

“BRAIN SWEEP”



Evelyn Cole

**HOW TO GAIN CONTROL OF YOUR THOUGHTS
LEARN WHAT YOU REALLY WANT TO GET**

in

SIX

NOT-so-EASY

DIRECTED lessons

AND then

GET WHAT YOU REALLY WANT



Evy Cole

INTRODUCTION

Welcome, you have just begun a six-week course for the price of a hotdog.

The real value, though, lies in taking a leap from your judgment and your disbelief as you follow the directions in each lesson.

The goal of this course is for you it to get your conscious and subconscious minds working together. COMPLETE ALL SIX lessons, for they are based on solid research in psychology and learning principles.

To learn the contents of your subconscious mind you must write BY HAND.

BRAINSWEEP is a directed journal-writing technique to sweep out the rubble that keeps you from meeting your conscious goals. You may find that your conscious goals are not what you really wanted. Or, you find out what the other 90% of your brain thinks.

The intimate connection between the writing hand rushing to keep up with the speeding mind usually produces a surprise, often one that creates a solution to a problem. It's amazing, and it takes courage. Most fears are subconscious.

When you find yourself resisting the writing assignments, try to recognize the fear so you can bolster your courage. Often recognition of fear is all that it takes.

My failures surprised me. I had to write, by hand on paper, to resurrect the source: my stories. Some are included here. They are peculiar to me, yet universal in application.

Although I am not including all sources for research on the human mind, you can find them in a Google search and see again and again the estimate that most of us use approximately 10% of our brains. The other 90% is subconscious, but powerful. The aim is to harness that power.

OUR BELIEFS CREATE OUR REALITY

Writing down your beliefs helps you to understand your reality and helps you change it by sweeping out the rubble of subconscious assumptions and beliefs.

For example, it's a verifiable illusion that someone else can make us happy or unhappy. Our outer world mirrors our inner world. The human mind attracts whatever is familiar. My father often intoned, "We like that with which we are familiar." I now add, "We get that which is familiar whether or not we like it."

Think of someone you have known for many years who believes he or she can make society better by changing the system or can make his or her spouse happy. Has that person succeeded?

The only way we make ourselves happy is through total self-acceptance. Easier said than done.

OUR THOUGHTS ARE MAGNETS

A successful mind attracts success. An open mind attracts all sorts of wonderful openings. A sad heart (mind) attracts sadness. A poor heart attracts poverty. An angry thought attracts anger. An un-focused mind attracts distractions. Thoughts of wealth attract . . . guess what?

"Oh yeah," I hear you saying as I once said. "All I need to do is think about being rich and the money will pour in. Yeah, Right."

It took me a long time to realize that my subconscious thoughts about myself were attracting poverty. When I swept them out for good, I was amazed at the wealth that showed up in my life.

The directions in each lesson of BRAIN SWEEP require that you write by hand on paper. NO ONE ELSE need read what you write!

That's YOUR CHOICE! To be fair, I have included my abbreviated stories with each section plus examples from anonymous volunteers.

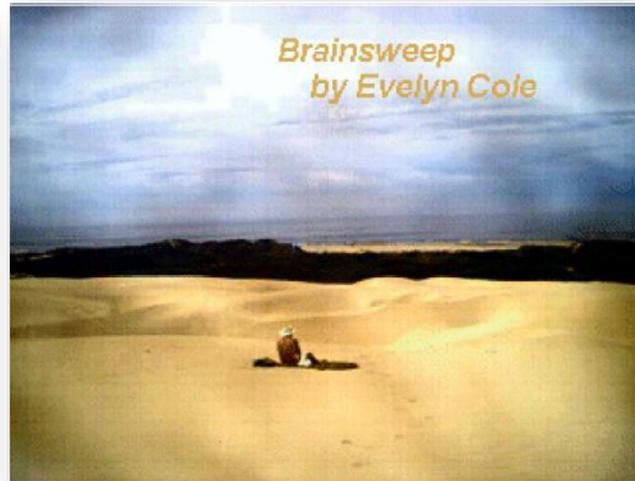


My paragraphs ARE NOT MODELS, are NOT GOOD, are not anything you should imitate. They are simply honest. That's all. My writing them has changed my beliefs and thoughts that affect my daily actions. Writing your own will clear your thoughts, too. You may find some of the writing fun and some a bit painful. There's a thin line between pain and pleasure. Both say, "I'm alive!"



Here's to your life and wealth!

Table of Contents



The first four lessons represent four principles. These principles have been tested extensively, published in academic journals, illustrated in Nobel Prize winning literature, supported by many religious tenets, and generally known to be true even if they are not always practiced. Once you understand and practice these four principles, lessons V and VI can change your life.

LESSON CONTENT:

- I. Your BELIEFS create your life every day. Your subconscious mind leads you by the nose to see only those things that support your beliefs and blinds you to evidence that contradicts them.
- II. Many of your parents' negative self-concepts (and those of other influential adults) were passed on to you in the form of criticism of you "FOR YOUR OWN GOOD." Because you were young, you believed them.
- III. Criticisms of you when you were a child are buried in your subconscious mind and have become HABITS OF THOUGHT, along with other unexamined assumptions about yourself and life that you picked up along the way.

IV Some of your beliefs about yourself are based on error, your own errors as well as those of others, especially the negative ones.

V. How to gain control over Worry, Jealousy and other negative thoughts that attract and expand.

VI. How Small, Unrecognized Fears betray us; how to discover and conquer them.

Simply agreeing with these principles or posting affirmations on the mirror is not enough. You must dig first. Prepare your personal journal for writing by hand, and start digging. Using a timer, write fast without lifting your pen from the paper for five minutes. As you get used to writing non-stop, increase the time to ten minutes.

Create your own journal any way you like, allowing plenty of space for doodling and writing with your non-dominant hand.

You'll be surprised what comes out when you answer a question with that hand, although it's hard to read at first.

Practice, practice, practice. Repeat each of the six lessons of BRAINSWEEP three times, but not on the same day. If you have played a musical instrument, you practiced a lot before you grew to love playing. The same goes for any activity. Practice the lessons enough and you will grow to enjoy them.

CONGRATULATIONS for embarking on an exciting journey.

Now Begin with Lesson One

LESSON 1



A. Your BELIEFS create your life every day. Your outer world mirrors your inner world.

If you think you "Deserve a break today" you'll take one. If not, you won't, but you may not be aware of what you think regarding this issue on any given day.

What floating thoughts do you have about yourself today? Are you Lazy? Overweight? Weak? Unfocused? Angry at everyone? Too _____? Not _____ enough? Ready to lick the world? Or get licked? Quickly write them down in your journal.

B. Write several beliefs you have about yourself made when you were a child, both positive and negative. Write fast for five minutes. Use a timer.

C. Next, list five beliefs about yourself that affected some decisions you made this week. (or four if you can't remember five. . . or three. I know you can come up with three.)

B. My beliefs about myself created my daily life for years:

My mother was 5'2", brown-eyed, graceful, beautiful, and right-handed. I, her fifth child, was blue-eyed, left-handed, awkward and, by age 14, really tall, 5'9". She could not teach this accidental fifth kid, this Tom-boy daughter how to sew, how to flirt, or how to be a lady worthy of marriage, which was the ONLY CAREER open to me as far as she was concerned.

Therefore, by the age of 14, I concluded that I was:

- 1) clumsy and did everything too fast,
- 2) 2)too tall to be attractive to boys,
- 3) mute when I most needed to speak,
- 4) smart but only in school
- 5) "hopeless" in terms of the one career available to me.

I carried these beliefs into adulthood, accepted them as immutable fact and made major decisions based on them, including two marriages and a few affairs that were doomed to failure. Because I was mute when I most needed to speak, my intimate relationships failed.

My successes mirrored my two positive beliefs: Smart but only in school relates to my success as a teacher. I felt comfortable in schools.

C. For example, I've had the running notion that I'm clumsy doing anything with my hands. Recently I put off sewing a button on my favorite blouse. Then, when I wanted to wear it, I couldn't. When I recognized and swept away that belief about myself instead of the blouse, I found a needle and thread and replaced the button. It was a most minor victory over a minor issue, but symptomatic of old beliefs still prevalent in my life.

Harry told me he was raised in the Christian Science Religion. Although he believed everyone was created in the image of God, and therefore perfect, he knew he was not. Obviously, something had to give. In his case, it was the religion.

His parents divorced when he was five years old. He lived with his mother, but his father took him to the Pantry Restaurant in Los Angeles for breakfast every Saturday morning for fifteen years. They had the same waiter, the same food, and the same gentle teasing conversation. His father said Harry had a “hollow leg,” his eyes were bigger than his stomach. He seemed pleased when Harry was old enough to eat all of his Saturday breakfast at the Pantry.

Can you guess what Harry’s attitude toward food is?

Opposite of mute, Harry says he speaks too soon. His mother was more critical of him than his father. She often told Harry to “engage his mind before his mouth” and accused him of having “rectal cranial inversion”.

He accepts this as fact about himself and gets in trouble with others by acting on it.

YOUR BELIEFS CREATE YOUR EXPERIENCE EVERY TIME!

YOU CAN CHANGE YOUR BELIEFS ABOUT YOURSELF! It takes some effort, but, man alive, is it ever worth it!

If you believe you inherited genes that make you prone to sinus infections, you will suffer from sinus infections regularly.

If you believe you have a healthy constitution, you will not suffer many infections and sicknesses.

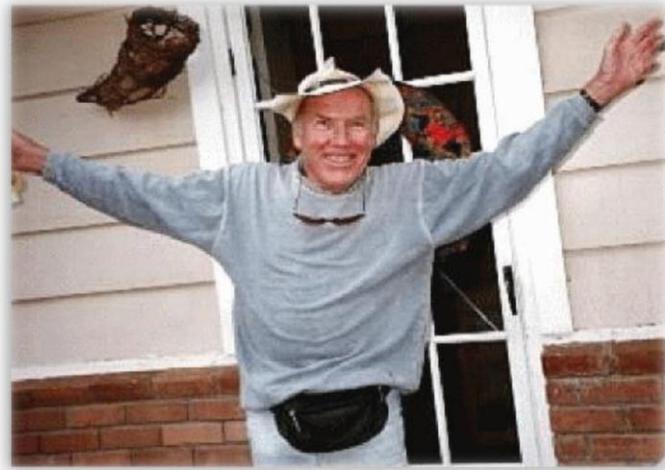
If you believe you are a fat person, you will be fat no matter how many times you lose weight dieting.

If you believe you are of the right body build, you will never feel less than you are.

If you believe you are weak in any specific way, you will continually experience that weakness.

If you believe you are strong, you will be strong.

Let's write and dig!



Re-read what you have written in your journal every day and add to it by writing non-stop for five minutes. **DO NOT JUDGE WHAT YOU WRITE! LIVE IT! LOVE IT** Give yourself from 4 to 7 days on each lesson. You will know when you are ready for lesson two.

LESSON 2



Many of your parents' subconscious thoughts about themselves were projected onto you. Their perceived weaknesses in themselves came out as criticism of you **FOR YOUR OWN GOOD!**

Think of one parent or close person who was the most critical of you when you were a child. Write the words you heard that person say in your notebook. Write fast.

Many of my parents' thoughts about themselves came to me as definitions of my being. Both parents agreed that a woman's only career was wife and mother, but disagreed on the preparation for that career.

My mother once told me that by the time I was born she was too sick and tired to be a good wife and mother. She projected that feeling about herself onto me, showed little hope that I would ever get that career by the following statements, repeated often:

"Evy, sit up straight. Why can't you ever sit like a lady?"

"No! Hold the needle this way. Why can't you do anything right?"

"You're so clumsy. A left-handed monkey wrench!"

"Put that book down. All you do is read. "

"You're too serious. Boys like girls who'll flirt with them."

To strangers, "Can you believe she's my daughter?"

Much later she told me she had felt guilty about leaving me. That's why she slipped me lots of cash saying, "Don't tell Dad".

He believed he had neglected me in my formative years and had not taught me the most important things in life. He told my mother to let me read and told me that a woman should go to college to learn how to think and "to learn the value of a dollar." By implication I knew neither, I believed the implication.

He knew he was intelligent and projected that, too, onto me. He laughed at things I said, which I perceived as a good quality.

It didn't occur to me once to question my parents. Did it occur to you before age 12?

My four older siblings heard different messages and developed different habits of thought and of self-definition. So did our parents from their families. And so on back You can see how self-images are perpetuated through generations.



One woman wrote that her mother told her when she was four or five years old that she could make God angry or sad, and if she did make God angry it would kill her father. She believed she had the power to kill her own father. Her mother gave her that power. Who wanted to kill whom?

One man told me his father often said, "Blessed are those who expect nothing for they shall never be disappointed." His father

was so bitterly disappointed in his life he hid in his room and played solitaire when he wasn't working and rarely interacted with his wife and children. His son still doesn't expect anything and is never disappointed.

As you write the phrases that pop into your memory, phrases you heard describing you and other people in your close world, enjoy now the pleasure of sorting them. Cross out the ones you don't like. Cherish the ones you do. You have the power to choose all definitions.

LESSON 3



Your BURIED beliefs create HABITS OF THOUGHT that in turn create your life.

III Criticisms of you when you were growing up are buried in your subconscious mind. They form the basis of your daily thoughts and color the assumptions you make about yourself and about everything in your life.

We learn in advertising that perception of value sells. Given two products of equal value, the one perceived by the market as most valuable is the one that sells the most. Perceived value supersedes price.

The politician that most people perceive will do the best for them is the one who wins, and that perception comes from unconscious influences such as gender, age, tone of voice, clothing, skin color, hair.

In the same way our assumptions about ourselves are colored by perception. When we are not living the life we want, we need to dig into those assumptions, bring them to light,

examine them, and delete those that are hog-tying us. Let's begin with our unexamined assumptions about general topics.

Choose three of the following topics, then on a blank page in your notebook, one page for each topic, write for five minutes some assumptions you have made about each topic. Or choose your own topic if it's something you feel passionate about. Give each topic at least five minutes of fast writing. Use a timer if you like.

globalization

global warming

environment

taxes

families

politics

other countries or states

greed

abortion

patriotism

religion

aging

health

guilt

sex . . .

money

racial equality or inequality

WRITE OFF THE TOP OF YOUR HEAD without lifting your pen from the page.

TRY WITH THE OTHER HAND!

Next, take two or more major assumptions and trace their histories.

REMEMBER: It's okay if you can't do either. Try again later for the fun of it.

My abbreviated response:

I believed that everyone should be responsible for himself, earn his own living or contribute to the family through effort. But I had the habit of finding money in my bureau drawer without questioning where it came from. In other words, I paid lip service only to my belief. When the bureau drawer became empty, I was at a loss. I did not know how to live up to my belief, and despaired.

When I traced the history of my assumption about responsibility versus my assumption about myself, I was able to sweep away my despair and take the baby steps to learn about money.

Tom said that he was a staunch Republican when he was in high school because his parents were Republican, but when he went to college the Vietnam War and peer pressure turned him into a Democrat. Then later he voted Republican again when he was struggling with his career. Now that he is comfortably well off he is thinking of voting Democratic again as he is feeling more generous. He said he likes to think his political choices are rational and well thought out, but after talking to me, he wonders.

“When you have finished tracing the history of your major beliefs, consider how someone close to you who disagrees with you might do so.”

LESSON 4



IV Everyone is a miracle of creation. You are a miraculous human being. No mistake you make can take away that fact. The biggest mistake you can make is to define yourself by past actions and judgments.

Now that you are more aware of them, you will realize that your current negative thoughts are based on error, your own errors as well as the errors of others.

There's a progression here:

Make the source of your beliefs conscious by writing freely. Such writing opens your memory and vents, or blows away, errors in your thinking.

You will soon see how changing your beliefs changes your conscious thoughts, which in turn changes your actions and your RESULTS.

My brief history:

I once believed that my father was god. I assumed that men were wise and women could not be trusted.

I was 35 years old before I allowed myself to recognize my father's human feet of clay and my mother's fears, before I could form close friendships with other women.

I rejected organized religion because I assumed that only women and children went to church. They didn't know how to use "reason and logic".

I was critical of women because I projected my own self criticism onto them.

I accepted sex as natural because no adult ever mentioned anything about it one way or another.

I accepted my father's political and economic view that everyone is responsible for himself, yet I did not believe I could be. That quandary tortured me for years.

I once believed that if I learned everything known about the psychology of child-raising I could bring up my daughters "right" and prevent their psychic pain. That was a painful illusion to break.

Despite being convinced that I was unqualified, I married at 22 and had two daughters a year apart. After a move to California I grew so depressed, my daily thoughts were suicidal. Luckily, I had the two babies who kept me alive. My mistaken perception of my parents' and siblings' comments about me were so deeply ingrained I had to work hard to discover the source of my assumptions about myself. At the time I didn't know to write them out of my system.

I did not know that my subconscious mind attracted my problems. My subconscious provided the proof that reinforced my beliefs. Because I believed no man would want to marry me, I married the first one who asked me, against my better judgment.

Because I believed for years that I could not speak my mind freely, I was mute when I most needed to speak.

It took me several years, beginning with psychotherapy at age 28, and much conscious effort, to realize that I was not clumsy, not mute, not ugly, not fiscally irresponsible, and not so damn smart after all.

Although this may seem repetitious, it's necessary. Make a list of four errors in assumptions you have made about yourself due to your mistakes. Then write how each assumption has affected your life.

- 1.
- 2.
- 3.
- 4.

For example, a man might conclude that he was a worthless idiot after one business failure or a woman might conclude that she was a slut after one sexual encounter with a relative stranger. But if they both looked at their mistakes with REGRET instead of self-defining GUILT they could see that their actions do not define them. They could stop punishing themselves and stop trying to escape from themselves.

My biggest errors in assumptions about myself:

1. Sexually unattractive. No one ever told me I was unattractive. On the contrary, while still in high school, I was selected as a candidate for a beauty queen pageant. I didn't believe compliments, however, nor requests for dates. Because of my size and self-perception, I assumed that men were toying with me for sport. I felt humiliated by sexual advances as well as by my own sexual desire.

When the first handsome young man asked me to marry him, I assumed he wanted to marry into my relatively wealthy family and wanted my help getting him through college. It didn't occur to me that he loved me. After all, I didn't have "career" qualities.

There were two more significant handsome men in my life, each a few years after the other. Because I assumed, I was far from beautiful, I needed a man to be handsome, not strong.

Because I've changed my habitual thoughts about my appearance and my femininity, I now feel secure enough to accept the straightforward love of a strong, healthy man who is just incidentally handsome.



2. "I can't do anything right." Because my mechanical aptitude score is lower than that of a duckbilled platypus, I have trouble with Microsoft software. This didn't affect my happiness or my daily thoughts and actions. I accepted the limitation. But, once, a few years ago when a colleague sent me an email with one simple question, I read it as, "Why

can't you do anything right?" I felt it in my gut and ran out of my office in tears.

When I remembered to doubt my assumption, I returned to the computer and read his actual words. They were, "When can you send me the formatted text?" It was easy, then, to answer his question.

Believing is not only seeing, it's misreading your native language.

(I've lost more files to cyberspace than, if printed, would stuff a garage. I've had to do two clean installs without back-ups that worked. That's really head clearing. I recommend it.)

3. "I'm an impatient, left handed monkey

wrench." I try to make things work before reading the instructions. I put a part in a new thing backwards, turn on the machine and wreck it. Then I read the directions. Formerly, I cried and hated myself each time for fulfilling all prophecies. Now, just before I turn on the machine and break it, I pull out the part I've just inserted, open the instructions and read them, and then thumb my nose at my ghosts. A magazine recently published one of my poems entitled, "Read the Recipe All the Way Through," a metaphor for my life.

THE LAW OF CAUSE AND EFFECT

When you discover how basic assumptions about yourself have affected your life, how they still do affect it, you have choices. You can keep the assumptions that work for you and discard the ones that do not.

Your thoughts are your constant reality every day. The kind of life you have depends on the kind of thoughts you have.

Close your eyes and picture your favorite place in the world. Feel it. Smell it. Look all around. Stay awhile.

Now imagine the worst place in the world.

LESSON 5



HOW TO BRING YOUR THOUGHTS INTO YOUR CONTROL

The first thing you must do when your life's out of whack is discover what your subversive thoughts are by writing fast for five to ten minutes.

It's easy to blame others or to blame circumstances. However, we can't change others and we can't always control circumstances. We CAN CHANGE our perceptions and our beliefs.

In the first four assignments you've begun to uncover your assumptions about yourself, those pesky little gnomes that direct your thoughts and reactions to every day events.

When we wake up and until we go to sleep we make judgments based on our assumptions. Most of our judgments are habits that we don't question.

Do you drink coffee every morning? Why? Do you believe your children should go to private school? Why? Do you believe the United States should pay its U.N. dues? Do you believe your fears are rational but others' fears are not? Do you think war is necessary?

Look at what you wrote for Lesson Three on subjects you feel passionate about and delve deeper. Explore where your thoughts on the subject came from. It's a fascinating process and helps you become tolerant of your wife or husband when you get into a recurrent argument

over something—such as money, sex, child rearing etc. Each person has a different argument, a different history.

Choose any subject you've argued about with someone close to you, then, without judgment, ask yourself why. Answer by HAND.

For example, I am passionate about keeping an open mind about health care. I am *opposed* to dependency on drugs to cure or mask symptoms and I am *for* emphasizing the maintenance of good health. I advocate clinics staffed by medics representing all medical traditions, health professionals who get to know one another, who exchange ideas and expertise regularly.

Asking myself why I'm discontent with western medical practices I recalled my father's emphasis on the value of good health over all else. So okay, so what?

Delving deeper, I recalled my lifelong aversion to those who "know-it-all," people who ignore foreign points of view. People who say, "It's the truth because I say so." People I called close-minded and intolerant.

Once, between husbands, I placed my one and only singles ad. It read: Seeking a man who knows how an ant and a eucalyptus tree are alike, but not why."

I assumed that I wanted to meet someone who would immediately jump to the higher level of abstraction and answer that the ant and the tree were both "alive". He would, therefore, *not* proceed to explain the mysteries of the universe to me.

A male friend said to me, "You weren't looking very hard, were you." His comment made me realize what an intellectual snob I was, as narrow minded as the "know-it-alls" I was condemning. I had to laugh because here was another hidden self-criticism projected onto the unsuspecting men who might read, but not answer, my ad.

YOUR BELIEFS CREATE YOUR EXPERIENCE EVERY TIME!

Your outer world mirrors your inner beliefs. If you think people are out to cheat or rob you, they will. If you think that you are locking out threats when you lock your doors and gate your housing tract, you may still look over your shoulder when you use your keys.

If, instead, you think you are locking yourself in, as most people in Canada think, you will neither look over your shoulder nor lock your doors.



WORRY

It's hard to run a profitable business and impossible to enjoy life if you're plagued by worry .

Write a few worries you've had lately, no matter how ridiculous they seem now. Start a worry page in your journal, if you want.

Add to it any time you're worried.

Worry is hell. Here's one I've had:

My daughter doesn't meet me at the parking lot as planned. I wait. I walk around the lot. I wait some more. Because she was in a bad accident once, I assume the worst. I begin to panic, turn on the engine to drive to . . . to what? Then I remember to breathe deeply and check my assumption. I turn off the engine, pull out my pen to write. After writing one sentence it occurs to me to use my cell phone. I call her.

She answers and says, "We weren't supposed to meet until two o'clock. It's only 1:15 now."

I wake up in the middle of the night and remember a missing element in a business transaction that will cost me if I don't do something about it fast. But it's late and a phone call won't be welcome. I stew and worry for five minutes,

get up and make an itemized list for morning, drink hot milk flavored with coffee liqueur and read a page of "Funny Times." The worry evaporates.

What do you do?

JEALOUSY

Write a few examples of jealous feelings, no matter how embarrassing it is to admit them even to yourself . . . alone on paper. Write fast. Use the timer and fill a page.

My example:

A thought pops into my head that "he" is looking at "her" in a "special" way. His voice deepens when he speaks to her. I could make myself miserable with my suspicion. I could go into a jealous rage or pout for a whole week. Or, I could scold myself that such thoughts are selfish, childish, ridiculous, etc.

But none of these approaches work, particularly self-scolding. That's like adding food poisoning to a head cold. Instead, I remind myself that what "he does" that provokes jealousy simply triggered what I used to believe about my lacking sexual attraction.

What I can do, and now do gratefully, is write an angry note that I DO NOT deliver. The mere writing will let me vent and thereby regain my balance and my objectivity. If he really does prefer "her" to me, I will know by his actions toward me, not towards her. I don't need to assume that a dust devil is the smoke of a forest fire.

Do not ignore jealousy. Face it head on by writing it out. Refuse to let the reptile brain at the base of your skull get control. Just picture yourself fighting your own dragons with your pen, and winning.

LOVE AND MONEY WORK THE SAME WAY! Open your arms to both. If we are missing either or both, we need to keep pulling up those muddy thoughts that are uniquely our own. What came to us in our childhood that we perceived as mud, is our mud. No one else can wipe it off our faces for us.

I didn't need to define myself the way I did. Maybe I could have chosen other mud coming my way. Or sweet wine. Maybe I was too lazy or embarrassed to avoid mud or to wipe it away.

To gain control of my thoughts I still have to become aware of them every day. As an instructor at a state university I was well organized, successful, and in control. I earned a salary so did not have to think about money. When I had to give up teaching and started business online I became disorganized, confused and incompetent, a complete stranger to myself.

Everything my parents had said to me about my inability to handle money surfaced again, years later! My quandary was staring me in the face. I believed I must be responsible for myself but didn't believe I could be. Here was another self-fulfilling prophecy. A dramatic awakening.

I did not and do not have to live up to that definition of me. I can and do change my thoughts about money. (I will file my income tax return!)

Ironically, I never had a nightmare about not having enough money, but have had many bad dreams in which the man I love declares he does not and never has loved me.

Sweeping away old beliefs in my subconscious mind has made it real easy for me to live with rich, loving thoughts when I'm awake and have funny dreams when I'm asleep. No more nightmares!



Were you able to trace the history of your most passionate beliefs? Give example of times that you worry? Typical worries? Jealousies? Prejudices?

Remember, you may make all kinds of mistakes but you are, nevertheless, a wonderful human being!

LESSON 6



"We have nothing to fear but fear itself." (F.D. Roosevelt)

How much has been written about fear—how it works for and against us?

How much have you written about your own fears?

Nothing you have read about fear will ever help you get what you want. What you *write* about your own fears will. I guarantee it.

The little, insignificant fears tie us down. Ones we don't quite feel. Those interior "No's" that feel like a fork in the road. You struggle to justify your indecision.

One of my recent examples:

I listed my house in another part of the state for sale with a realtor, a woman who had worked my neighborhood for years. One of my old friends emails me that he wants to buy my house directly and bypass real estate brokers, but must wait until he sells his property. He asks me to put his name in the listing contract as an exclusion since he has a real estate license.

My realtor wants to split the commission with him. I think my friend should buy within two weeks if he wants to deduct all of her commission from the price. He says I'm nuts to give up \$25,000; that he's getting a lot of action on his property and will be able to buy mine.

I back off. I don't want to talk to either one of them. I want to hide. Why?

I start writing: I'd rather forego \$25,000 than make a friend angry or an acquaintance disappointed in me? I need the money, so why can't I talk to the realtor about it?

She talks too fast. I want to be fair. My friend thinks it's fair if the realtor can't find a buyer at my price.

What's fair? What am I afraid of?

I'm afraid of getting so lost my mind will float off like it used to whenever my mother scolded me, whenever I found myself in any kind of discussion about money. I'd rather pay and pay and pay . . . Here I stop. The fear is obvious, and exorcised. I laugh at it. Understanding my fear kills it. Suddenly it's easy to make decisions and calls to both.

I List examples of your indecision or procrastination in your notebook

II Choose one example and start writing about it. Write by either hand- FAST!

BRAINSWEEP may seem either too easy or too tough to do, to continue, but it's vital to your success. Repeat it week after week. Carry a notepad with you every day. Jot down your thoughts. At the end of one week read them, then write the pattern you discover. Choose those BELIEFS that can't hold up to the light of reason and SWEEP them away. Notice each time that it gets easier to sweep them away.

Replace them with positive beliefs and repeat those beliefs every day.

QUESTION YOUR PERCEPTION OF REALITY

It's not what you see that fortifies your belief, it's what you believe that affects what you see. If you repeat positive beliefs that you've written down and MEMORIZED every day, they become a commercial that convinces you. Marketing millionaires say it takes 28 messages to convince a prospect to buy. Give yourself 28 positive belief messages to get you to "buy" those beliefs that help you get what you really want.

REPEAT THESE ASSIGNMENTS once a month for a year and whenever you feel out of whack. You will change your life without spending a cent on therapy. You will enrich your life.

You will direct your own life story.

Stephen Wright says that depression is simply anger without enthusiasm. Our anger should be clean, based on real time and real transgression. Our sorrow should be true, based on real tragedy, not on fear of tragedy.

Our joys are a given, if not blotted out by our thoughts or by real tragedy. You can find umpteen books on this subject at any on or offline bookstore under self-help or "How to Succeed in Business Without Really Trying". I believe, though, that on the subject of you, it's far more important and instructive to WRITE than to read, for writing tells you WHAT YOU WANT as well as HOW TO GET IT.

I've done these assignments several times. Each time I discovered some stupid notion about myself and my life that I could, once again, sweep away. Each time the world around me grew more beautiful. Food tasted better. People of all ages delighted me. Even my daily computer and Internet malfunctions were no more than discreet burps at this sumptuous banquet called "my daily life".



I Write a quick draft by hand of three to five paragraphs describing your experience and feelings as you completed these assignments. Be honest with yourself. Describe RESULTS. Include your goals.

II Type a rewrite of it to post, anonymously if you prefer, on my website. This will build a linked community which I will moderate. Such a community is essential to doing business, helping others, online, and in this case, to a rich life, too.

III III Send your final to evycole@inbox.com?subject=FINAL.

I will read it carefully and reply. Although I call this a final, it's really the beginning of an ongoing wonderful process.



Evelyn Cole, MA, MFA
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You might consider reading my books:

