

## WEEK 5 – WHAT EVERYONE WANTS AND HOW YOU CAN GET IT

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### Incantation Of The Week

Incantations are empowering phrases or language patterns that you verbalize out loud and with absolute certainty. When “incanting”, you engage your entire nervous system with the full force of your focus, emotion, and body to induce a new physiology and instantly cultivate new beliefs.

### Bob Proctor Story

“INSERT YOUR NAME”, You are a child of God and the being God made was never intended for the sort of weak, negative life you are leading. God made you for success not failure. God never made anyone to be a failure. You are perverting the great object of your existence by giving way to these miserable doubts of yourself, of your ability to be what you desire with all your heart to be. You should be ashamed to go out amongst your associates with a long, sad, dejected face, as though you were a misfit, as though you lacked creative power within, as though you did not have the ability to do what your Creator sent you here to do. You were made to express what you long to express. Why not do this? – why not stand and walk like a conqueror, like a David who slew Goliath, instead of giving way to discouragement and doubt and carrying on like a failure? The Image of Perfection, the Image of your Creator lies within you. You must bring it to the center of your conscious thought and express it to the world. Don’t disgrace your Maker by violating that image, by being everything but the magnificent success God intended you to be.”

## **People really want to change one of two things:**

1. The way they feel about something (e.g., to move from being frustrated to confident, from sad to happy, from depressed to emotionally strong).
2. A behavior (e.g., to stop smoking or drinking, to start taking massive action, to exercise and enjoy it, to follow through on their commitments).

The only reason we want to change our behaviors, however, is we're hoping that if we lose that weight, stop procrastinating, take that action, we'll feel good.

**Everything human beings do is merely an attempt to change the way we feel - to "change state."**

**Challenge...**

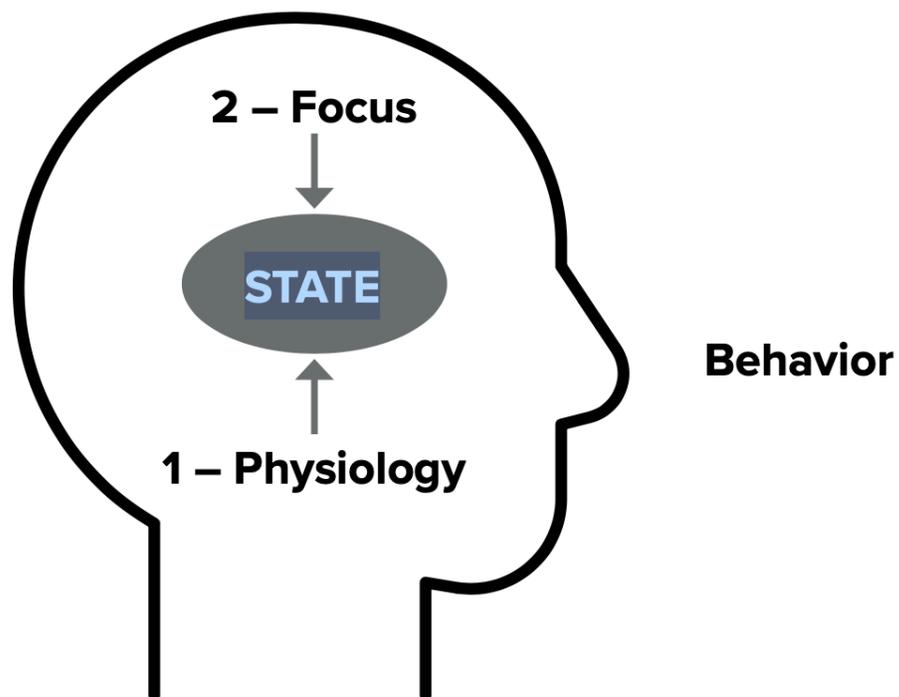
Can anyone give me an example where this isn't true?

## Emotional States

Moment to moment, what we do is powerfully shaped by the state we're in. When we're in a frustrated state, we tend to behave very differently than when we're feeling confident or excited or determined.

One of the most important things we can do to create the power, joy and passion we really want in our lives is to learn to manage our states of mind.

**You can do this immediately through two primary vehicles\*:**



\*The focus of this session is physiology. Focus is the subject of the next session.

## **Physiology & State**

1. You can change how you feel instantly by changing the way you move, breathe, use your facial expressions or make any new demand on your body.
2. The state you're in determines your behavior and also your performance. If you want to change your performance in anything – business, sports, relationships, etc. – the first thing to do is to change your state. In any situation, if you put yourself in a peak state, you will be able to utilize more of your true capabilities.
3. Remember, you're always responsible for your own states. After the next few days of learning, you won't just be responsible, you'll know how to quickly and easily change how you feel about virtually anything and move yourself into peak performance at will.

### **Here's how to use your physiology to manage your state:**

1. Move your body differently and develop some “power moves:” deliberate, strong, unhesitating movements that give you an immediate sense of certainty. You can also use your voice to put yourself in a peak state. Speak stronger, more rapidly, with a bit more volume from deeper in your chest than you usually do.
2. Change your breathing. Deep, diaphragmatic breaths create radically different emotional states than shallow breathing that begins in the upper chest.
3. Radical changes in facial expressions will immediately change the way you feel.
4. Changing elements of your diet to eat primarily natural, energy-giving foods can maximize your health and energy.

All of these put together can make significant changes in the patterns of the emotional states you experience day to day.

**“Our goal is not to ignore the problems of life but to put ourselves in better mental emotional states to not only come up with solutions but really meet the challenge and take action.” – Tony Robbins**

## **Your Assignment**

Here's how to develop the ability to put yourself in a passionate state instantly. **PDR**

1. Invite a friend or business associate to participate in an "experiment." Sit down together, and ask your partner to notice what you do with your physiology – face, voice, body, gestures, posture, etc. – throughout the experiment.
2. Begin to talk about a subject you're normally passionate about in an exaggeratedly dispassionate way, as if you don't really believe in it, you don't feel strongly about it. Pick something that normally does inspire you, but talk about it in an uninspiring way, and have your partner notice what you do with your face, your voice, your body and your gestures.
3. Change your state radically. Get up, if necessary, and move around for a moment.
4. Now talk to your partner about the same subject with all the passion, joy, energy and conviction you can muster.
5. Ask your partner to share with you some of the specific differences in how you moved, breathed, used your face and used your voice, and record this in your journal. These are your biomarkers, the "triggers" that can cause you to feel passionate in the future.
6. Experiment today: At some moment when you're calm or feeling negative, snap yourself immediately into a passionate state using what you learned from Step 5 above.

**The difference my partner noticed between my dispassionate versus passionate state:**

### **Excerpt from Tony Robbins Journal, 1978**

Man has the ability to change but one thing in life; but by changing this he changes his life. You can change your thoughts. That's where it all begins and ends.