

## "Mach 2 with Your Hair on Fire"

### Richard Bliss Brooke Part 2

Monday Call July 16, 2018

- Promo for July: \$1 Associate registration
- Sampling programs: what are YOU doing? Who has sent out their 100 samples? Don't forget to follow-up with those who you send out samples.
- TNL – July 24<sup>th</sup> at 7:30 PM at Mannatech Corporate or [www.allaboutmannatech.com](http://www.allaboutmannatech.com)
- Where are you with respect to the upcoming Cruise?? Get on the BOAT!!
- Next DFW Business Training, August 4<sup>th</sup> at 9 AM CT... at Mannatech Corporate or [www.allaboutmannatech.com](http://www.allaboutmannatech.com)

#### Book by Richard Bliss Brooke

Overview of Last Week (see attached exercise)

##### 1. Your Movie is Real

a. "The truth that makes men free is, for the most part, the truth which most men prefer not to hear." Herbert Sebastian Agar

b. Three parts of our mind:

1) Conscious Mind: top of our mind, provides reason, judgment and discernment. Our conscious can discern the difference between actual and vividly imagined. However, when it comes to our dreams, it is highly useless. Can't motivate us...move mountains.

2) Preconscious Mind: where deeper memory is stored. It is a library. Only pull out if we call up a memory from the vault.

3) Unconscious (subconscious) Mind: the rest of our mind...where the magic happens. This is where our HABITS are stored as well as BELIEFS, FAITH, COURAGE, INSPIRATION, EMOTIONS and CREATIVITY.

This is what leads us from ICE Age to our abundance today. Everything we ever accomplished comes from this.

This is why we cry in movies...our conscious knows it is not true, but our subconscious does not...and that is what moves us!

c. A visually imagined experience has the same programming quality and impact as an actual "real" experience.

1) Take a "failure" in your life. How many times have you replayed it? Vividly imagined, pictures, etc? Every time you replay it, it has the same impact as the first time.

2) One experience from childhood that taught you telling the truth causes pain...played over and over again reinforcing the beliefs you have about yourself. Thus, creating expectations (or lack thereof) of what you will create.

3) Stunning secret: we MAKE IT ALL UP!

What is true if you don't consciously choose the results for your life, you will subconsciously choose it.

*"Most of us have unknowingly used this extraordinary gift to actually live small, quiet, safe lives, rarely venturing out to grab our own brand of brass ring." A few things said or done determined our whole future.*

4) We can use this same process to reprogram ourselves, build a life by design, just by a little mastery of the process.

## 2. The Art of Deciding: Convenience or commitment

a. Remember early stages...we decide what happened (and then label) or who we are.

Out of these decisions we grow our personality...example: I am not good enough

b. "Decide" implies end to vacillation, doubt, dispute. The art of deciding requires some distinction.

1) Who you are (made by age of 5 mostly)

2) Decision of Convenience "it seems like a good idea at the time"

3) Decision to Commit "I am going to do it no matter what"

"A commitment is a vision and a vision is a commitment."

The art of making a commitment is one you can practice.

William Murray quote:

*"Until one is committed, there is hesitancy, the chance to draw back. Concerning all acts of initiative (and creation), there is one elementary truth, the ignorance of which kills countless ideas and splendid plans: that the moment one definitely commits oneself, then Providence moves too. All sorts of things occur to help one that would never otherwise have occurred. A whole stream of events issues from the decision, raising in one's favor all manner of unforeseen incidents and meetings and material assistance, which no man could have dreamed would have come his way. Whatever you can do, or dream you can do, begin it. Boldness has genius, power, and magic in it. Begin it now."*

c. Example: Are you committed to winning the Jamaica Incentive?

Are you self-motivated to WIN?

d. *"There is no such thing as discipline and/or commitment. There is only motivation. We are either motivated to perform in alignment with our promise in this moment or we are not."*

## 3. The New Screenplay

a. Babies believe in nothing...totally clean slate for limitless possibilities. So how do we break through to live all our dreams?

1) "We give up our right to be right about ourselves."

2) Creating a screenplay of beliefs...like dying a cloth, the first dye takes a little but after 3-4 dyings, you get the depth of the color. This process is called imprinting.

3) The more clarity and richness of the picture, the greater impact.

b. Just decide to change your mind...you do this whenever you want. Just do it now!

1) Need greater clarity...

2) So many sail through life unaware of what is happening around us.

Stop it!

## 4. Who are you to Play Small?

- a. Marianne Williamson quote
  - b. Dr. Napoleon Hill: "What the mind of man can conceive and believe, it can achieve."
  - c. Do you believe God would give you a desire in your heart and not give you the ability to achieve it?
  - d. Most of us have been taught to achieve success know exactly what we want. Reality: our greatest point of leverage is to work on **who we are**.
- To achieve a Vision of who you would like to become, access these 4 cornerstones:
- 1) Your authentic values
  - 2) Your gifts (write those down)
  - 3) Your life purpose...or theme of your life (at its most powerful level)
  - 4) Character traits, beliefs, habits...make a list of 10 most desired
- e. Use Affirmations to support your Vision. Examples... Study them daily.

## 5. Writing the Film Script of your Life

- a. *"There is more to us than we know. If we can be made to see it, perhaps for the rest of our lives will be unwilling to settle for less."*
- b. The key to having our subconscious mind access and believe in our visualizations is to make them vivid, clear and full of every detail...most important, how we feel. We relate to pictures best...as we gravitate to what is visual in our minds.
- c. Rules of the Visionary's Film Script
  - 1) Describe the environment
  - 2) Describe exactly what is happening
  - 3) Describe the soundtrack
  - 4) Describe the dialogue
  - 5) Direct the emotions
  - 6) Always write in the first person
  - 7) Always write in present tense
  - 8) Always language everything as a positive word picture

As you attempt to write, be patient and gentle as you are in the process of changing at the core.

Don't write about boring Visions...don't write about unbelievable visions. Find the giant medium steps that are believable.

## 6. Falling in Love with the Process

- a. Don't focus on the Vision, rather the process...what are the processes that will allow you to manifest your Vision.
- b. If it is Mannatech Presidential, then fall in love with prospecting, presenting, follow up, closing...as you do these everyday you will reach a "love" of them. Daily to-dos need to be what you love.
- c. Define who you are..."Our greatest power is unleashed when we give up trying to be someone we don't really choose to be."
- d. Your greatest leverage to a new life is to shift who you are: your habits, character traits, and your beliefs about yourself and other people.

e. Start writing a story of a moment in time when you are someone more powerful, confident, compassionate, open, vulnerable, and much more successful.

#### 7. Producing your Movie

a. Your unconscious life cannot distinguish it from a real experience.

A picture is worth a thousand words...of clarity. Search the web to find pictures that support who you are, what processes you are in love with.

b. Look for pictures, quotes, video clips, music, and audio clips...anything that helps tell your story and integrate with your written words.

c. Make your 1 minute movie with your favorite music. (FB or iMovie, or other platform) Record your Vision in your enthusiastic, inspirational voice.

d. Every morning and every night watch your movie. Your conscious will absorb.

#### 8. Success

a. "The important thing is this: to be ready at any moment to sacrifice what we are for what we could become." Charles DuBois

b. In 1983 Richard purchased a Success Magazine and put his picture on the front. In 1992, Success Magazine put him on the front cover...visualization!

c. He gives 15 success tips.

#### 9. Life Mastery Defined

a. Richard's life would have been unimportant to anyone except his wife and children just getting by if he stayed at the chicken plant. Now he impacts thousands...and lives a life of his dreams.

b. Always in momentum...always growing.

c. Powers of enthusiasm, persistence, courage and creativity focused on a process.

The power of this process...knowing where you are going and how you are going to get there.

End of the book is a list of great inspirational quotes.

## **Vision: Without it, Man will Perish**

I am currently reading an outstanding book, "Mach2 with your Hair on Fire" Richard Bliss Brooke. In it he discusses how important our "self-talk" is, the way we have defined ourselves by events in our lives versus defining the event! It has stopped more people in the world from achieving greatness... robbing the world from "hearing their voice," probably more than any other single item.

***Our VISION is the most important source of self-motivation we have.*** If you do not see a difference in how things are today from how they should be, you have no vision. Here are some classic VISION quotes.

"Make your vision so clear that your fears become irrelevant."

-- **unknown**

Friends and family who suffer the lack of abundance, joy, love, fulfillment and prosperity in their own lives really have no business imposing their self-limiting beliefs on your reality experience."

– **Anthon St. Maarten**

"The only thing worse than being blind is having sight and no vision."

– **Helen Keller**

When I read these quotes, what did they make me think about? What was my reaction?

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### **Here is a short exercise for you to do...**

Question: What is the ONE significant goal I really want to achieve from my Mannatech business??

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#### **Answer the Following:**

1. On a scale of 1-10, how clear was the picture you saw of what you wanted? \_\_\_\_\_  
(1 = unclear, 10 = totally clear)
  
2. On a scale of 1-10, did you feel a sense of positive energy or negative energy? \_\_\_\_\_  
(1 = quite negative, 10 = very positive)
  
3. On a scale of 1-10, did you feel like you really deserved it? \_\_\_\_\_  
(1 = undeserving, 10 = extremely deserved it)

Total: \_\_\_\_\_

#### Analysis of Total:

- 24-30 There is a high probability you are on your way!
- 20-24 Something is standing between you and what you want  
Need Vision work
- 16-20 You may want this BUT you really expect things to stay the same  
Need to reinvent your beliefs
- < 16 Not only don't you believe it will happen, exactly opposite will probably happen