

From the Co-Author of "Within You is The Power"

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Your personal 
Road Map
for
Success

How to get to where you want to be

Workbook Edition

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Introduction

Before using a new computer or a camera you are sure to read the user's guide carefully in order to avoid problems. You can then take pride in making proper use of your equipment, which will probably give you many years of excellent service.

We possess everything we need to be happy, efficient, prosperous, human beings, to enjoy good health and make a success of our lives. Why is it, then, that our lives so often become filled with misery, complexes, problems, discouragement and depression? Why is it that we so rarely seem able to really live, to relax and be happy?

The human brain, nervous system, and muscular system, operate as a highly complex servomechanism. (An automatic goal seeking machine which "steers" its way to a target or goal by use of feedback data and stored information, automatically correcting course when necessary.)

This does not mean that you are a machine, but that your physical brain and body functions as a machine, which "YOU" operate.

Even if we started out in life with an excellent 'machine' at our disposal, no one provided us with a user's guide. You don't learn anything about the art of living at school. And if we are unhappy, it is simply because we make ourselves unhappy. We use only a tenth of the capacity of our 'machine'. And yet every one of us possesses untold, unexploited treasures and unlimited resources.

But it's never too late to learn!

This book has been designed not merely to be read but to be *experienced*.

You can acquire information from reading a book. But to “experience” you must creatively respond to information. Acquiring information itself is passive. Experiencing is active. When you “experience,” something happens inside your nervous system and your midbrain. New “engrams” and “neural” patterns are recorded in the gray matter of your brain.

This book has been designed to force you literally to “experience.”

Finally, you will find throughout the book certain things to do and certain exercises which you are asked to perform. These exercises are simple and easy to perform, but they must be done if you are to derive maximum benefit from them.

What is Success

As I use it throughout this book, success has nothing to do with prestige symbols, but with creative accomplishment. Rightly speaking no one should attempt to “a success”, but everyone should attempt to be “successful.”

Trying to be a success in terms of acquiring prestige symbols and wearing certain badges leads to neuroticism, and frustration and unhappiness. Striving to be “successful” bring not only material success, but satisfaction, fulfillment and happiness.

Noah Webster defined success as “the satisfactory accomplishment of a goal sought for.” Creative striving for a goal that is important to you as a result of your own deep felt needs, aspirations and talents (and not the symbols which the “Joneses” expect you to display) brings happiness as well as success because you will be functioning as you were meant to function. By our very nature we are goal striving beings. And because we are “built that way” we are not happy unless we are functioning as we were made to function – as a goal striver. Thus true success and true happiness not only go together but each enhances the other.

If you can remember, worry, or tie your shoes, you can succeed.

Reserve Judgment for 21 Days

Do not allow yourself to become discouraged if nothing seems to happen when set about practicing the various techniques outlined in this book for changing your self-image. Instead reserve judgment – and go on practicing – for a minimum period of 21 days.

It usually requires a minimum of about 21 days to effect any perceptible change in a mental image. Following plastic surgery it takes about 21 days for the average patient to get used to his new face. When an arm or a leg is amputated the “phantom limb” persists for about 21 days. People must live in a new house for three weeks before it begins to “seem like home.” These, and many other commonly observed phenomena tend to show that it requires a minimum of about 21 days for an old mental image to dissolve and a new one to jell.

Therefore you will derive more benefit from this book if you will secure your own consent to reserve critical judgment for at least three weeks. During this time do not be continually looking over your shoulder, so to speak, or trying to measure your progress. During these 21 days do not argue intellectually with the ideas presented, do not debate with yourself as to whether they will work or not. Perform the exercises, even if they seem impractical to you. Persist in playing your new role, in thinking of yourself in new terms, even if you seem to yourself to be somewhat hypocritical in doing so, even if the new self-image feels a little uncomfortable or “unnatural.”

You can neither prove nor disprove with intellectual argument the ideas and concepts described in this book, or simply by talking about them. You *can* prove them to yourself by *doing* them and judging results for yourself. I am only asking that you reserve critical judgment and analytical argument for 21 days so that you

will give yourself a fair chance to prove or disprove their validity in your own life.

The building of an adequate self-image is something that should continue throughout a lifetime. Admittedly we cannot accomplish a lifetime of growth in three week'. But, you can experience improvement within three weeks' time – and sometimes the improvement is quite dramatic.

Remember, you developed your self-image by your creative experiencing in the past.

You can change it by the same method.

Donald Gordon Carty

Getting Ready

Your Inner Work Journal

Since it is helpful to do the exercises included in this book in a journal of some kind, you might want to dedicate a notebook or loose-leaf binder as well as pencils for this purpose. I suggest that you use your Inner Work Journal to record the insights, which will come to you as you read this book. Most people find that this information not only moves them, but also brings up all kinds of related issues, memories, and creative inspirations. You will therefore want to have somewhere to jot down your insights for future reference.

Please STOP and put together your Inner Work Journal NOW.

Defining moments in your life

As a first exercise in your Inner Work Journal, I suggest you write a biography of yourself—not an autobiography. (It is easier to write about yourself in the third person—that is, as "he" or "she" rather than "I.") Tell your life story beginning from your earliest years (or earlier from what you know of your family history) up to the present time as if you were describing someone else. You may also wish to dedicate a page in your Inner Work Journal to each decade, leaving room to add relevant thoughts and observations as you recall more.

Do not worry about being literary or "correct." The important thing is to see your life as a whole, as if told by someone else.

What have been the defining moments of your life—your traumas and triumphs—those times when you knew that, for better or worse, your life would never be the same? Who have been the most significant people in your life—those who have acted as "witnesses" to your struggles and growth, those who have hurt you, and those

who have been your understanding mentors and friends? Be as detailed as possible.

Please STOP and tell your story to your Inner Work Journal NOW.

Come back to your biography whenever you wish to add something, and as you move through this book and gain more insight into yourself. Your story will become richer and more meaningful as you understand yourself more deeply.

“Experience” that Feeling of Success

Everyone at some time or another has been successful in the past. It does not have to have been a big success. It might have been something as unimportant as standing up to the school bully and beating him/her; winning a race in grammar school; winning the sack race at the office picnic; winning out over a teen-age rival for the affections of a girl/boy friend. Or it might be the memory of a successful sale; your most successful business deal; or winning first prize for the best cake at the county fair. *What* you succeeded in is not so important as the feeling of success, which attended it. All that is needed is some experience where you succeeded in doing what you wanted to, in achieving what you set out to achieve, and something that brought you some feeling of satisfaction.

Go back in memory and relive those successful experiences. In your imagination revive the entire picture in as much detail as you can. In your mind’s eye “see” not only the main event, but all the little incidental things that accompanied your success. What sounds were there? What about your environment? What else was happening around you at the time? What objects were present? What time of year was it? Were you cold or hot? And so forth. The more detailed you can make it, the better. If you can remember in sufficient detail just what happened when you were successful at some time in the past, you will find yourself feeling just as you did then. Try to particularly remember your feeling at the time. If you can remember your feelings from the past, they will be reactivated in the present.

You will find yourself feeling self-confident, because self-confidence is built upon memories of past successes.

Please STOP and tell of your success to your Inner Work Journal.

Now, after arousing this “general feeling of success,” give your thoughts to the important sale, conference, speech, business deal, golf tournament, or whatever that you wish to succeed in *now*. Use your creative imagination to picture to yourself just how you would feel if you had *already succeeded*.

Practice Exercise

Habitually, you put on either your right shoe first or your left shoe. Habitually, you tie your shoes by either passing the right-hand lace around behind the left-hand lace, or vice versa. Tomorrow morning determine which shoe you put on first and how you tie your shoes. Now, consciously decide that for the next 21 days you are going to form a new habit by putting on the other shoe first and tying your laces in a different way. Now, each morning as you decide to put on your new shoes in a certain manner, let this simple act serve as a reminder to change other habitual ways of thinking, acting and feeling throughout that one day. Say to yourself as you tie your shoes, “I am beginning the day in a new and better way.” Then, consciously decide that throughout the day:

1. I will be as cheerful as possible.
2. I will try to feel and act a little more friendly toward other people.
3. I am going to be a little less critical and a little more tolerant of other people, their faults, failings and mistakes. I will place the best possible interpretation upon their actions.

4. Insofar as possible, I am going to act as if success were inevitable, and I already am the sort of personality I want to be. I will practice “acting like” and “feeling like” this new personality.

5. I will not let my own opinion color the facts in a pessimistic or negative way.

6. I will practice smiling at least three times during the day.

7. Regardless of what happens. I will react as calmly and as intelligently as possible.

8. I will ignore completely and close my mind to all pessimistic and negative “facts” which I can do nothing to change.

Simple? Yes. But each of the above habitual ways of acting, feeling and thinking does have beneficial and constructive influence on your self-image. Act them out for 21 days. “Experience” them, and see if worry, guilt, and hostility have not been diminished and if confidence has not increased.

Discovering Your Hidden Self

The Enneagram & Personality Types

We all have a hidden self which is the reality of who we truly are. In the course of normal personality development we all lose sight of this true self. The goal of life's psychological and spiritual journey is to rediscover our essential nature and to strive for wholeness. We must search for the inner image that eludes our vision. The Enneagram is a tool to help us on this journey of exploration. On these pages we will explore the basic Personality Types and the insights which they hold for us. The exercise that follows, though quite simplified, will help you identify your most probable basic type. For a more detailed, scientifically validated analysis you can go to www.thepdi.com and take the free questionnaire .

The beginning process of finding your Personality type is simplified by dividing the nine Enneagram types into three groupings. Each grouping or Center contains three types. The three groupings are the Heart, Head, and Gut Centers. Finding your type is simplified by knowing your Center. If you know your center then you only look at the types of that center to determine which personality type is yours.

Rather than choosing from nine types you choose from three.

1. The Heart Center consists of types: Two, Three, and Four.
2. The Head Center consists of types: Five, Six, and Seven.
3. The Gut Center consists of types: Eight, Nine, and One.

The Centers can be differentiated from each other based upon how they approach others.

1. The Heart Center consists of those people who move towards others. They engage relationship.

Picture yourself going to a party. When you get to the door what do you do? If you walk right in and begin talking and greeting others then you might belong in the Heart center. The Heart Center is emotion based. These types are image conscious. They are concerned with feelings and relationships. They are often busy doing.

2. The Head Center types initially move away or withdraw from relationship.

At a party those in the Head Center stand at the door and look to see who is present and what is happening. These people are Head based and like to have a good idea of what to expect before entering a new situation. They cautiously approach others. The Head center is a cognitive center. These people like to think but may be slow to act. They plan but may not implement.

3. The Gut Center types move in and against. They are direct and straight forward. They can be confrontational.

At a party they would go right in and engage in hearty, jovial, back-slapping greetings that may put some people off. Or, they might offer the host a helpful criticism about how to improve some feature of the party. These types are based in instinctual energy. They tend to act first and later to think and feel in regard to their actions.

Guidelines

Once you know your style of approaching others then you can locate your center and narrow the choices for your type. Determine your center then look to those three types to find yourself.

The types are value-neutral: no type is inherently better or worse than any other type. Each type has assets and liabilities, qualities

that are useful and qualities that impede harmony, communication, and growth.

Descriptions of the types are gender-neutral, applying equally to males and females. They are also universal and cross-cultural and are currently being taught and worked with around the world.

People do not change their basic personality type, although there is a wide spectrum of behaviors and motivations within each type which we call the "Levels of Development" (see below).

Not everything in the description of your basic type will apply to you all the time because you fluctuate through various healthy, average, and unhealthy Levels within your type.

The Enneagram can be extremely useful to everyone as a source of self-knowledge because it acts as a kind of "mirror" to reveal features of our personality that normally are invisible to us. Most of the time, people function habitually, as if on "automatic pilot," according to the pattern of their basic personality type. Usually this allows people to get along well enough in their lives, but when their normal routines break down or the stresses of their lives increase too much, their normal way of coping also tends to break down or become dysfunctional. Seeing clearly what our habitual patterns are—seeing what we are doing and why we are doing it, and at what cost to ourselves and others—holds the key to our liberation. By knowing your type correctly, you are able to see yourself—to "catch yourself in the act"—as you move throughout the day. With this increased self-awareness, you are also able to avoid reacting in negative and potentially dangerous ways.

Once real balance has been restored to the personality structure, the Enneagram can help us to orient ourselves to the higher spiritual and psychological qualities that each type has in abundance. Thus, at its highest, the Enneagram invites us to look deeply into the mystery of our true identity. It reveals that we are not our personality, but something more—a spiritual being who has lost contact with his or

her true nature. Living out of this realization shifts completely how we see ourselves, others, and the world, bringing liberation, freedom, and joy.

The Heart Center consists of types: Two, Three, and Four

The Helper: Personality Type 2 - The Caring, Interpersonal Type: *Generous, Demonstrative, People-Pleasing, and Possessive.*

Basic Fear: Of being unwanted, unworthy of being loved.

Basic Desire: To feel loved

In a search for higher will, the attention of the Two goes to flattery, other's needs, the one who can meet their needs and being helpful.

Self Definition: I am caring, I am nurturing, I am helpful, and I am appealing.

Avoidance: Own needs, Own neediness, Immutability.

Dislike solitude and impersonal dealings, attracted to service and making personal connections

Looks for in a Relationship—and What Interferes: Emotional connection, intimacy, warmth, affection. What gets in the way: Insisting on exclusivity and ever more closeness. Manipulates by finding out others' needs and desires and by creating secret dependencies.

Goal: To reclaim their sense of humility in service to a higher will.

"Wake-Up Call" and Movement toward Liberation: Awareness of believing that they must go out to others to win them over—so that

they can rise to unconditional love of self and others, irrespective of others' reactions to them.

The Achiever: Personality Type 3 - The Success-Oriented, Pragmatic Type: *Adaptable, Excelling, Driven, and Image-Conscious.*

Basic Fear: Of being worthless

Basic Desire: To feel valuable and worthwhile

In a search for hope, the attention of the Three goes to performance, prestige, and status for approval.

Self Definition: I am productive, I am successful, I am competent and I am the best.

Avoidance: Failure, Nothingness, Second Best.

Dislike ineffectiveness and lack of ambition, attracted to success and recognition

Looks for in a Relationship—and What Interferes: Social suitability, competence, admirability, attractiveness. What gets in the way: Insisting on career and social status before the relationship. Manipulates by charming others and by adopting whatever image will work.

Goal: To reclaim a sense of honesty to restore hope and authenticity.

"Wake-Up Call" and Movement toward Liberation: Awareness of always driving themselves to be the best and to get validation—so that they can rise to genuine embodiment of real values and an authentic expression of who they really are.

The Individualist: Personality Type 4 - The Sensitive, Withdrawn Type: *Expressive, Dramatic, Self-Absorbed, and Temperamental.*

Basic Fear: That they have no identity or personal significance.

Basic Desire: To find themselves and their significance (to create an identity)

In a search for connection to original source, the attention of the Four goes to the search for meaning, what is missing, melancholy, and longing for the unavailable.

Self Definition: I am unique, I am special, I am aesthetic, and I am tasteful.

Avoidance: Ordinary, Commonness, Commonplace, Negative Mirroring

Dislike uniformity and regulation, attracted to creativity and putting their personal mark on things

Looks for in a Relationship—and What Interferes: Communication, listening, acceptance, emotional honesty. What gets in the way: Insisting on having all of their emotional needs met immediately. Manipulates by being temperamental and making others walk on eggshells.

Goal: To reclaim a sense of emotional balance to reconnect with original source.

"Wake-Up Call" and Movement toward Liberation: Awareness of holding on to and intensifying feelings through the imagination—so that they can rise to a self-regenerating connection with reality and endless creativity.

The Head Center consists of types: Five, Six, and Seven

The Investigator: Personality Type 5 - The Intense, Cerebral Type: *Perceptive, Innovative, Secretive, and Isolated*

Basic Fear: Being useless, helpless, or incapable

Basic Desire: To be capable and competent.

In search of omniscience and knowing, the attention of the Five, goes to observing, hiding and withholding.

Self Definition: I am knowledgeable, I am perceptive, I observant and I am different.

Avoidance: Emptiness, Not Knowing, Surplus, Negative Visibility.

Dislike intrusions on their time and space, attracted to depth and learning.

Looks for in a Relationship—and What Interferes: Curiosity, intensity, involvement, non-intrusiveness. What gets in the way: Insisting on personal space and non-interference. Manipulates by staying preoccupied with ideas and projects and by detaching emotionally from others.

Goal: To reclaim a sense of non-attachment for true knowing and omniscience.

"Wake-Up Call" and Movement toward Liberation: Awareness of withdrawing from reality into concepts and mental worlds—so that they can rise to a profound and objective understanding of how reality really is.

The Loyalist: Personality Type 6 - The Committed, Security-Oriented Type: *Engaging, Responsible, Anxious, and Suspicious.*

Basic Fear: Of being without support and guidance.

Basic Desire: To have security and support.

In a search for faith and security, the attention of the Six goes to doubt and fear, scanning for and focusing on danger and hidden motives or agendas.

Self Definition: I am cooperative, I am dutiful, I am provocative and I am compliant or rebellious.

Avoidance: Deviance, Uncertainty, Different.

Dislike unpredictability and rapid change, attracted to clear structures and foresight.

Looks for in a Relationship—and What Interferes: Commitment, dependability, shared values, solidity. What gets in the way: Self-doubt and reactivity: vacillating between need for closeness and need for distance. Manipulates by complaining and by testing others' commitment to them.

Goal: To reclaim a sense of courage to restore true faith.

"Wake-Up Call" and Movement toward Liberation: Awareness of becoming dependent on something outside the self for guidance—so that they can rise to become grounded in their own inner guidance and feeling of endless support.

The Enthusiast: Personality Type 7 - The Busy, Fun-Loving
Type: *Spontaneous, Versatile, Acquisitive, and Scattered*

Basic Fear: Of being deprived and in pain.

Basic Desire: To be satisfied and content — to have their needs fulfilled.

In the search for right work and focused concentration, the attention of the Seven goes to planning, imagination, and multiple options.

Self Definition: I am happy, I am fun, I am enthusiastic and I am playful.

Avoidance: Emotional pain, Sadness, Boredom.

Dislike limitations and routines, attracted to new possibilities and excitement.

Looks for in a Relationship—and What Interferes: Stimulation, adventure, excitement, variety. What gets in the way: Insisting on postponing making commitments. Manipulates by staying upbeat and hyperactive and by insisting that others meet their demands for gratification.

Goal: To reclaim a sense of sobriety for right work.

"Wake-Up Call" and Movement toward Liberation: Awareness of feeling that "something better" is available somewhere else—so that they can rise to a true resting in the moment and a joyous celebration of life.

The Gut Center consists of types: Eight, Nine, and One.

The Challenger: Personality Type 8 - The Powerful, Dominating Type: *Self-Confident, Decisive, Willful, and Confrontational.*

Basic Fear: Of being harmed or controlled by others.

Basic Desire: To protect themselves (to be in control of their own life and destiny).

In a relentless search for truth, the attention of the Eight goes to the issue of justice, power and influence - who has it, where it is, and how to get it.

Self Definition: I am invincible, I am powerful, I am strong and I am authentic, self-reliant.

Avoidance: Weakness, Vulnerability, Mediocre.

Dislike indecisiveness and indirectness, attracted to strength and strategic action.

Looks for in a Relationship—and What Interferes: Dependability, loyalty, strength, sexual compatibility. What gets in the way: Insisting on maintaining control of others. Manipulates by dominating others and by demanding that others do as they say.

Goal: To reclaim their sense of innocence in order to acknowledge a higher truth.

"Wake-Up Call" and Movement toward Liberation: Awareness of feeling that they must push and struggle to make things happen—so that they can rise to a true self-surrender to something greater and more lasting than themselves.

The Peacemaker: Personality Type 9 - The Easygoing, Self-Effacing Type: *Receptive, Reassuring Agreeable, and Complacent.*

Basic Fear: Of loss and separation.

Basic Desire: To have inner stability "peace of mind."

In a search for unconditional love and union, the attention of the Nine goes to spreading out, diffusing, and identifying with and merging with others.

Self Definition: I am agreeable, I am easy going, I am peaceful and I am unassuming.

Avoidance: Conflict, Discord, Complication.

Dislike tension and conflict, attracted to harmony and stability.

Looks for in a Relationship—and What Interferes: Comfort, peace, harmony, stability. What gets in the way: Insisting on not acknowledging problems and remaining neutral in conflicts. Manipulates by "checking out" and by passive-aggressively resisting others.

Goal: To reclaim right action and their own sense of self for true love.

"Wake-Up Call" and Movement toward Liberation: Awareness of the tendency to accommodate themselves outwardly to others—so that they can rise to a genuine remembering of themselves and their own strength, value, and dignity.

The Reformer: Personality Type 1 - The Rational, Idealistic Type: *Principled, Purposeful, Self-Controlled, and Perfectionistic.*

Basic Fear: Of being corrupt/evil, defective.

Basic Desire: To be good, to have integrity, to be balanced.

In a search for perfection, the attention of the One goes to the environment, improvement, imperfection and correction.

Self Definition: I am good, I am right, I am in control, I am appropriate and I am incorruptible.

Avoidance: Anger, Limitation, Impropriety.

Dislike sloppiness and error, attracted to order and high standards for self and others.

Looks for in a Relationship—and What Interferes: Shared purpose and values, equality, fairness, integrity. What gets in the way: Insisting on being right at the expense of their connection with the

other. Manipulates by correcting others—and by playing on their sense of guilt and inadequacy.

Goal: To reclaim a sense of serenity for true perfection.

"Wake-Up Call" and Movement toward Liberation: Awareness of feeling a sense of personal obligation to fix everything themselves—so that they can rise to a profound acceptance of and genuine tolerance for reality.

Self Discovery and Personal Growth

We must always remember that the primary use for the Enneagram is for self-discovery and personal growth. The Enneagram helps bring to light what was formerly hidden from us—to "make the unconscious conscious," as Freud put it. From a spiritual perspective, the purpose of the Enneagram is to point out to us the patterns of distortions and illusions that we mistakenly take to be ourselves. It is a tool for self-realization and self-actualization—for clarifying our psyche so that it can be given up in a surrender to the Divine.

The nine types are detailed reminders of our "waking sleep" (as Gurdjieff taught), of "who we are not," rather than identities that cause further attachment to our ego and the perpetuation of our illusions and suffering. As such, the personality types are really catalogues of our own particular case of mistaken identity, and they contain a considerable amount of bad news for our egos. But if we look deeper, we can also see that there is in the Enneagram an implied invitation to stop our self-destructive patterns by seeing them more objectively and compassionately. Our waking up is the beginning of the process of transformation.

Summary

The Enneagram helps us take concrete steps toward recovering our

True Nature, our spiritual selves. But even the most dedicated spiritual seekers generally do not go from a genuine spiritual realization to a permanent transformation without a lot of significant Inner Work over a long period of time. Old patterns of behavior, beliefs, attitudes, values, defenses—and much else—must be exposed and clarified in our psyche. This is not a short, all-at-once process, and one encounters many obstacles and paradoxes along the way.

Yet here again the Enneagram can help to make traveling the path of self-knowledge surer. By exposing the psychospiritual obstacles presented by our type, it makes working with them clearer, especially if we see them in a larger context. By reminding us to bring awareness to the moment, it helps us see our behaviors and motivations, fears and desires, attitudes and defenses *in action*. By observing ourselves in the moment, we learn to reverse the hidden, self-defeating mechanisms of our type. By fully acknowledging and staying present to our fears, hurts, and cravings *without acting them out or repressing them*, we discover who we really are and find our inner strength—and a way out of our problems.

If we stay awake to our inner states, even to our suffering, quite miraculously, things begin to shift. We find that life becomes easier, because we can use our time and energy for living creatively rather than wasting them on internal turmoil and conflicts. We also discover that, once our unconscious, automatic patterns start dropping away, we become free of older, limiting identities. We then naturally find ourselves drawn to healthier ways of living and relating—and to a felt sense of our own dignity and the dignity of others.

As we move into a new millennium, we recognize more than ever the vital importance of waking up. By this, we mean not only waking up to the truth of what our personality is up to, but just as important, waking up to the majesty of our depths, to the riches of the spirit. For real change to occur in the world and for human beings to discover their common humanity, there must be real

transformation first in each individual so that we can become vehicles of Consciousness. Only by more human beings becoming more deeply conscious will we escape from our self-destructive impulses. This can only happen one person at a time, beginning with ourselves, here and now.

WEEK 1

You're Worth a Hundred Times More Than You Think

This book will teach you how to make better use of your 'machine' and become successful in all areas of your life. It contains a lot more than advice or recommendations. This is a *practical* course which will stay with you for the rest of your days, and which, in a short time, will guide you to the summit of the art of living and success.

Its chapters are simple and concrete, and contain numerous practical applications in areas like re-educating yourself and mastering day-to-day living. You won't be exposed to a lot of *theoretical* information. Of course, the method does explain what things like adaptation, self-confidence, happiness, relaxation and so on consist of. But above all it shows you *how* to adapt, *how* to have more self-confidence, *how* to be happy, *how* to relax.

It will help you discover for yourself exactly why you are worth a hundred times more than you think you are, since you already possess the key to your own liberation...

Getting started

1. Find a place where you can be alone for a while, in your bedroom, or some quiet place removed from noise, with no radio, music or television.
2. Sit down, get comfortable, and start reading the method *aloud* (this is very important).
3. Underline anything that strikes you as being important.
4. Answer the lesson's questionnaire and do the suggested exercises.

5. Continue in this way, covering one lesson per week.

We are about to begin working together on a method for success through personal development. This practical method requires no homework, no study, nor does it include any written exams. However, throughout your reading you will need a pencil and your Inner Work Journal. If you don't have them handy, *stop* reading right now and go and get them!

Whenever you read something that strikes you as important, underline it. Don't be afraid to 'mess up' these pages: they are here to help you.

When the Creative Mechanism begins and you get that AH HA! (or EUREKA!) feeling, write it down in your Inner Work Journal.

We should state that this method of success through personal development is very easy to understand, as you will soon see for yourself.

The only long word, the only phrase that may be difficult to understand, has just been used: *personal development*. Let's take a quick look at what it means.

You know what psychology is, don't you? You also know that we can talk about psychology as applied to child education, to sales, industry, the workplace, and so on.

Personal development is psychology applied to the way you live. In other words, it is the art of living your everyday life.

So you aren't going to be exposed to any psychological theories, but rather you are going to 'live' what psychology teaches us.

And that is precisely what personal development is all about: a collection of techniques for living better; the art of living is a collection of techniques for fulfilling yourself.

Now, what exactly does living better mean? It means being in better health, enjoying your work more, doing a better job of raising your children, being happier in a relationship, being more successful in your understandings, being more efficient, becoming a happier person - in short, feeling better about yourself.

Let's do a little calculating. How old are you? (Write it down) How many hours have you been alive? Multiply your age by 365 days, and then multiply that total by 24 (hours per day)

If you're 38 years old, you've lived just over 332,896 hours. Today you're starting work on a method for success that will take you about 30 hours to complete. That isn't much; compared to the 332,896 hours you've already lived. It's actually a tiny fraction of your time, isn't it?

What I'm getting at by mentioning these figures is the following:

1. This method for success isn't going to change your life in some magical way, in just a few hours. But it is actually going to transform you, without any miracles!
2. For the method to do its work of transformation, you must be patient and do what is suggested right through to the end. That's the only condition you have to meet in order to become a new person in just 21 days.

An initiation

This method is a beginning, a first step, an 'initiation' to a better life. You know what an initiation is, I'm sure. Used by groups like the Masons or Knights of Columbus, initiations are rituals where slightly mysterious things take place, things which are kept secret and understood only by other initiates.

In this method for success, a few unusual, even extraordinary things are going to happen, which you should keep to yourself until such

time as I say you can go ahead and talk about them. But, for the moment, not a word to anyone!

Why this vow of silence? Well, I'm going to tell you why right now, and I'm sure you'll see that the recommendation makes good sense.

1. Human society is full of people who don't know much, but who pretend they know everything. These people will laugh at you, because it's a lot easier to laugh at others who are trying to improve themselves, instead of trying to improve their own lives. (Do you know anyone who fits the description?)

2. You'll inevitably run into people who have never accomplished much themselves. They will try to prevent you from succeeding as well. Under the guise of helping or protecting you, they will do all they can to discourage your initiatives in the area of personal development.

Now let's look at the ways this method will be profitable for you. As I already said, this method is not theoretical. My role is simply to show you the path I myself have been following for some time now, not to 'teach' you anything whatsoever. You already know everything I'm going to tell you. Therefore, the success of the method doesn't depend on how skilled I am, but rather on how open you are to what I have to say. It depends entirely on how much you put into what we'll discuss and think about together during the weeks that follow.

Before pointing out certain 'virtues' that might hinder your progress, I'd like you to remember that in this method:

1. you're not going to learn anything new.
2. you're not going to learn anything new.
3. you're not going to learn anything new.
4. you're not going to learn anything new...

Do you think that's funny? Well, it's true: you're not going to learn anything new.

What we are going to do is think together, and improve our lives based on our reflections.

For example, you know as well as I do that your physical state influences how you feel. I don't have to teach you that. You also know that a sick person who has a positive frame of mind is more likely to get better than someone who is both ill and discouraged. I don't have to teach you that, either. And you also know, as I do, that it is possible to *live better*. I don't have to teach you that.

Live better

The important question is, what do we have to do to live better? And that's why a method on the art of living and success can be very useful. Because it teaches us how. That's what's new to us, and that is what we really need to learn:

- How to feel good;
- How to adapt better;
- How to have more self-confidence;
- How to relax;
- How to be more enthusiastic;
- How to be a happier person;
- And so on...

Now let's have a little fun and look at some of the 'viruses' that may hinder our efforts on the path to success. Don't think that this is a waste of time. On the contrary, always remember that before you plant your seeds you have to prepare the soil.

Some of these viruses may continue threatening your progress throughout the course of the method. So if something you read in the method bothers you, ask yourself if you exhibit any symptoms of the

following viruses (I'm going to describe just a few - you may very well discover some of your own!).

Intellectual myelitis

Symptoms: an insatiable need to acquire information and intellectualize everything in sight. Less serious if subjects have an average education, but chronic if they happen to be carrying around a certain amount of intellectual baggage, bloated with university degrees. Once again I repeat: *we aren't going to learn anything new here*. So if, after your first week, you find yourself saying, 'But I knew all that already!' don't forget to add:

'What I already knew I am now going to *put into practice* in my everyday life.'

'Throwing in the towel' syndrome

This virus causes sufferers to give up before finishing anything. Remember: the method can produce extraordinary results, but to obtain them you have to stick with it faithfully right to the end. Tell yourself: I've been waiting for an opportunity like this for too long, I'll stick with it no matter what.'

'I'll stick with it no matter what happens.'

Chronic doubt syndrome

Symptoms: sufferers tend to believe that whatever they are told is not true, that 'it just can't be like that!', that something is too good to be true, too simple to be effective, absolutely impossible.

Let's get one thing straight: I will *never* ask you to take my word for anything; all I ask is that you simply *try* what I suggest. Others have done it before you, and their lives have been transformed as a result.

I'm not asking you to believe me I am asking you to try.

Let one dominant idea guide you as you work with this method:

'I have unlimited resources at my disposal.'

'I have unlimited resources.'

You're Worth A Hundred Times More Than You Think

Together we're going to take a look at these unlimited resources, and at the problems you encounter as you try to live well. You now have a guide at your disposal - this method - which will help you put certain techniques into action, techniques which arise spontaneously as we think and discover together.

Before going any further, take a short break. Read over what we've covered up to now, and make sure to underline anything that strikes you as important, if you haven't already done so.

DONALD GORDON CARTY



Donald Gordon Carty, is an internationally known author, personal training and development consultant, motivational speaker, and the president of the Personal Development Institute, a think tank whose purpose is to awaken people to a new way of thinking about what it is to be human and what it takes to make life and work more rewarding and fulfilling.

Donald has presented hundreds of speeches, seminars and workshops across North America, handing you the tools required to excel in business management, personal development, and sales. His experience as a leader and highly touted personal development expert translates into dynamic, and profound presentations, that will instruct you professionally, touch you personally, and inspire you to reach for the highest within yourself.

As a result of over thirty years personal and business success, along with many years of community service, Donald has been awarded numerous commendations and awards from civic, community and business organizations and institutions, including the Federal Government of Canada.

Mr. Carty has authored hundreds of articles and two books, produced an audio CD "Meditations and Spoken Word Inspiration" heard in 122 countries, and is also the creator of a number of training programs, and multicultural presentations.

Donald believes that life is filled with possibilities waiting to be realized, rich with meanings calling out to be understood.

Donald's commitment to human potential and development and his work involving the assimilation of diverse interests has been the most fulfilling part of his professional and personal life.

Support the Personal Development Institute



**This book “You personal Road Map for
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