

VI

The power of determined action

The power of goals

To fully understand the mechanism and the magic of goals, we have to understand the mechanism and magic of our "two minds": the subconscious mind and the conscious mind.

It is by working with both that your vision will become a part of you and be the center of your life. It is by working with both that you will move forward in life with more power to accomplish your mission. It is by working with both that you will be totally aligned with your beliefs and values.

The subconscious mind

Let's start by dealing with the subject of the subconscious mind. Of course, we know very little about this part of the mind but sufficient to produce a tremendous change in your life.

The subconscious mind "covers" about 88% of your mind; the other 12% is covered by the conscious mind. It is responsible for storing your memory, habits, personality, self-image and beliefs about you, others and the world in which you live. It also controls your bodily functions (you don't have to think to breath or to make the blood circulated in your body).

Scientists have also identified four states of awareness that our brain

goes through. You already know that everything vibrates in our world. You stretch your arm and see nothing special but actually, your arm, filled with intelligence or energy and matter is in constant vibration. The same for your brain.

The brain wave states can be measured by a sophisticated piece of medical equipment known as an electroencephalograph machine (E.E.G.). This machine measures the electrical activity taking place within the brain, and enables scientists to ascertain what level of awareness a subject has achieved.

Alpha Brain Wave State : the gateway to your subconscious mind.

Medical science has proven that we must all spend a certain amount of time in the Alpha State each day to function properly.

The alpha brain wave activity state is the state we are in during relaxation and quiet moments. During the alpha state, the brain wave activity slows down, the mind relaxes, the body unwinds, and we slip into a state of relaxation. It is here where our thoughts slow down until they become so light they begin to float. It is here that we are able to restore, re-energize and empower ourselves and harness the power of the subconscious mind to help create long-lasting change. Alpha state is the gateway, the entry point that leads into the subconscious.

In the Alpha state, any suggestions given to us would pass straight into the subconscious mind

Through relaxation we enter a new state, a state of creativity, essential for your success. You can induce new thoughts and new beliefs to your subconscious.

The subconscious mind never sleeps, it works 24/7, and receives any thought, regardless of its nature. It files, classifies and records every bit of information that comes from any of your 5 senses.

It's a very efficient tool. It cannot determine right from wrong and it does not judge. Clinical researchers have found that it even doesn't

know the difference between reality and something visualized in your mind's eyes.

So the more positive instructions you give it, the more positive results you will get. Finally, I would say that the language of the subconscious mind is emotion.

Napoleon Hill explained that the Alpha state is also a link between the visible and invisible: "There is plenty of evidence to support the belief that the subconscious mind is the connecting link between the finite mind of man and infinite intelligence.

It is the intermediary through which one may draw upon the forces of Infinite Intelligence at will. It, alone, contains the secret process by which mental impulses are modified and changed into their spiritual equivalent. It, alone, is the medium through which prayer may be transmitted to the source capable of answering prayer"

The laws of auto-suggestion and visualization.

Instead of making everything or nothing enter your subconscious mind, you can voluntarily direct it by the principle of auto-suggestion which means that you can communicate the object of your desire directly to your subconscious mind in a spirit of absolute faith. Faith? Yes, faith is a strong emotion of power and a strong belief that everything you really want will happen, if it's right and in accordance with your purpose. Napoleon Hill himself used the power of auto-suggestion and visualization.

As he was studying successful and wealthy people, the character of what he called his "heroes" impressed him. He firmly believed that to be truly great, he had to emulate the great, by feeling and by action, as nearly as possible. NLP teaches that learning from the best is an effective way to reach excellence.

Napoleon Hill's way to build character

I like the way he uses auto-suggestion. Before reading his work, I had already read several books about that subject and at the beginning I found them a bit ridiculous : repeating 100 times every day, in a state of relaxation, the same sentence : "You're the best now, bla bla bla... ". I didn't find it natural and it wouldn't work because remember that "the subconscious mind is more susceptible to influence by impulses of thought mixed with "feeling" or "emotion". I believed that Napoleon said was true. Bring strong emotion, such as faith, to what you say to your subconscious.

When I read Napoleon Hill's method, I found great success. Napoleon uses the method that he calls the "Imaginary Council meetings".

By visualization, he calls, in his office those "heroes" and friends of his. He addresses himself to each member, in an audible voice. First, he recognizes the qualities of the member and asks him to make an impression upon his subconscious mind of the qualities he possessed. He then asks him to help him reach the sufficient knowledge to acquire the quality desired. As an example, I will state one of his addresses :

"Mr. Lincoln, I desire to build into my own character the keen sense of justice, the untiring spirit of patience, the sense of humor, the human understanding, and the tolerance, which were your distinguishing characteristics.

Mr. Ford, you have been among the most helpful of the men who have supplied much of the material essential to my work. I wish to acquire your spirit of persistence, the determination, poise, and self-confidence that have enabled you to master poverty, organize, unify, and simplify human effort, so I may help others to follow in your footsteps.

Mr. Edison, I have seated you nearest to me, at my right, because of the personal cooperation you have given me, during my research into the causes of success and failure. I wish to acquire from you the

marvellous spirit of FAITH, with which you have uncovered so many of Nature's secrets, the spirit of unremitting toil with which you have so often wrested victory from defeat." (Think and Grow Rich)

He repeated this procedure for some years, every night, before going to bed, in a relaxed state. A proverb says that repetition is the mother of learning. It is through repetition that "you voluntarily create thought habits which are favorable to your efforts to transmute desire into its [physical] equivalent" said Napoleon.

You can have these same "Imaginary Council meetings". By using visualization and auto-suggestion, you make entertain thoughts that will help you to unleash your potential.

You do this by first entering into a relaxed state. In the beginning it is best to do this work alone & when quiet. Once you've secured your quiet, allow your body to become deeply relaxed & heavy in the chair.

Breath slowly, more slowly.

As you become fully relaxed, you enter the alpha state and you are ready to give suggestions or instructions to you subconscious mind.

Imagine yourself, standing in the middle of your office. You have just invited those "heroes" of yours, those men who are special for you because they have all the qualities you want in your life to succeed: persistence, patience, love, humility, confidence, courage... Those great men take place in a seat in front of you, and you begin to speak to each other in the terms mentioned above.

If you know and admire a successful coach or a great leader, let him enter in the room and speak to him like this : "Coach or leader, I desire to build into my own character the spirit of patience, [if you truly want patience], the sense of justice, for example, the human understanding, and the tolerance, which were your distinguishing characteristics"

Now, repeat this procedure over and over again, maybe in your bed or at the beginning of your day. Some weeks or months after, you will begin to see a difference. Your subconscious has a work to do and if

you have faith, it will happen. Your subconscious mind is not lazy, and he will make your desire come true because it is the link between the spiritual and physical world.

You give your subconscious mind values you desire with all your heart and values you need to accomplish your vision. You give it new beliefs that, if your intimate heroes can perform any extraordinarily task, you can too. By this way, you communicate with your subconscious the way it loves: by emotion. If you see clearly all these pictures and have strong emotions when you perform this task, you will have what you desire. And don't forget to be persistent.

Hold the image of what you really want and act as if you already possess it. Persistence always pays. You will soon have what you have dreamed of.

I have now explained the functioning of one of our "two minds". I explained also how to influence our subconscious to reach our goal or vision, to live the way you want. Now, I will deal with the conscious mind, how it works, and how it has been created to help us realize our dreams and our purpose in life.

The power of focus.

"Focus is the quintessential component of superior performance in every activity, no matter what the level of skill or the age of the performer."

-Timothy Gallwey, The Inner Game of Tennis -

Dr Michael Hall, developer of neuro-semantic, emphasizes the importance of focus. He developed a new model after his own work on resiliency. He found out that focus is the key secret for resiliency and mastery. He said that "focus is the secret of everyone who has mastered an area or skill to live more powerfully and purposefully " He said that when we are in a focused state, we are in our personal genius state.

Focus seems to be the main ingredient for a superior life.

Goals enable us to focus on what is important for us. A clear goal, put at the top of your mind will eventually be achieved. Michael explains the power of goals that give a direction and a focused state "When we are fully engaged with something so that our focus of attention is strong, riveting, and sustained, it feels good and is magical. We experience an economy of effort. Every thought, emotion, and action seems smooth and elegant. Our actions flow as if in an effortless fashion. We are in flow...That's because being all there with our resources and showing up so that we are fully present enables us to act with more congruence, alignment, and engagement."

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When you set a crystal-clear goal so that the conscious mind knows exactly where to focus, through your RAS, you let your subconscious mind work with your positive and compelling pictures of your vision and you automatically face the direction of your success.

The importance of goals in our lives.

Goal setting is like a prerequisite to success in most areas of life. As an example, let me tell you a story.

In 1953, a study of the graduates of Yale University was conducted. The graduates were interviewed and asked if they had set goals, even written goals (a written goal is even more powerful), and had plans for accomplishing those goals. Less than three percent of the graduates had goals and plans. In 1973, twenty years later, a follow-up study was done. The results were shocking. The researchers interviewed the surviving members of the 1953-graduating class. They learned that the three percent who had set clear, specific goals, and had a written plan for achieving those goals, had a financial-net worth higher than the other entire 97 percent together.

Though the survey only focused on financial results, which are directly measurable, the researchers also discovered that other less-measurable qualities of life also seemed higher. These graduates seemed to be better adjusted emotionally and socially. They

appeared to have a more stable family life. They seemed to have better attitudes, more happiness and peace of mind than those who did not have these written goals and plans.

Happiness, peace of mind, emotional and social stability is what we are all looking for. Why? It is so because happiness is the great purpose of life.

Someone said that we are spiritual creatures who live a temporal experience. As creatures of the Spirit, we need to LIVE by the fruit of the Spirit, which are love, joy, peace, gentleness, goodness and faith; as reported in the Bible. Those emotions, that drive our actions, allow us to realize our full potential. According to the story of the Yale students, goal setting allowed them to live these emotions and as a result, to live a better life.

Because as humans, we actually seldom learn from the past, let's look at some more statistics that will help motivate us.

95% of people do not set goals.

Someone said: "Whom do these ninety-five percent work for? The five percent who do!" I think that's ironic, but actually true.

95% of achievement is linked to motivation, 5% of success is due to knowledge. True intelligence is applying knowledge correctly, isn't it?

The real winners in life only need to be 2 to 3% more effective than losers. Setting a goal, writing it down and monitoring your progress on a regular basis is all that is required to become real winners.

Finally, 90% of people who read books don't apply what they learn. I'm convinced that, after reading this book, you will become, or remain, real winners, by setting goals and taking charge of your life.

When you set goals properly and when you plan correctly, you can do anything. You can read the entire Bible in less than a year by reading only four pages a day. You can make fifty new acquaintances a month by learning two names a day. You can save over \$69,000.00 in thirty years by saving one dollar a day at ten percent interest

compounded daily. You can lose thirty-seven pounds in ten months by losing 3.7 pound a month or approximately 2 ounces a day.

The major reason for setting a goal is for what it makes of you to accomplish it. What it makes of you will always be the far greater value than what you get.

Jim Rohn

When you set a goal, in accordance with your vision, you are a part of the 5% who set goals; you are on the way to more achievement and success than anybody else because you are motivated by your vision. You are tremendously more effective than before and you know that you will become a winner. All that, because you've applied what you have learned from others or from books.

The NLP Goal Setting Model "The Well-Formed Outcome Model"

Now that we have defined the importance of goals in our lives, we are going to understand a new model that goes further, comparatively than other goal setting models.

The Neuro-Linguistic Processing (NLP) model enables us to go beyond mere "goal setting" into the actual "programming" of our minds to drive us toward our desired goal.

How our brain works?

The brain is constantly processing information. It perfectly creates and recreates models.

The brain works through different kind of filters.

1. Our sensory filter: We see, hear, touch, smell and taste. No problem with that!
2. A perception filter. Every representation of an experience passes

through this filter in three ways:

Generalization: "It's always the same thing", "I'll never succeed", "I must go forward". Detection of those keywords will give you some hint about the model of the world of your speaker.

Omission: "I'm angry" (about what?) Or "you hurt me!" (physically, emotionally, how?) We are not precise, clear, which is so important in setting a goal.

Distortion: "He didn't say hello this morning, he doesn't like me". It must be horrible to live that way, isn't it?

3. Our personal filters: education, personal experiences during childhood, religious beliefs, and value systems influence the representation of the experience.

Through those three basic filters are constructed the meaning of the experience. The language, then, is reflecting this meaning, which is different from each other.

Since our brain's sensory mechanism and our language effects our body, NLP uses both to create goals that are compelling. NLP uses the power of your mind (neuro) and your language (linguistic) to influence your behavior (programming)

How the model works?

The NLP goal setting model addresses the sensory system by getting our goal sensory specific (When your goal is complete, what are you going to see, hear and feel? is one of the most important question. Remember, focus and success also emerges from clarity.) But it doesn't stop there.

Because the brain also uses our word meanings to drive the sensory system, the NLP Goal Setting Model makes absolutely sure that we use our language in such a way as to drive our very neurology and physiology towards obtaining our desired goal. The NLP Goal Setting Model facilitates concentration, or focus. Your attention will direct

itself toward external and internal resources necessary in achieving the goal.

All the necessary ingredients are gathered to reach your goal: clarity of language, which brings focus, which bring your goal to the top of your mind. And I repeat, if a goal is at the top of your mind, it will eventually be achieved.

**"When you are ready to commit and focus on a worthy goal, whatever you need will appear."
- Zen proverb -**

The NLP model provides the following key components that enable you to effectively identify your desired outcome and it begins by eliciting that outcome even now:

1. State in positive terms.

It's not what you don't want! It's what you want! It's not "I don't want to smoke anymore" it's "what do I want instead of smoking"? It's not "I don't want to have a nervous breakdown at 40." it's "what do I want to do, or to be, so I can be proud of myself in the middle of my life" See the difference? Hear the nuance? Get ready to state positively everything you want?

2. Ensure the goal can be self-initiated and maintained

The goal doesn't depend on the attitude of your neighbor, on the behavior of your wife or family. The obtaining of your goal must depend on you, and you alone.

3. Sensory specific

I already talked about the importance of clarity. Why so much emphasis? The emphasis is important because a clear positive image, a clear sound or a 'clear' feeling is more compelling than a fuzzy one. The more compelling the goal is, the more attractive it is.

To state a goal sensory specific, act as if the goal is already achieved. What will I see, hear and feel when the goal is achieved. Take some time to answer these questions. Fill your mind with positive, compelling and clear pictures, sounds and feelings. This will allow your entire body to move toward your desired goal. Remember that emotions trigger behaviors and that the brain doesn't seem to see the difference between external and internal reality. Make a very clear image and you will be so enthusiastic that you will automatically attract the solution.

4. State the context of the goal.

Where and When are the questions to be answered in providing a context for your goal. "Where will my goal be achieved?" The answer can be obvious for some goals but not at all for others. Try to be as specific as possible. The same for the time you set when the objective will be achieved. "When will my goal be reached?" Saturday October 1st at 19:13. You see? Ok, maybe I'm exaggerating but the principle is always: 'be as specific as possible'.

5. Run a Quality Control check on the goal to ensure balance in all areas of your home/work life.

Don't forget this one!! Above all, you don't want to lose your balance. Someone said that perfection is balance or harmony. To be in balance means to put ourselves in a third or fourth position, as we say in NLP. That means put us in such a way that you can 'see' all the areas of your life. That is your system. Every part of the system must win. When you run this 'Quality Control Check', you play a win-win strategy.

Everything is one system and the whole system must win. I have read lots of stories about persistence. You must be persistent. But, you must be wise also. Sometimes you can read "to reach their goals, they had to sacrifice his/her family life". Of course, every high objective demands lots of effort and sometimes sacrifice. But what kind of sacrifice? Some goals are difficult to "run the Quality Control Check" on. But do it. It's worth it and you will find peace in your mind, by knowing that you are in harmony with the system. You can then decide if the sacrifice is worth the goal.

6. State the resources needed to achieve the goal: what is the price to pay?

There is always a price to pay, for everything. There is always a kind of sacrifice to do when you set a worthy goal. In this step, you will define all that you will need, in terms of time, money and energy. For example, to write this book, I needed energy to wake up every morning at 5. I spent 1 hour and a half or 2 hours writing in a language that is not mine before going to work.

7. State the value and the consistency of the goal.

Why do I want to reach that goal? Why is it important for me? Is this goal in harmony with my vision, beliefs and values? Answer these questions. If you don't seem to be satisfied with the answers, maybe you should change your goal. Set a new goal until you have one with all 7 conditions satisfactorily fulfilled and in harmony.

Bobby G. Bodenhamer, an trainer in the field of NLP and neuro-semantic said : "In teaching this model, I encourage the class participants to take it very seriously. The reason- the questions of this model are carefully designed to make sure that your outcome is suitable for you in all areas of your life. I would like to add, "Make sure you want it, for you probably will get it." When I first learned this model in 1990, my outcome was to become an NLP Trainer. Well, it worked. As you go through the questioning, pay close attention to any "voices" or feelings in you that may indicate that your goal either isn't for you or needs adjustment. Once you have your goal so defined that you can answer the questions and be totally aligned with your goal, then go for it!"

When you properly set a goal with this model, two important things occur:

First, you are in total harmony with your vision, belief and value systems because your entire "You" agrees and offers no resistance.

Second, you are programmed to succeed. Indeed, your very (whole)

neurology and physiology are both instructed to drive you towards obtaining your desired goal.

Be persistent on your goal.

Plans are not always easy to follow. When you set a definite plan for the goal you want to achieve, you become enthusiastic about it. Then, the days pass, and enthusiasm wanes. If you don't hold the compelling image of your vision in your mind and if you are not persistent, you will fail.

Napoleon Hill spent 25 years of his life studying men of achievement. Actually, Mr Carnegie, a successful businessman, challenged him to write a book on exceedingly wealthy men whom he carefully analyzed over this long period of years. After analyzing thousands of men, both successful and unsuccessful, he reported that there was one trait of character that made them different: this character trait of persistence. I would like to talk to you about persistence but instead, let me share a few stories that can become metaphors in your life. If other man can do what they dream of, or plan to do, you can do it too.

Following are three inspiring stories. While you read these stories, ask yourself "How can I apply this in my life? What are the keywords which will help me to build my full potential?" I want you to do that because intelligence is knowledge correctly applied.

Three feet from gold

One of the most common causes of failure is the habit of quitting when one is overtaken by temporary defeat. Every person is guilty of this mistake at one time or another. An uncle of R. U. Darby was caught by the "gold fever" in the gold-rush days, and went west to dig and become rich. He had never heard that more gold has been mined from the brains of men than has ever been taken from the earth. He staked a claim and went to work with pick and shovel. The going was hard, but his lust for gold was definite.

After weeks of labor, he was rewarded by the discovery of the shining ore. He needed machinery to bring the ore to the surface. Quietly, he covered up the mine, retraced his footsteps to his home in Williamsburg, Maryland, told his relatives and a few neighbors of the "strike." They got together the money for the needed machinery and had it shipped. The uncle and Darby went back to work the mine.

The first car of ore was mined, and shipped to a smelter. The returns proved they had one of the richest mines in Colorado! A few more cars of that ore would clear the debts. Then would come the big killing in profits. Down went the drills! Up went the hopes of Darby and Uncle!

Then something happened! The vein of gold ore disappeared! They had come to the end of the rainbow, and the pot of gold was no longer there!

They drilled on, desperately trying to pick up the vein again—all to no avail. Finally, they decided to QUIT. They sold the machinery to a junk man for a few hundred dollars, and took the train back home. Some "junk" men are dumb, but not this one! He called in a mining engineer to look at the mine and to do a little calculating. The engineer advised that the project had failed, because the owners were not familiar with "fault lines." His calculations showed that the vein would be found JUST THREE FEET FROM WHERE THE DARBYS HAD STOPPED DRILLING! That is exactly where it was found!

The "Junk" man took millions of dollars in ore from the mine, because he knew enough to seek expert counsel before giving up. Most of the money which went into the machinery was procured through the efforts of R. U. Darby, who was then a very young man. The money came from his relatives and neighbors, because of their faith in him. He paid back every dollar of it, although he was years in doing so.

Long afterward, Mr. Darby recouped his loss many times over, when he made the discovery that desire can be transmuted into gold. The discovery came after he went into the business of selling life insurance. Remembering that he lost a huge fortune, because he stopped three feet from gold, Darby profited by the experience in his

chosen work, by the simple method of saying to himself, "I stopped three feet from gold, but I will never stop because men say 'no' when I ask them to buy insurance." Darby is one of a small group of fewer than fifty men who sell more than a million dollars in life insurance annually. He owes his "stickability" to the lesson he learned from his "quitability" in the gold mining business.

Before success comes in any man's life, he is sure to meet with much temporary defeat, and, perhaps, some failure. When defeat overtakes a man, the easiest and most logical thing to do is to quit. That is exactly what the majority of men do.

More than five hundred of the most successful men this country has ever known, told the author their greatest success came just one step beyond the point at which defeat had overtaken them. Failure is a trickster with a keen sense of irony and cunning.

**The drops of rain make a hole in the stone,
not by violence, but by oft falling.
Lucretius**

A hero's journey.

This is a story of Erik Weihenmayer, a 33-year-old man who dreamed of climbing Mount Everest, a feat that defies many of the world's most expert climbers. In fact, nearly 90 percent of those who attempt the climb never reach the summit. Temperatures sink lower than 30 degrees below zero. Besides extreme cold, 100-mile-per-hour winds, deadly crevasses, and avalanches, the climber must overcome the challenges of high altitude, lack of oxygen, and perhaps unsanitary food and water. Since 1953, at least 165 climbers have died in the attempt to scale the 29,000 foot-high summit.

In spite of the risks, hundreds line up each year to make the ascent, Erik among them. But there is an important difference between Erik and every other climber who had attempted to ascend before: Erik is totally blind. When Erik was 13 years of age, he lost his sight as a result of a hereditary disease of the retina. Although he could no longer do many of the things he wanted to, he was determined not to

waste his life feeling depressed and useless. He then began to stretch his limits.

At age 16 he discovered rock climbing. By feeling the face of the rock, he found handholds and footholds that allowed him to climb. Sixteen years later, he began his ascent up Mount Everest.

**What saves a man is to take a step. Then another step.
Antoine De Saint-Exupery**

The story of his climb, as you might imagine, was filled with many harrowing and life-threatening challenges. But Erik eventually scaled the south summit and took his place with those who had gone before him, one of the few to stand on top of the highest mountain on the face of the earth.

When asked how he did it, Erik said, "I just kept thinking ... keep your mind focused. Don't let all that doubt and fear and frustration get in the way." Then, most importantly, he said, "Just take each day step by step."

Yes, Erik conquered Everest by simply putting one foot in front of the other. And he continued to do this until he reached the top. An old proverb states that a journey of a thousand miles begins with a single step

An unforgettable leader

Anthony Robbins reported a story of a man in his book "Unlimited power".

He said "Let me share someone's life history with you. This was a man who

Lost his mother at age 9.
Failed in business at age 21.

Was defeated in a legislative race at age 22. Failed again in business at age 24.

Overcame the death of his sweetheart at age 26. Had a nervous breakdown at age 27.

Lost a congressional race at age 34.

Lost a congressional race at age 36.

Lost a senatorial race at age 45.

Failed in an effort to become vice president at age 47. Lost a senatorial race at age 49.

Was elected president of the United States at age 52. The man's name was Abraham Lincoln."

**How long should you try? Until.
Jim Rohn**

Napoleon Hill reported in his famous book "Think and Grow Rich" that persistence is the one trait that sets apart those who have accomplished great things. "I had the happy privilege of analyzing both Mr. Edison and Mr. Ford, year by year, over a long period of years, and therefore, the opportunity to study them at close range, so I speak from actual knowledge when I say that I found no quality save persistence, in either of them, that even remotely suggested the major source of their stupendous achievements.

There is much to learn from those extraordinary men. You can be like Mr Darby who learn from the past, or like Erik Weihenmayer, who, in spite of having lost his sight, accomplished what many thought was impossible simply by continuing to put one foot in front of the other.

If you really want something, don't say I can't. If you begin to think that way, that's all right, many do. But acknowledge that feeling, and think about Erik, our climber, or Thomas, the famous inventor, and tell me, frankly, that there is a way, because there is always a way. Deafness or blindness doesn't stop dreams. You have now the proof of it.

This is an encouragement to do better, to stand a little taller. I did

humanitarian service for 2 years in New-Caledonia and I will never forget the words of my leader, Pt Jean Tefan:

- 1) Live a little better each day.
- 2) Give God a chance to build up your full potential.
- 3) Give the best of yourself during that mission
- 4) Avoid excuses to justify your lack of success.

Summary

The understanding of the conscious and the subconscious mind helps you to understand the power of goals in your life. Relaxation enhances the ability to enter a state of creative imagination. Relaxation is the gateway, the entry point that leads into the subconscious. While in that state, you can induce new thoughts and new beliefs to your subconscious: that's the principle of auto-suggestion.

By this principle, you can visualize your success, as if it has already occurred. You can build your character and a new strong belief system.

Now that you have the new beliefs of success integrated through the principle of autosuggestion, your conscious mind will point out to you directions to look that will confirm these beliefs. When you set goals with the NLP goal setting model, you use the subconscious mind by picturing your goal already achieved and you also use your conscious mind by defining very precisely what you want. Because the goal is important to you, your RAS will then look for the information so you will achieve your goal. You are literally programmed to succeed.

Finally, you need to persist on your goal. Reminding yourself of the stories of Erik Weihenmayer and Abraham Lincoln will help you remember that personal genius requires efforts. No worries: you will have that of which you've always dreamed of.