

Few People Have What They Want!

How's this for an interesting revelation?

I was a guest speaker at one of Dan Kennedy's Customer Appreciation Seminars, which was attended by about 320 of Dan's newsletter and personal clients.

In my talk, one of the things I asked the group to do was raise their hand if they were in business for themselves. Virtually everyone raised their hand. I then asked them to keep their hand up if they thought they had a perfect business. And you know what?...

Not One Person Kept Their Hand Up! Not One!

I wasn't surprised, but how's that for an interesting scenario? All these people in business, and not a single one felt they had a perfect business.

I followed up with a logical question. I asked, "Can anyone tell me what a perfect business is?"

I had a few responses that were along the lines of:

1. A business that allows you to make as much money as you want and have a normal family life.
2. A business that will last into the future for security.
3. A business that generates mostly passive income.

And so on. My reply to those answers was that there's no such thing as an overall definition of "perfect business". Right? When you think about it, a "perfect business" is whatever that means to each person, individually. One person's definition of a "perfect business" might be another person's definition of a miserable business. It's a very personal thing.

So then I asked them why they think they don't have a perfect business. One person caught on, and said that since none of them really knew what their definition of a perfect business is, there's no way they could have one.

Which is exactly correct, and the point of this article.

Let's expand my discussion at Dan's seminar to a broader vision of life in general, as opposed to focusing only on a business.

See, if I was in front of you, and I asked you if you have a "perfect life", what would you say?

Do you know what YOUR definition of a "perfect life" is? Have you ever thought about it, on a conscious level?

(Keep in mind that I obviously understand that nothing is perfectly, perfect. Except the government which is perfectly consistent in screwing things up. What I mean by "perfect", is as close as perfect as reasonably possible.)

Anyway, let's talk about your life, and it being maybe less than "perfect", whatever that means to you...and how that relates to Dr. Maltz's Psycho-Cybernetics!

OK. I honestly believe that most people don't get anywhere near to a life that could be described as perfect is because...

You Don't Have A Crystal Clear Vision, A Mental Movie of What Your "Perfect" Life Would Look Like!

See, if you follow the incredible wisdom of Dr. Maltz, you know you have to "see" your changed life in your mind's eye by playing the mental movie over and over and over in your brain. You know you have to visualize what your life looks like in crisp, precise detail and watch yourself in that movie. Then you can skip the willpower or positive thinking stuff, and get to your goal as quick as possible...without having to overcome enormous obstacles and struggles!

But, I'll bet any of you that you have no crystal clear "movie" you watch in your mind. In fact, I'll bet most of you actively hope, wish, desire, pray...for a better life. For things to "get better", or to "become rich", or some other vague and non-specific goal.

Now, do you want to know why you are very unlikely to have things "get better", or to "become rich", or whatever you wish for?

It's because you have no specific, clear and unshakable vision of what "better" or "rich" means, and therefore cannot turn it into a mental movie you watch in your mind's theatre over and over and over...and therefore cannot have your reality become the movie!

Remember, one of the main principles of Psycho-Cybernetics is that your mind cannot distinguish an actual experience from a fantasy experience. And if you live the fantasy with great clarity and specificity in your mind often enough, your mind becomes fooled into thinking you've already been there, done that...and then allows you to skip the struggle and get right to the thing you fantasize about!

So, how can you start working to get to a life you might describe as perfect?

First of all, you have to literally write down the list of things that a perfect life, as you define it, would contain. Then, you have to use this list to start daydreaming a movie with you as the star, and the story containing all the things on your list appearing in the movie.

Then you have to watch this movie over and over, every chance you get. Watch it when you're driving, or in a waiting room, or when you're laying around in bed, or when you're watching some dumb TV show, or *instead* of watching some dumb TV show, or whatever.

I KNOW this works, because I do it every day. In my good times, my medium times, and in my tough times. No matter what's going on now, I constantly devise a specific movie of my "perfect" life, and keep watching it as much as possible.

And you know what? Give or take, I get what I see in my mind. Not always 100% the way I want it, or exactly in the time frame I see...but pretty damn close! Which is more than mostly anyone else can say.

See, someone told me that I'm only going to get a single time around this track, in this state of reality. One shot at this life. And accordingly, I'm not satisfied with living the "approved by the public", boring, poor and unsatisfying lifestyle the world thinks is acceptable.

Their vision of perfection sure as hell ain't mine...and therefore I will build my own perfect world, *exactly the way I want it to be!*

You might want to think about this, and see if you can't start watching a new movie in your mind, with your perfect life being acted out.

Oh, by the way. If you procrastinate and wait on this, or say you'll do it when you have time, or make up any other excuse why you're not doing it, remember that your excuses may feel good to you...but they will never allow you to get a new life! So, instead of thinking about it, or talking about it...why not just get off your butt and **DO IT RIGHT NOW???**