

Say Yes To Life

Institute For Unlocking Human Potential
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“To share the age old wisdom with all and to provide the opportunity for everyone to experience life at its fullest and challenge everyone to Dare to Dream Big to realize their full potential”

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Greetings:

Og Mandino compiled and edited the book titled “University of Success”. It contains a collection of wisdom, principles, techniques, and strategies by the greatest men and women in the world of success. The ideas presented had withstood the test of time and they work. They won’t work by themselves. We’ve to apply them in our lives to make them work to enhance and enrich our lives.

Five chapters in this book correspond to the course load of one semester at a University anywhere in the world. Thus, the first forty chapters of this book correspond to a four year University program and will enable you to graduate with a degree in Success Principles. The next ten chapters correspond to a post-graduate program of one year.

I will present the concepts and ideas from few chapters in each of the issues during this year. Don’t just read it. Study it. Understand it. Reflect upon it. More importantly, apply consistently the ideas and concepts in every area of your life.

The first three chapters from this book, “University of Success” were written in the January 2010 (Volume 9 Issue 1) of the newsletter. If you’re receiving this newsletter for the first time, past issues can be accessed in the archives on the web page.

Refer: <http://humanpotential.cjb.net> Bookmark this address for quick reference.

I hope that you’ll gather insights on how to live our lives effectively and enjoy the abundance and prosperity that life has to offer.

With Best Wishes for a Life of Success and Abundance.

Lesson 12: How to use your greatest power to change your life by J. Martin Kohe

“You possess a potent force that you either use or misuse, hundreds of times every day.”

(J. Martin Kohe is the author of the best selling book, “Your Greatest Power”.)

The greatest power we possess is the **Power to Choose**. We can choose our thoughts. We can choose to think either negative thoughts or positive thoughts. We can choose to think either optimistic thoughts or pessimistic thoughts. We can choose to think either fearful thoughts or courageous thoughts. We can choose to expect either a favorable

outcome or an unfavorable outcome. **Thus by exercising this power of choice with the thoughts we think, we determine the circumstances in our life as expounded by James Allen in Lesson 11.** Choose our thoughts wisely.

All of life is a series of choices. We are faced with choices from the moment we wake up. Do I roll out of the bed now or could I lay there for ten more minutes? Do I wear the green dress or the blue dress? Do I write the memo to Sue or make the phone call to Bob? What do I cook for supper tonight? Whether to eat that dessert or not eat it? Do I watch channel 10 or channel 20? Do I go to bed now or go to bed after watching the late night news? The most commonly quoted phrase from all the plays of Shakespeare is from 'Hamlet' - "To be or not to be is the question?"

Choices. Choices. Choices. The choices we make, determine our daily lives. The days roll into weeks, weeks into months and months into years. **So, the quality of our lives is shaped by our moment to moment choices.**

We can choose to eat nutritionally and exercise today and we have chosen to live a healthier lifestyle tomorrow. We can choose to be loving and caring and we have chosen to be loved and cared in return. We can choose to save and invest wisely and we have chosen to be financially independent tomorrow. We can choose to be rude to our friends and neighbors and we have chosen to have enemies tomorrow.

Whatever choices we make, we are also choosing the end result. As Mary Crowley said, "We are free up to the point of choice, thereafter the choice controls the chooser." Thus, **whenever we make a choice, we must be aware of the consequences of that choice.**

The power of choice is one of the greatest powers that we possess. Millions of people fail to realize that we are making choices all through the days and through our lives. Many feel they are compelled to do the things and that they don't have a choice. **What is needed is a mental shift in recognizing that we are making choices.**

When our life partner or spouse equivalent says something or does something, we can choose either to be angry or remain calm. The choice is ours.

When someone cuts us off in traffic, we can either choose to react by showing the finger or choose to respond by trying to understand his hastiness. The choice is ours.

Thus all of life is a series of choices. Each choice carries with it an end result. Each choice carries with it a consequence. We evaluate the alternatives and choose the best of the alternatives. **Once we recognize this power of choice and use it wisely - irritability can be replaced with harmony. We can replace heartache with peace of mind. Turn sickness into a healthier life; poverty into prosperity and sadness into happiness.**

Lesson 13: How to raise your self-esteem and develop self-confidence by James W. Newman

“You’re an extremely valuable, worthwhile, significant person even though your present circumstances may have you feeling otherwise.”

(James W. Newman is the author of the best selling book, “Release Your Brakes”.)

Og Mandino in the introduction to this lesson writes, “Without realizing it or intending do so, you’re moving through life with your brakes partly applied. The horsepower is there. But, the vast areas of potential are blocked, bottled up and restricted from effective application.”

He continues, “If your self-esteem, the image of how you see yourself is on the low side of the scale, then you’re probably driving with your brakes on”

Our self-esteem is one of the crucial factors that ensures success

Lesson 14: How to win your war against negative feelings by Dr. Maxwell Maltz

“Your life need not be a succession of twenty-four hour vacuums, nor must you live in an emotional dungeon any longer.”

(Dr. Maxwell Maltz’s lesson is from his book, “Creative Living for Today.”)

Negative attitude is a disease that permeates our society. Become aware of the supreme importance of our thinking and mental pictures. Hiding within our inner depths is the failure mechanism consisting of poor self image and self-defeat. We must discover them and root it out of our mind. We must declare war on our negative feelings and negativism. We must constantly be on guard against an attack on our spirits by negativism. As Zig Ziglar says, “With a positive attitude, we can’t do everything but we can do most things better than with a negative attitude.”

Dr. Maltz writes, “Just as certain positive predispositions can accelerate the happy functioning of a person’s success mechanism, so can negative forces build up with a speed of a rolling stone going downhill, producing chains of negative feedback within the individual which can lead only to defeat.”

Do we constantly criticize ourselves for talking too much or not talking enough or talking incoherently? We have hundreds of similar self-condemnations. They drain our energy and create negative feelings. We must stop such self-condemnations. These are shackling us from living creatively and harmoniously.

He writes, “Blunders, errors in judgment are unavoidable unless we retreat from life in a state of apathy and, even then, in our inertia we’ll make mistakes. The secret of successful living is to rise above our failures to our good moments. This is the key concept, to forget our errors, to stop grieving over them, to have compassion for our own human fallibility. Then we can step out determinedly into the world, see ourselves at our best, formulating our goals and bringing out into the game of life our success instincts.”

He concludes his lesson thus, “Fill your mind with the picture of success, see it, smell it, feel it. When critical thoughts counterattack, kick them out. To live creatively, you must win the war in your mind. Don’t give up! Keep fighting, and chances are you’ll win. “

He continues, “ Let your self image be the pacemaker of your heart, your mind and your soul. Each day reactivate your success instincts until the success habit becomes part of you, until it hypnotizes you. Work hard to banish negative beliefs. Let your strengthened self image inspire you to move forward into a more vital way of life. Belief in yourself , that is the best pacemaker of all.”

Lesson 15: How to benefit from the art of expectation by Dr. Marcus Bach

“ Success or failure, very often arrives on wings that seem mysterious to us.”
(Marcus Bach is the author of the book, “The Power of Perception”)

Og Mandino in the introduction to the lesson writes, “The common denominator among successful people is they were able to picture themselves, vividly, having already attained their goals and they retained the image in their minds constantly, assuring themselves again and again that they knew they would succeed. Most who have admitted to this ‘picturization’ process can offer no explanation as to how it works except that they know it works.” Successful people expect to win. **There is magic in the power of confident expectation.**

Marcus Bach writes about an incident on one of his travels. A friend complained bitterly when the stewardess neglected to serve him his coffee.

“She passed me by,” he reported. “She served everyone around me and left me sitting here. It always happens to me.” He sub-consciously expected not to be served.

On the return flight with an entirely new crew, the stewardess not only forgot to bring his coffee, she forgot to serve his meal. His expectations, not always, becomes his reality.

In the Book of Job, Job says, “That which I have feared has come to pass.” Again, giving validity to the power of expectations. Marcus writes, “The reasons for success and failure are beyond the zodiac signs. The confident art of expectation at the sub-conscious level is the answer.”

He writes, “Expectation is the servant of will. It presupposes faith” Faith that the desired outcome will be realized. The farmer who sows his seeds has unwavering faith that the seeds will multiply and produce a bumper crop. He’s rarely disappointed unless once in a blue moon there is crop failure due to extreme weather conditions. The farmer lives and breathes the confident art of expectations.

He adds, “Don’t just say it, think it. Don’t just talk about it, feel it.” **Confident expectation precedes realization.**

He also writes about visiting one Mr. Avery Cook, who was celebrating his hundredth birthday, in Toronto.

“To what do you attribute your long life and your wonderful health?” quipped Marcus.

“Well, I’ll tell you,” replied the centenarian, “I expected I’d live to see a hundred. I expected to be well. I expected to be just what I am, so there is no miracle about it at all.”