilas Professor of Psychology and Psychiatry at the University of Wisconsin-Madison.* [2]

Let's break this word down for better understanding: Psycho-neuro-endocrinlogy is the study of the relation between mind (psycho) the nervous system (neuro) and the endocrine system – which is the system responsible for secreting hormones directly into the blood system.

Not that long ago, Western medicine scoffed at the idea of mind-body connection. Today it is an accepted fact the two are entirely connected. Your mind (thoughts, feelings, emotions) affects your body and your body affects your mind.



When you learn to control your mind and you learn to relax and let the associated hormones flow through body through the conscious effort of meditation, it only makes sense that your body will reap the rewards of these relaxing chemicals.

The same article goes on to quote Dr. Bruce Lipton,

> *"…gene activity can change on a daily basis. If the perception in your mind is reflected in the chemistry of your body, and if your nervous system reads and interprets the environment and then controls the blood's chemistry, then you can literally change the fate of your cells by altering your thoughts."* [2]

If we were to connect an EEG (device that measures brain waves) to a person who is meditating and one to someone who is in hypnotic trance, we would notice their brain waves would be similar; they both produce brain waves in the Theta range (4-8 Hz).

Physiologically hypnosis and meditation are nearly identical. The difference between them is that hypnosis is a singular focus on one thing to the exclusion of all else whereas meditation is the focus on the space between thoughts or… no thought.

What if there was a way to learn how to get your brain to the Theta level using something as simple as peripheral vision? If you could achieve the state where your thoughts would slow or stop completely, knowing this is good for you, would you practice it on a regular basis?

And what if learning to do this (still your mind) could help you slip into a deep restful sleep? Would you be willing to invest 3 to 5 minutes to learn how to do it?

I Can't Decide What to Do… Neither Option Works For Me

When was the last time you had to make a decision about something and felt that you only had two options; do it or don't do it? You could flip a coin and it would either be heads

or tails… and neither option seems to be good. So many times, when we think of a problem that needs to be solved, it's either "heads or tails."

Once again, consider the fact that everything you have ever learned is permanently recorded in your unconscious mind. Consciously we approach a problem looking for solution of "either/or." Consider for a moment there may be other options that your logical/rational mind has not yet thought of.

By going into peripheral vision and maintaining that state, you can ask yourself a more interesting question the next time you are faced with a problem, "How do I know this is a problem?" By asking this question, your mind is challenged to examine the problem from a completely different angle - and consider options your conscious mind may have missed.

Try this now. Find a 8 ½" x 11" piece of paper and hold it up to your nose. What do you see? Nothing but paper, right?

Now, hold the paper out at arm's length and what to do you see? You see the entire side of the paper including its borders and… you see everything else that you could not see when the paper was up to your nose.

Now, place the paper on the floor and walk a few feet away from it. In the context of the room, it is much smaller now, isn't it? In the context of the building you are in it is quite small and in the context of the neighborhood you are in it is almost negligible; yet it is still the same size.

Think of the paper as your problem. Most times when we try to solve a problem we get so engrossed in it that we go deeper and deeper into it… it's like we move the paper from arm's length up to our nose and all we see is paper/problem. When we move the paper further from us, even though it is still

8 ½" x 11" it seems much smaller, doesn't it? We see the paper and we see everything else – we see all that is "not paper."

Now, to make sense of the above here's the question: Where is the solution to every problem you've ever had to solve… is the solution in the problem or is the solution somewhere outside of the problem – in everything that is "not problem?"

By shifting into peripheral vision your mind begins to process information differently. Just as moving the paper from your nose to the floor allows you to see "not paper", going into peripheral vision and holding the feeling of "wide awareness" allows you to consider and access all the information that is "not problem." You gain new and different insights. Einstein said it best, "Problems cannot be solved by the level of awareness that created them."

You can also ask a series of questions to get additional insights:

- What do I have to gain by doing this?
- What do I have to lose by doing this?
- What do I have to gain by not doing this?
- What do I have to lose by not doing this?

Asking questions such as these while in peripheral vision will provide you with insights and ideas you would never get otherwise. Once again, a simple three-minute exercise can change your life.

Slow Your Mind and Get Information Faster

When I first started utilizing peripheral vision on a regular basis I noticed that the world around me seemed to move just a bit more slowly and I was simultaneously aware of much more. I noticed people's actions. I heard more sounds and conversations. I had a greater sense of spatial awareness of my surroundings.

My awareness of the periphery increased, all while being clearly focused on what I was doing at the moment.

You will soon learn how to get into peripheral vision. One of the steps is to "move your awareness into the periphery…" It is not so much a matter of being able to "see" into the peripheral field (although that is the first step in the process) but rather to have a sense of awareness that is larger and wider than your normal state.

This sense of wide awareness may include a visual aspect of being able to see more; an auditory aspect of being able to discern more sounds, even conversations, happening all around you; or a kinesthetic (feeling) – an awareness of the space around, and even behind you. Wide awareness may include any combination or all of the visual, auditory, and kinesthetic senses. This is difficult to explain since you must experience it to understand it.

When teaching massage therapy I could see mistakes happening even without looking directly at the students; it was almost as if I had "eyes in the back of my head." I could hear conversations and tell from the student's tone that they were confused, even if the conversation was on the other side of the room.

Presently I volunteer at a local indoor gun range as a Volunteer Range Safety Officer (VRSO). I'm often the only staff on the range and am responsible to keep shooters safe on 22 lanes of fire. It is a regular occurrence, as I'm walking past lanes filled with shooters, that I will notice unsafe behavior in my periphery. As the range gets busier, it would be easy to slip into fovial (tunnel) vision; but that would drastically reduce my effectiveness. Calm, centered, balanced and wide awareness gets the job done more safely and effectively.

Dr. Larry Lampert is a board-certified optometric physician and a developmental and behavioral optometrist in Boca Raton, FL. He recently wrote about peripheral vision:

> *Your peripheral vision goes into your brain 25 percent faster than your central vision [what you use to read the eye chart]. About 20 percent of your peripheral nerves aid your ability to remain balanced. To understand how much your peripheral nerves impact your balance, try standing on one foot with your eyes open, then with your eyes closed. You will feel a big difference!* [3]

Further in the article he writes about sports and how peripheral vision, *"… slows the game down. When you engage the power of your peripheral vision, you actually make the ball or puck appear bigger. The opposite is to 'tunnel' your vision."*

Peripheral Vision Linked Directly to Emotions

We know from practical experience, when you go into peripheral vision you maintain better control of your emotional state.

New research appearing in the July 2012 publication of LaboratoryEquipment.com seems to verify this.

> *Published in journal Current Biology, researchers led by Hsin-Hao Yu and Prof. Marcello Rosa from Monash University's Department of Physiology found that a brain area, known as prostriata, was specialized in detecting fast-moving objects in peripheral vision.*

> *Neuroscientists discovered an area of the brain that is uniquely specialized for peripheral vision and could be targeted in future treatments for panic disorders and Alzheimer's disease.* [4]

When we utilize peripheral vision for relaxation, creative problem-solving, creative thinking, meditating, or studying, we seem to be stimulating very powerful yet underused area of the brain. Using peripheral vision to find creative solutions to a problem will not make the problem go away; it will allow you to uncover previously unseen or unconsidered solutions. Using peripheral vision in a stressful situation will not change the situation; it will allow you to respond in a calm and centered manner rather than react with anxiety.

Peripheral Vision and the "Learning State"

Peripheral vision is so effective at simultaneously producing relaxation and rapid absorption of information that it is an ideal state to for increased learning. Students of all ages have benefited from using peripheral vision and maintaining wide awareness while they are in class, listening to a lecture, or just studying. If the student then goes back into peripheral vision (and maintains wide awareness) at the time of his exam, he will find that he can easily access all the information he has learned quickly and accurately.

Remember, everything you have ever learned is stored in your unconscious mind. Rapid retrieval of that information is sometimes difficult because of the "chatter" of your conscious mind. Peripheral vision helps mitigate the chatter, so if you are in wide awareness when learning the material, you absorb it more quickly. When you are in wide awareness to recall the material, you will retrieve it with less effort.

How to Get Into Peripheral Vision

Read these instructions first, memorize the simple steps then sit back, relax and do it. Or you may choose to have someone read the instructions to you. If you do this, please be sure they go slowly. All 11 steps should only take about three minutes.

For your convenience, all 11 steps are on a separate next page…

How to get into peripheral vision: step-by-step

1. Holding your head level, find a spot on the wall that you can focus on. The spot should be at least 8 feet away and in the center of your line of sight, not off to the right or left. The spot should also be located so that your eyes are gazing up at a slight angle – not too far to be uncomfortable.
2. Get comfortable and simply stare at the spot.
3. It is common to see a circle around the spot or some distortion forming around it. Keep staring and wonder about what may happen next…
4. You may notice that your eyes want to blink either more rapidly and lightly or more heavily and slowly. Just allow them to blink because it is important that you are comfortable.
5. After about a minute, you may notice the feeling of relaxation in your jaw, neck, and/or shoulders. Just notice the relaxation and continue to stare, blinking comfortably.
6. Continue staring at the spot and notice how your vision gets wider – into the periphery.
7. You may notice another shift in your body now, as your mind relaxes, your thoughts slow, and your muscles soften.
8. Your peripheral vision should be quite wide now.
9. Bring your awareness out to the periphery – whatever that means to you. Some people have a wide visual range now. Others notice more the sounds off to the left and right and still others have a sense of the space all around them. However you move your awareness into the periphery is perfect.
10. Notice how you notice the wideness and, maintaining that awareness, bring your eyes back to normal position.
11. Keep your awareness wide and notice how much more calm everything is. Notice how much more you can observe now. This is wide awareness.

Staying in Peripheral Vision for Extended Periods of Time

When you first start this practice it is common to feel “spacey” for some time and for your field of vision to shift quickly back from peripheral to normal.

Practice being in peripheral vision as often as possible and you’ll find that it becomes very easy to have the sense of wide awareness without the feeling of being spacey.

This is a new technique for most people; it takes time to get to the point where it is natural and comfortable. With practice, you will find that you can achieve the state of soft focus and “wide awareness” simply by lifting your eyes, focusing on a spot and taking a deep breath. Your neurology will learn how to get into the state easily and effortlessly and to maintain wide awareness with total alertness.

Even professional athletes who have trained in peripheral vision feel the effects of stress.

> *The real-life stress condition had a larger effect on state anxiety and peripheral narrowing than the laboratory-induced situations used in previous research, with effect sizes twice and three times as large as those reported in the literature. All athletes experienced significant reductions in peripheral vision prior to competition, regardless of life-event stress or hardiness levels.* [5]

More Applications for Peripheral Vision and Wide Awareness

Using peripheral Vision to Solve a Problem

Repeat steps 1 – 9 (page 18). Then follow the five steps below:

1. After step 9, “anchor” the state by squeezing your earlobe for 7 – 10 seconds or by taking a deep, slow, relaxing breath.
2. Bring your eyes back to normal and break your state (change focus).
3. Consider the problem and then think about: “How do I know I have a problem?”
4. When you find yourself considering this deeply – raise your eyes to the spot on the wall and proceed through steps 1 – 9 while holding your anchor (or taking the deep breath).
5. Get insights or answers to you problem by
    - Staying in the state until the answers come to you or…
    - Repeat several times until the problem goes away

Using peripheral vision to sleep

Repeat steps 1 – 9 (page 18). Close your eyes and follow the steps below:

1. After closing your eyes, a scene, like a movie, typically appears. Now it’s time to your role.
2. “The Producer” – chooses to create a different movie and is consciously engaged in the effort. Producers do not sleep well…

3. “The Director” – is OK with the movie but wants the characters to say/do different things. The director is also very involved and does not sleep well…
4. “The Actor” – simply steps into the scene with curiosity: “I wonder what will happen next?” Actors tend to sleep easily. Choose the “actor” role…
5. Trust your mind. Go with what your unconscious puts on the screen. If you meditate prior to going to bed, you will find that your mind is still and you can enjoy being the “actor” as you sleep through the night.

Using peripheral Vision to Study

Practice this enough (steps 1 – 11 on page 18) so that you can maintain the feeling of wide awareness without feeling spacey or drowsy.

When you have achieved that and you can maintain the feeling for an extended time you will be ready to use it for studying or learning new things.

Repeat steps 1-11 and hold onto that feeling of wide awareness as you read your book, attend the class, attend your training, study your material, etc.

If you are tested on the material, go back into peripheral vision right before the test. Once again, hold onto the feeling of wide awareness and ask your unconscious mind to provide you with information easily and effortlessly. Maintain this state throughout the entire test time.

Using Peripheral Vision to Meditate or for Self-Hypnosis

One of the biggest challenges people have with meditating is that they put too much pressure on themselves to “do it right.” Keep in mind that brain waves of someone who is meditating and brain waves of someone in hypnotic trance are nearly identical.

Rather than thinking about getting to the point of meditation where there is “no thought”, let me propose that you focus instead on getting to the point where your thoughts slow down. And you move from Beta to Theta level wave patterns.

I have taught this technique to countless clients and seminar attendees. Those who use the technique gain tremendous benefit from it, often reporting that they had tried to meditate or do self-hypnosis with other methods without success. Using peripheral vision as an “induction” seems natural and easy nearly every time.

For meditation follow the steps to get into peripheral vision through step 9 (page 18)

1. Allow your eyes to close when you feel comfortable letting them.
2. Notice that there is light that you can see with your eyes closed. It may be a still white light or it may be moving and multi-colored. However it appears is perfect. Keep your attention on the light.
3. You’ll notice that a thought will come to mind – and you may even drift off on that thought. This is perfectly normal. When this happens, simply say to yourself, “Focus on the light…” and bring your attention back to the light.
4. As you do this, another thought will float into your awareness. Simply repeat the step above and go back to focusing on the light.
5. Over time you’ll find that the number and the frequency of thoughts decrease.

6. As you keep your attention on the light you will find there will be moments when there is no thought. It will be as if time stopped and as if you stopped breathing and everything became perfectly still. This is the goal of meditation. With practice and patience, you can achieve it.

For self-hypnosis the sequence is nearly identical. When you find you are able to focus on the light and your random thoughts have slowed, bring your specific suggestions to mind and deeply focus on them.

1. Allow your mind to examine your suggestions and if a random thought comes in, simply say to yourself, “Focus on _____.”
2. Future pace your suggestion. “Having successfully made this change now – how will this look/sound/feel in the future (days, weeks, months, etc.)?”
3. Enjoy the feelings.
4. Typically, if you are doing self-hypnosis at a time when you want to “wake up” from trance, you will do so easily. Just predetermine the amount of time you want to dedicate to the exercise and let your mind tell you when you are done. don’t set an alarm – the resulting jolt will make it more difficult for you to go into trance the next time. Trust your mind instead. If you are doing this when you want to sleep; sleep will come very easily and your dreams will likely carry the hypnotic suggestions deeper into your unconscious mind.

Final Thoughts…

I started this with the comment that, “This is one of the most profound things I have ever learned…”

I am still surprised how some people will seek to over-complicate a solution rather than utilizing what has been proven to work. Yes, getting into peripheral vision is simple to do. Yes, maintaining wide awareness takes very little practice for mastery. Yes, this process does all the things explained above. Yes, this is not the be-all answer to all life’s problems – and it is a powerful tool to position you so that you can find answers, relax, meditate, creatively problem solve, learn and retain information, and so much more. The system works because it mirrors the way your brain works.

My wish is that I was able to explain both the benefits and the “how to” in such a way that you will use this regularly.

Start now. Take three minutes, find a spot on the wall. Follow the steps on page 18, and see what happens.

As with anything else you have ever learned, you will go through stages of: feeling clumsy, having to think about every step, feeling confident, and finally, having it be automatic. Work through the stages and use this tool. Teach it to others. Share it with your family, co-workers, friends and kids.

“It is not enough to have knowledge, one must also apply it. It is not enough to have wishes, one must also accomplish.”

- *Johann Wolfgang von Goethe*

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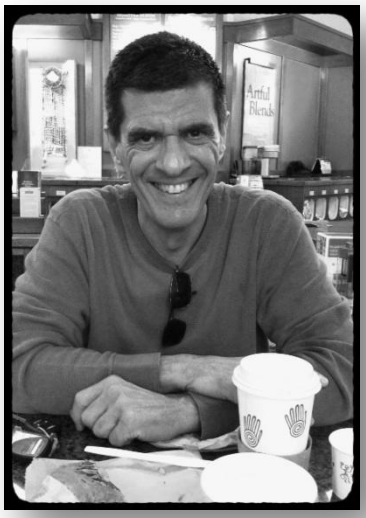

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