



Palace of Possibilities

Using EFT to achieve one's potential

By Gary Craig

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Section 1

The Palace of Possibilities 1--Introduction

I've been itching to write this series for quite awhile. To me, it is an adventure.

And what more exciting adventure could there be than to pursue our possibilities? What greater insight could we (and our clients) have than to realize that the walls that seem to limit us are made of cellophane? For the most part our "limits" are mental fictions. We are, indeed, a few mental shifts away from truly enjoying The Palace of Possibilities in which we live. But then, you already know that, don't you?

This series is a dream of mine. It has been years in the making and I am convinced that, finally, I have an audience (you) that is ready to hear it and is able to put it to use. I feel like an artist who has known for years what he wants to paint and is now ready to apply his brush to the canvas. He knows what he wants to say and his remaining task is to portray it to others. The quality of his painting will reflect the love and compassion he has for both the subject matter and his viewer.

That's what writing this series will be like for me. The only difference is that my paintbrush is a keyboard and the colors & hues are words & metaphors. What a thrill. I can't wait to see what I'm going to write.

I will be sharing my many years of experience in the field of human potential (since 1953--my age 13) and will offer ideas and insights into how we can expand our personal and professional lives. I've been blessed with many talented teachers over the years. This is my chance to put their wisdom together. More recently, some of you have been my teachers. You may see your reflections here as this series unfolds.

EFT, while groundbreaking to me, is but one of many tools I have accumulated. It has been pervasive in my recent pursuits and has been integrated with all that I have developed in the past. You will see that. Innovative ways to integrate EFT with many established cognitive tools will surface in this series. To my knowledge, this will be a first. If previous authors of "you are what you think" books were privileged to have EFT at their disposal, they would have completely rewritten their messages. This series will serve that purpose. It will be a major rewrite of the classic books on this subject.

I think this "book" will be exciting and will take the field of psychotherapy to a new level. Up until now, many psychotherapists have limited their function to lifting people out of their emotional dungeons. This is a vital service, of course, but stops waaaay short of its true potential. Once out of the dungeon, the clients are now free to roam within their personal Palace of Possibilities. This, unfortunately, is where therapist and client tend to part ways. It is where therapy ends and Personal Performance Coaching begins. Our clients have incredible potential and who is better qualified to escort them throughout their Palace of Possibilities than you? Why stop when the client's "dungeon

issues" have been fixed? Why turn them loose when you can be a long term advisor and help them expand their financial abundance, enrich their relationships and pursue their possibilities?

And you know what? As you teach your clients about their Palace of Possibilities, you will be teaching yourself about yours. This is a natural function of the teaching process and will serve to launch you beyond your "limits." In the process you will, of course, run the very real risk of being a glowing example of what you are teaching. There is nothing more exciting than turning your possibilities into personal realities.

My aim here is to develop procedures that all of us can use. While these ideas are useful to you and me, my ultimate aim is to have them "Touch the World" and affect the lives of our clients. Through you, I'm hoping they will bring a new level of healing and joy to a world that so clearly needs it.

This has been an introduction. The next two installments, Parts 2 & 3, will help us lay the foundation. After that we will dive right into the "how to's."

Love, Gary

P.S. Please email me your inputs & questions as this series develops. I would love to hear your responses like...

"Yes, but....."

"What if....?"

"How would you.....?"

"What about the situation where....?"

I consider this very healthy. I want your questions. I want your challenges. In a way, this series will be like a book written within an interactive environment (an email forum). Very few authors have the privilege of hearing their readers' feedback as they write down their ideas. This is an awesome opportunity. It gives me a chance to be accurate and complete. It allows me to adjust what I'm saying to match the questions/needs of the readers. We have a unique opportunity to grow together here so, please, let's use it. Let me hear from you along the way.

The Palace of Possibilities 2--The writing on our walls

Note: In this second installment we develop the "Palace" metaphor and establish some fundamentals.

We live in a Palace of Possibilities.

It is an ever expanding structure and is filled with awesome rooms and annexes that are loaded with achievements and joy. These rooms are open to everyone, although most of us only visit a few of them. It's not that we are barred from any of the rooms. No indeed!! They are our birthright. Rather, it's that we choose to dwell only in those rooms within which we are comfortable. Somehow, we don't "belong" in those other, more expansive rooms. They are for others. They are for richer people and more privileged people and people with more talent than us. We stay within the familiar (our comfort zones) and don't venture beyond the walls (limits) of the rooms we have chosen. Why? Because our cans and can'ts are written on those walls and we obey those dictates as though they were real. Our incomes reflect those limits. So does our self image. In fact, there is scarcely any part of our makeup that is not affected by what's written on those walls.

The words on our walls are metaphors for our self talk, of course. They represent the attitudes, opinions & beliefs that we have accumulated over the years. Many of them are hand-me-downs from our parents, grandparents, teachers, coaches, religion, peers, books, TV and an endless list of other "authorities" in our lives. Upon inspection (which we will do in this series) many of them are laughable. Nonetheless, they still seem to have a hold on our progress.

We all have different words on our walls. That's why we appear to have different limits. Your limits are different from mine because the "truths" written on your walls are different from the "truths" written on mine. However, they are not really "truths" at all. They are just the guidelines we have adopted for getting through life--AND--many of them are fictions. They are hand-me-down beliefs that were written on our walls by others and we have been dutifully obeying them ever since. This need not be.

This brings me to a foundational concept upon which The Palace of Possibilities is built. It is of critical importance and underlies just about every idea we are going to explore in this series. It should be tattooed on the insides of our eyelids so that we see it every time we blink. Its truth is undeniable, yet it is so subtle that we tend to ignore it. Here it is:

"We constantly consult the writing on our walls."

That writing is our most prominent advisor and we consult it all day long. And why not? It represents every experience we have ever had. It contains all of our "how to's". It contains our cans & can'ts as well as our shoulds & should nots. It contains our musts & must nots as well as our sense of fair play. It contains our version of proper behavior as well as what is right or wrong in this world. It contains our judgments, our successes and our failures. It's all there--everything we hold to be true--written on our walls.

For example, we eat soup with a spoon instead of a fork because our knowledge base (the writing on our walls) advises us to do so. This is subtle, I know, but it's as if we ask the

question, "*How do I eat this soup?*" and the writing on our walls says, "*Use a spoon.*" This is why we wear jeans on some occasions and black tie or evening gowns on others. We constantly consult the writing on our walls for what to do. Those words represent the "truth" as we have learned it.

We consult those walls for just about everything. Those words tell us about our opportunities as well as our limits. Often they conflict with each other. On the subject of finances, for example, they may tell us, "This is America, the land of opportunity--go for it." But they may also tell us....

- "You are too young (or too old) for that."
- "You don't have enough education."
- "You are a woman and are limited by the glass ceiling."
- "You are a minority."
- "People who take risks end up broke."
- "Getting ahead depends on who you know."
- "Rich people are dishonest."

This fictional list of limits goes on indefinitely, of course. Are any of them written on your walls? If you believe any of them--or if any of them rings true--I suggest that you have bought into an expensive "limit" that need not be there.

There is nothing inherently good or bad about money. It is a form of energy. It can be used to finance wars and destruction OR it can be used to ease love into the hard to reach corners of the world. We can build our own barriers to it or let it flow through us as a sign of our birthright to abundance. All of this is dictated by the cans and can'ts written on our financial walls.

Eventually EFT will be used uniformly in business, sports, academics, spirituality and human achievements of all kinds. This is inevitable. Accordingly, healers need to expand their visions. They must move outside the walls of their previous rooms in the Palace of Possibilities and dwell in rooms that allow their own emotional freedom to expand with that of their clients. I see a day when the proficient healer will engage clients and take them from the dungeon to the Palace Penthouse and beyond. Further, I see the healer leading the way by example. What better way to teach abundance, joy and emotional freedom than to develop new levels of it for ourselves first.

How to do that is the subject of this series. More next time.

Hugs, Gary

P.S. We will also find that the writing on our walls is not carved permanently in stone. I am happy to announce that all the writing is in chalk. It is erasable through EFT and replaceable by other tools. You'll see.

The Palace of Possibilities 3--My consistent thoughts become my reality

More fundamentals before we delve into the "how-to's."

This whole series can be reduced to one sentence....

"My consistent thoughts become my reality."

It all boils down to that.

This is not new, of course. It is perhaps the most fundamental rule in all of psychotherapy. To emphasize this, I list below a few quotes from established literature. Ladies will note (and hopefully excuse) that the male gender is used in these quotes. That is because they came from men who, at the time, didn't know any better (smile).

- From the Bible: "As a man thinketh, in his heart so is he."
- From Ralph Waldo Emerson: "As a man thinketh, so he becomes."
- From A Course In Miracles: "The world you see is what you gave it, nothing more than that. But though it is no more than that, it is not less. Therefore, to you it is important. It is the witness to your state of mind, the outside picture of an inward condition. As a man thinketh, so does he perceive."

Although we don't often hear it stated this way, the main goal of psychotherapy has always been to have clients change their consistent thoughts so that the quality of their lives (their reality) will shift for the better. The primary goal has been to get clients to think differently about their traumas, fears, guilt, grief, etc. in hopes that they will put these things "in perspective" and go about their lives more positively. Their consistent thoughts, once changed, become their new reality.

Many clients are unaware of The Palace of Possibilities in which they live because they dwell in their own personal dungeons amidst their thoughts of past abuses, war memories, fear, guilt and the like. Their consistent thoughts have become their reality and, when they walk into your office, they bring their dungeons with them. The writing on their walls provides graphic evidence of their personal guilt, shame, etc. and **IT IS WRITTEN THERE IN CAPITAL LETTERS, SHOUTING AT THEM**. There is other writing, of course--even some writing of a more positive nature. However, it is overwhelmed by those capital letters. Those capital letters become the focus of their thinking--the centerpiece of their existence. They have become lifetime "limits" and will continue to do so until that writing is erased and replaced.

This reminds me of "Ned," a gentleman who lives in the same seaside community as I do. Ned is the ultimate pessimist and is quite proud of it. His conversation consistently turns to the problems in his life, the world, etc. and, as you might expect, he has managed to

manifest many problems in his reality. By contrast, I am quite optimistic. In the eyes of some (especially Ned), I would give major competition to Pollyanna. I am forever looking for opportunity and, interestingly enough, I seem to find it. Ned also seems to find what he is looking for (problems). He rarely finds opportunity. We see the world quite differently, yet we are both looking at the same world.

Many years ago, Ned and I were in conversation about the movie "Rocky." I thought the movie was exhilarating. To me, it was all about how a "has-been" could pull himself up by his bootstraps and fight the heavyweight champion of the world. It was exciting. It was a glorious example of the power of the human spirit. However, when I asked Ned about his opinion of the movie he said, *"It was about two bums beating each other up."*

Even though the movie was identical for both of us--exactly the same words, pictures, music, etc.-- we had diametrically opposed reactions. How could this be? The only difference, of course, was what we brought to the movie. It was our filter (our consistent thoughts) through which we perceived the events and gave them meaning (our reality). That movie, like life, was the outer projection of an inner state. Our experience of it was strictly an "inside job." We see life as a projection/reflection of our mind set. Our consistent thoughts become our reality.

As my friend, Jim Newman (of the PACE seminars), says:

"Yesterday's thoughts have created your present. Today's thoughts are creating your future."

This is yet another way to say, *"my consistent thoughts become my reality."* So is, *"A happy face does not come by chance, it comes by happy thoughts."* See--the idea is everywhere. Think what you have always thought and you will get what you have always gotten.

As we explored last time, we are constantly consulting the writing on our walls. We do it all day long and the most prominently written words on our walls become our consistent thoughts (and thus our reality). We would, of course, all like to have a better reality. We would prefer to have more emotional freedom--to be more spiritually evolved--to live in the more expansive annexes of our personal Palace of Possibilities. It follows then, that the way to achieve a better reality is to change our consistent thoughts because changing our consistent thoughts automatically changes our reality.

I am aware that this is a cognitive sort of approach and, as such, some of it is old (but powerful) stuff. What takes us to new levels here is the combination of these tools with EFT and the energy approaches. The tapping technologies clear away (erase) the heavy emotional stuff far more efficiently than do the cognitive approaches. This relief, together with the creative use of cognitive type tools, allows us to more easily rewrite (replace) the words on our walls. Once we erase the limiting words from our walls, we can replace them with whatever we want. Erase and replace. Erase and replace. Our aim here is to approach limitlessness. Oh my!

We will explore one of those tools next time.

Love, Gary

The Palace of Possibilities 4--Affirmations are the sleepers...

Hi Everyone,

Humor me for a moment while I make a bold statement that is likely to generate resistance from many readers. Here it is....

"Affirmations are among the most powerful tools we can use for personal transformation. They are highly reliable, easy to use and are based on impeccable logic."

Hmmmm! Then how come hardly any therapist uses them? This email list is loaded with therapists and healers of every description. Your sophistication in the healing arts is impressive and includes neurofeedback, hypnosis, drugs, language patterns, EMDR, energy therapies, bodywork and a long list of other methods. I have had countless discussions with you via telephone, email and my seminars and yet rarely has anyone brought up affirmations as an effective tool.

That notwithstanding, affirmations are usually front and center in the vast array of "you are what you think" books and carry with them some hard to argue with logic. Simply stated, the persistent repetition of an affirmation conditions the mind to see things differently. The affirmation eventually becomes installed as a consistent thought which then shows up in our reality. Our consistent thoughts become our reality. Very simple. To the point. Easy to use. Affirmations are the real sleepers in our Personal Performance Toolkit and we are about to wake them up.

To some people affirmations are considered useless and to others they just plain suck. To many they represent a good idea that, unfortunately, doesn't deliver on its promises. Many people have tried them but quit because *"They don't work!"* In truth, however, they *do* work and work superbly. They are highly reliable (perhaps more reliable than any other tool) and do, indeed, manifest in people's lives that which is affirmed.

Now listen up! This is a critical paragraph. Affirmations *seem* to be ineffective only because there is a missing piece to the affirmation process that has gone mostly unrecognized. It has to do with what is *actually* affirmed. This is often NOT the affirmation that is stated. In fact, it is frequently the opposite. Our affirmations are impressive in their ability to shape our lives. If we will but listen to our own self talk we will hear glowing evidence of this. Our self talk contains constant affirmations regarding our existing beliefs and attitudes. So does our every day conversation. These affirmations have brought us to the current status in our lives and confined us within our own limiting rooms in The Palace of Possibilities. To truly harness the power of affirmations, we must

make sure the *actual* affirmations that are taking effect are the ones we want. Therein lies our major challenge and an indispensable use for EFT. Read this paragraph again. It is pivotal.

Here's an example of what I mean. Let's say a 200 pound woman uses an affirmation aimed at weighing 130. She might affirm something like this...

"My normal weight is 130 pounds and that's what I weigh."

The logic here is that if she keeps repeating that affirmation she will perform a form of mental conditioning. As a result, she will begin to see herself differently and will naturally adjust her food intake and exercise habits to permanently achieve this new weight level. Properly done, there would be no will power involved. Her life habits would simply evolve to someone who behaved as a 130 pound woman.

I know this can work because I did it myself. About 20 years ago I lost 30 pounds by consistently repeating an affirmation that said...

"My normal weight is 160 pounds and that's what I weigh."

Within 6 months, and without a formal diet or will power, I reached 160 and had all my clothes taken in. My weight today is 163. It is inconceivable to me that I would weigh 190 again. My vision of myself as a 160 pound person is part of those "consistent thoughts that have become my reality." I also used an affirmation to staircase my income from \$18,000 per year to over \$400,000. Again, no will power was involved. Nor did I work longer hours. I was a life insurance salesman and began calling on wealthier clients who were previously perceived as "bigger than me." They bought larger policies. Simple as that.

But most people don't have my experience. Why? Because the affirmation they are stating is not the "true" affirmation. You see, the stated affirmation often has competition within the person's system. That competing affirmation gets tagged on at the tail end of the stated affirmation in a subtle, yet powerful, way and becomes the "true" affirmation.

For example, our 200 pound woman who says, *"My normal weight is 130 pounds and that's what I weigh"* is likely to have one or more "tail enders" show up at the end of her affirmation. They might go like this...

- "But if you lose the weight, others will expect you to keep it off."
- "But if you lose the weight, you will have to spend a lot of money for new clothes."
- "But if you lose the weight, men will hit on you and expect sex."
- "But if you lose the weight, men won't hit on you and then you will know you aren't loveable."
- "But if you lose the weight, you will have to give up your favorite foods."

This list of tail enders is endless. These are just examples. They are not spoken or articulated, of course, but are subtle (and powerful) reflections of the existing obstacles for losing weight. Can they be eventually overridden by the persistent use of the affirmation? Probably. However, it's a rare person who will keep up this persistence. Why? Because first, they are not seeing any immediate results and, second, they feel uncomfortable with the emotional discord that goes on between the stated affirmation and the competing tail enders. They often conclude that they are lying to themselves and just give up. As you can see, the affirmation process usually needs help. It needs EFT to erase those existing tail enders.

This brings us to one of the truly powerful aspects of affirmations, namely, that once an affirmation is truly installed, it is not easily moved. It becomes a permanent part of your persona until you replace it. For example, those tail end affirmations for our 200 pound woman have taken up residence within her system. They are entrenched. They are written on her walls and have become her consistent thoughts which, of course, have become her reality. They are stubborn and are not about to be easily "talked away" with an unaided new affirmation. That would be like trying to topple the Empire State Building with a piece of limp spaghetti. She sees herself as a 200 pound woman--and that's it! Her weight is a reflection of her existing affirmations--the writing on her walls. The good news here is that once the new "130 pound affirmation" truly takes place, it becomes the new consistent thought and is just as obstinate as the previous "200 pound tail enders" which it replaced. To gain weight back would be inconsistent with the newly resident consistent thoughts.

If we listen to ourselves talk, we will hear our "limits" and other forms of affirmations come rolling out of our faces. Things like...

- "I can't sing,"
- "Making money isn't spiritual,"
- "Women can't compete in a man's world,"
- "I never seem to find the right words," etc. etc. etc.

...serve as affirmations that keep us right where we are. Affirmations are powerful, very powerful. We are using them every minute of the day. They shape our lives because they reflect our beliefs and our attitudes. You are using them right now as you read this. You are consulting the writing on your walls (your existing affirmations) to agree or disagree with what I am saying. Have you found yourself saying, "Yes, but..." while reading this? If so, you are affirming something, probably a limit.

This is why I said earlier that affirmations....

"...are highly reliable (perhaps more reliable than any other tool) and do, indeed, manifest in people's lives that which is affirmed."

There is no question that properly installed affirmations work very powerfully. The only trick here is to make sure that the affirmation that you really want is the *true* affirmation.

This is where EFT comes in. It serves as a highly effective eraser for all the negative emotions & beliefs that serve as competing tail enders. With the skillful use of EFT, each and every block to personal performance can be eliminated, thereby providing a clean wall on which to write our new consistent thoughts. Erase and replace. Erase and replace. Once the competition is gone, the affirmation will have clear sailing. This is exciting. It is transformational. This combination of EFT and affirmations allows us to completely re-engineer our systems. It allows us to erase our blocks and install our dreams. Finances can flourish. Friendships can flower. And personal peace can proliferate.

Up until now EFT has been a stand-alone eraser without any means to install dreams. Affirmations, on the other hand, have been a stand-alone tool for installing dreams but without an eraser for the competing tail enders. Now we can blend both tools together and take ourselves & our clients into the more glorious rooms of the Palace of Possibilities. I love people who pursue their possibilities. I love people with dreams. They make things happen. They lead by example. Doesn't that make your juices run?

More next time.

Hugs, Gary

P.S. This is a good time to send me your thoughts, questions, what if's, how to's etc. It is from your responses that I will begin to customize this series. Let me hear from you.

Palace of Possibilities 4a--Responses regarding affirmations

Hi Everyone,

First, a big thank you to everyone who responded to my last "Palace" post. I wish time allowed me to respond to everyone and to include each and every message within this "book" we are writing together. Please know that I read every single message and they ALL influence what I write, even those messages that don't show up in this series.

Also, while we are now focusing on affirmations & EFT, there are many other tools we will explore before we are done. I am hoping to provide practitioners with the tools to produce results within every nook & cranny of the Personal Performance spectrum.

While most of the questions had to do with how to mix affirmations with EFT (I'll cover that next time), there were many other comments that I wish to share with you. I have included names of the authors where I thought appropriate. Here they are:

First, here is a quote from Marianne Williamson that captures the spirit of the Palace of Possibilities. It was submitted by Deborah Mitnick.

"Our deepest fear is not that we are inadequate. Our deepest fear is that we are powerful beyond measure. It is our light, not our darkness, that most frightens us. We ask ourselves, who am I to be brilliant, gorgeous, talented and fabulous? Actually, who are you not to be? You are a Child of God. Your playing small doesn't serve the world. There's nothing enlightened about shrinking so that other people won't feel insecure around you. We were born to make manifest the glory of God that is within us. It's not just in some of us; it's in everyone. And as we let our own light shine, we unconsciously give other people permission to do the same. As we are liberated from our fear, our presence automatically liberates others." **Marianne Williamson**

"Your comments re affirmations are exactly right on! I find and treat all of these as Reversals and correct them whenever doing any work that involves change (and what doesn't?). I've done this in regard to smoking, weight-loss, money issues, etc. Always, always find the sub-conscious hidden beliefs and clear them out before doing EFT for the issue, and continue to check for new ones that pop up. Just spend a few minutes talking about the issue, ask a simple question such as *"What are you afraid might happen if you do lose weight, stop smoking, etc."* - All the fears arise from beliefs. Correct them as reversals and clear out the issue. Also, I like to do tapping to enhance visualization of the new, positive condition, then install with Tapas' points. Getting great results!" **Elizabeth Mass**

"I am very impressed with your series. I am a master practitioner of NLP as well as hypnosis and TFT. I have been listening to criticism from other hypnotherapists about affirmations for a long time. I teach my clients to create a power image and a power phrase that is to be repeated over and over again until they believe it. It works they lose weight once they replace that image with a healthy one and the self talk changes." **Rosa Smith**

"I liked your idea of combining affirmations with EFT. I'm thinking that you wouldn't even have to bring the negative reply to the positive affirmation into your conscious mind. How about treating any resistance (reversal) with the setup *"Even though I may not believe <affirmation> I deeply love..."* etc. Then keep repeating the affirmation as you tap the EFT points, wiping away the negative (possibly subconscious) responses as they come up without having to actually verbalize them. It maybe just taking off the tops of the trees in the forest but if done daily wouldn't the forest eventually disappear?" **Rick Rydeen**

"I am really enjoying the Palace of Possibilities. I am excited as I sense the possibility for change...for me. I have great expectations. I like the concept of "the writing on our walls." A great analogy for what is reality. Fred Gallo had an excellent paragraph on EnerGym that made the point that our thoughts create our reality, our thoughts are our reality as you point out in part 3." **Thomas F. Dietvorst**

"Am really enjoying the Palace of Possibilities. I have had an experience with *erase and replace* and would like to tell you about it if I may. I'll be brief. 12 years ago my life was in a mess, I had panic attacks, agoraphobia, two nervous breakdowns etc. etc. My biggest fear was that my husband would die - in the next 10 minutes, whilst he was out, tomorrow etc My life was filled with that particular fear [amongst others] One day I just started to say to myself "*he's not going to die until he's 73*" and every time the thought came into my mind I would replace it with "*but you know he's not going to die until he's 73*" - granted I had to work at it but it really worked. Very soon I was free of that horrendous fear - I had erased and replaced. Now, what do I do when he gets to 72, why, simply erase and replace. I had never really thought of it in that light - until now."
Author's name withheld

"Reading your latest chapter, I have to agree that you are correct. Consistent thoughts create our reality. Affirmations are a powerful tool and should they not work it is because they are in direct conflict with the body energy system/subconscious. Overwrite what is programmed into the subconscious or the body energy system and your consistent affirmations will reprogram your subconscious. What you described is basically--no it is exactly--what hypnosis is and does. I can get a client and give suggestions (affirmations) and their behavior will change accordingly. If it doesn't, I have to delete old beliefs, memories, events etc first and then program new affirmations/suggestions. There is more than one way to skin a cat and I know that you can do the exact same thing with affirmations and deleting the old beliefs with EFT." **Kelley Ryan**

"Well done! Now I think you are finally discussing what has been behind the evolution of your EFT technique. In giving some thought to what you stated, I think that sometimes we spend so much time in a formal education that we feel that we must stick to the rules of that education to give it credence. We hate to think that we went through all of that trouble for nothing and for that reason may be reluctant to accept new ideas." **Mark S. Kearns**

"Beliefs are those 'writing on the wall' you speak of and are often formed from early experiences in life - core beliefs the Cog Txt might say. Treating the negative life belief

is a target for energy therapy, as you say. Frequently there are many aspects to those beliefs, and PRs that need correction. Again, you are correct, if the negative life belief is not treated as a problem/emotion whose intensity needs to be eliminated, the intention will be more difficulty to install. The part that I would add to your formulation is that the therapist can assist by focusing his/her intention to amplify the client's positive intention. That is part of being a healer vs. a counselor/technician/therapist." **Peter Lambrou**

"Actually, I have some of my clients use affirmations often. I have some problems with setting it up for them. Part of that may rest on my own feelings: I believe as you do that they are very powerful...almost too powerful. I found my current employment with affirmations. Sometimes I get a bit afraid because of their power. I know...that doesn't make a bit of sense. I think that I have a Fundamentalist deep inside as a part of my Shadow. So while I am very liberal in most of my views, when things like affirmations succeed, there is a small part that is unnerved. Anyway, I had not thought about combining them with EMDR (my tool). I think you have hit on a very effective tool for helping others." **Author's name withheld**

Finally, this intriguing message from Bea Scarlata...

"Further to your post regarding affirmations. In the reading I have done, the placebo effect (the belief that something positive will happen) has been proven effective 33%-50% of the time using the Scientific Method. On the other hand the "nocebo" effect (the belief that something negative will happen) has been proven effective 50% to 100% of the time - using the same Scientific Method. This implies that we are twice as negatively suggestible as we are positively suggestible (hence "self-fulfilling prophecies" that manifest, voodoo deaths, i.e., deaths that result by sticking pins in a doll that resembles the intended victim, etc.).

I think you have put your finger on something very important here - the tail ending that is the "yes but" to the affirmation would employ the nocebo effect and completely negate the positive affirmation that is being made. Francine Shapiro (the innovator of EMDR) calls these negative beliefs "tailgates" I think - but the concept is the same. Furthermore, they're probably much easier to neutralize with EFT than with EMDR, because they are probably outside conscious awareness - for the most part."

Bea Scarlata

Hugs to all, Gary

Section 2

The Palace of Possibilities 5--Affirmations & a weight loss example

I continue to get many positive remarks about this series. Why? Because we are diving head first into our own pool of power. We are awakening the winner within that knows our true capabilities. This enriches the spirit and quickens the pulse. So far we have developed the "Palace" metaphor and established that we constantly consult the writings on our walls. Those writings form our consistent thoughts which, in turn, become our reality. We then introduced affirmations as a tool for writing different messages on our walls and pointed to EFT as an eraser for the competing beliefs (which often show up as "tail enders" to the affirmation).

Affirmations represent only one tool (of many) in our Possibilities Toolbox and I will have much more to say about them as this series unfolds. For now, however, I have introduced them as a beginning peek at our poss-abilities. When combined with EFT, their use is greatly magnified and extends into every corner of our personal potentials. In my introductory message on affirmations, I gave a theoretical example of a 200 pound woman affirming that she weighed 130. By far, the most prevalent response I had to this were requests to expand on the how-to's of this problem. One lady (call her "Judy") wrote....

"OK. I'm almost 200 lbs and have been since my clergy sexual abuse blew up in my face (when I asked the perpetrator's superiors to apologize for ignoring me when I reported him, they put out the story that I made it all up because he would not go to bed w/me! So much for the man who told me he loved me for 8 years!!!) I know one of my tail enders is if I lost weight, men would hit on me. But I suspect there are others. How do I discover what they are? How do I treat the tail enders?"

In my experience, weight is not usually *the* problem. Rather, it is often a *symptom* of several emotional issues that drive one to overeat. The trick here, of course, is to discover those underlying emotional drivers. Fortunately, the affirmation process has a way of letting you know that these emotional drivers exist and thus becomes a highly useful aid to this investigation. There's a simple rule involved and here it is. *If the affirmation "isn't working" it's because there are tail enders at work.* I find that rule very reliable. It is invaluable information because it tells you to start looking.

As Judy stated, she already knows that one of her tail enders is, "...if I lost weight, men would hit on me". If she was your client, it would take very little effort to bring it to the surface. In fact, it would probably show up during the first round or two of saying the weight loss affirmation. If we are lucky here, this one sexual abuse issue would be the only competing writing on her walls. If so, it could be divided into its several aspects (if

any) and erased with EFT. We could then proceed to install the weight loss affirmation and, in reasonable time, a slender "new Judy" would appear.

But what if there is more to it? What if Judy's weight is reflective of generalized life issues? What if there are more competing tail enders that escape immediate detection? What then? Simple, if the weight loss affirmation is "not working" then you can properly conclude that there are more tail enders. Locating them is your next task and this is where the practitioner's skill is paramount. This is what psychotherapists are trained to do and they (you) have developed many techniques in this regard. For our purposes here, I list below some suggested queries for bringing the competing thoughts to the surface. I'm sure you have others and, if so, please let me know what they are.

- "If there were an emotional reason for the affirmation not working, what would it be?"
- "Finish this sentence. If I weighed 130 the consequences would be...."
- "Finish this sentence. In order to lose weight I would have to....."
- "Finish this sentence. What I really want is...."
- "Finish this sentence. Losing weight reminds me of...."
- "Say this sentence and tell me how true it feels. I want someone to love me as I am and THEN I will lose weight."
- "Say this sentence and tell me how true it feels. Others in my family are overweight and so that is my destiny."
- "Say this sentence and tell me how true it feels. If I stopped eating (ice cream, pastries, etc.) it would be like losing a friend."

These queries can bring up a whole daisy chain of events, beliefs, attitudes and other tail enders that are restricting Judy's life and showing up on her body as excess weight. These, of course, can be addressed one by one and discharged with EFT. It may take time and it may take love, persistence and skill. That's good because Judy won't be the only one who benefits. As A Course In Miracles says, "*The Ark of Peace is entered two by two.*"

As these tail enders are properly discharged, Judy's life should perk right up. If her overweight problem is, indeed, reflective of a generalized life issue then repeated uses of EFT are likely to produce several "side benefits." She will begin to see opportunities that didn't seem to be there before. She will laugh more and get along better with others. Anger will be lighter and less prevalent. She will sleep better and feel more confident. She will try things she hadn't tried before. She will be happier and...yes...she will lose weight.

In this example you have an obvious barometer for success--Judy's weight. You don't have to rely on her subjective report about how she feels. Nor do you have to do any guessing. Until that excess weight becomes history, you have more tail enders to address--pure & simple. You and Judy can work together (important word) as you jointly pursue the reasons behind the weight problem and erase them one by one. All the while, the weight loss affirmation is conditioning new consistent thoughts that are pulling her in a

positive direction. The process is much like a tug of war which starts as a standoff. The affirmations pull in Judy's direction while EFT gradually loosens the grip of the competing tail enders. As the competition loses its hold, the affirmations begin winning the battle until, finally, the competition gives up and Judy weighs 130 pounds. This is "feel good" time for both of you. This is when human connection shifts into high gear and love takes over the steering wheel. This is much more than one of our EFT "one minute wonders." It is the "why" of this profession--the real reward.

The overall process is quite simple. In fact, this procedure applies to just about every issue--not just weight loss. You can use it as a stand alone protocol or blend it with one of your own. Here it is (open to your revision, however):

1. Develop an affirmation aimed at mentally conditioning a "new you." (proper rules for affirmations are coming up in a later post)
2. Whenever it "isn't working," look for competing tail enders.
3. Divide the competing tail enders into their aspects (if any) and bring them to zero (erase them) with EFT.
4. Resume the affirmation and repeat steps 2 and 3 where necessary.

Getting back to rewards for a moment, there is also a useful business benefit to this procedure. Assuming rapport and dedication on your part, you now have a long term client. This is not just a one shot deal where you take care of someone's fear of public speaking in one session and then never see them again. Instead, you can turn that person into a polished speaker and go well beyond the mere elimination of their pounding heart and constricted throat. Further, you can move Judy (and all the other Judy's out there) through her various weight related issues and, together, achieve success. Next, you can take aim at her financial picture and all the tail enders that serve as "money blocks." After that, there are many self image issues and, after that, there are many areas that are ripe for Personal Performance Coaching. Further, as more and more of the negative writing on her walls gets erased and replaced, her spiritual quests are likely to show up. This tends to happen as people shed their negative preoccupations. And so on it goes. There is no end to the possibilities here. However far someone has journeyed, there is always more distance to cover.

The truly exciting thing about all this is that we can do our own "possibilities work" and lead by example. There is nothing more inspiring than learning from someone whose very presence demonstrates the power of our possibilities. This is both a convincer and a motivator. What better thing can we do for ourselves, and thus our clients, than to develop our own ability to move freely through the Palace of Possibilities?

More next time.

Hugs, Gary

The Palace of Possibilities 5a--More responses regarding affirmations

Hi Everyone,

I've been gone for 36 hours and came back to a number to emails on our recent affirmations topic. As usual, the wisdom on this list is impressive so I wanted to share some of these posts with you. I will spread this over a few messages to keep the length down. I have interspersed my comments where I have something appropriate to say.

Hugs, Gary

FROM JENNIFER JENNINGS

I realize that you are not looking to incorporate hypnotherapy into your EFT work, or into your Palace of Possibilities, but there are striking similarities in what you and I are doing. The major difference, as far as I can tell, is that you are not formally inducing trance.

Like you, I believe that affirmations are powerful tools. I use affirmations daily -- with myself and with my clients. It's just that I don't usually refer to them as "affirmations". I think that affirmations sometimes "get a bad rap". And I do believe that a number of people seem to think that affirmations alone will "do it" for them -- that they don't have to actually do anything to get results or make changes. And, yes, I know that "affirmations-only" may work for some people, in some cases. But I think it is important that each of us actually do something, or several somethings, to make changes.

GC: We have much to explore here and, yes, taking action is usually necessary for eventual results. However, I find that such action should not be "forced" through some form of will power. In my experience, this tends to thwart the natural flow of the process. If the tail enders are out of the way and proper motivation is in place, action automatically follows. The overweight person tends to make better food choices, the salesperson calls on bigger clients, the actor or singer begins to rehearse more vividly, etc. This is because their "new level" seems more reachable. It begins to excite them and they start preparing. If they don't do this naturally, then look for more tail enders. You might also question motivation. Some people do affirmations on "shoulds" (usually a dead end) instead of on their real goals. This is a function of goal setting which we haven't covered yet.

FROM--AUTHOR'S NAME WITHHELD ON REQUEST

How far do you take challenging the writing on these walls? I think the examples you gave (i.e., re abundance) are good ones, but pretty safe and acceptable for us to think

about. But I'm thinking of a wonderful book I just read...The God of Small Things by Ahrundati Roy. The purpose of the book is to challenge the cultural writing on their country's wall that a caste system is good because there are some people who are better than others. The Writing on the Wall is about who can be loved, how much and when.

GC: The Palace of Possibilities is about our own personal "inside jobs." It is about creating new vistas for the individual, not the cultural beliefs of a whole nation.

That being said, I can't resist commenting on how the writings on the walls of an entire culture can be changed. It has been done many times. This country's shift away from slavery toward equality is an example that is still going on as we speak. Typically, these cultural shifts start with one person's dream (Abraham Lincoln?, Martin Luther King?). Dreaming is *very* important in taking us in desired directions. Dreaming can create such congruence within those who have a mission that the contagion can permeate an entire culture. This can, and does, ignite shifts in mass awareness. There are few things that can compete with someone on a true mission. That's because their thoughts are aligned with their actions. They are tireless because they have no conflict in what they want to do. The principles of the Palace of Possibilities, properly implemented, will awaken the missionary zeal in people. One truly congruent missionary can send mental earthquakes into the thinking faults of entire cultures of complacent people. We are talking about tapping into our true power here. We have enormous potential. We need only awaken it.

AUTHOR CONTINUES: Another question I have for you has to do with the issue of soul-making or meaning-making in therapy. EFT is phenomenally effective for easing people's discomfort. But what about the need for character change or development, even more so sometimes after using EFT to resolve an issue that may have blocked them from moving forward? I am curious how you address that piece in the work you do.

GC: Although I haven't couched it in terms of "character change," this is certainly a reasonable expectation of the Palace of Possibilities. Indeed, through affirmations, daydreaming and other tools, we can create a vision of ourselves as uplifting, compassionate, honest, forgiving and an endless list of other character traits. These positive goals, properly approached, act as magnets pulling us in the desired direction. EFT serves as the scissors that cut the emotional ties binding us to less attractive visions of ourselves.

AUTHOR CONTINUES: Gary, I'm a little new (ergo shy) about this so if you reprint this for the list to read would you leave my name off? Or maybe address the questions in a general way? Thanks.

GC: Try this affirmation: *"I'm totally comfortable with my ideas and enjoy sharing them with others."* This is a start. Find the tail enders (if any) to this and you will be on your way toward the more expansive rooms in The Palace of Possibilities. To be shy about one's ideas is, indeed, a limit. It is confining and expensive. I say this with love. Your ideas are very thought provoking. I would have preferred to have given you credit for them.

FROM MERYL BECK

We have been using a little different approach to the "yes, buts" that arise when stating an affirmation. I have been facilitating a workshop for the past 8 years that helps the participants uncover and then transform limiting core beliefs. One of the exercises that we used is called the "Yeah, But" exercise, in which the participant is encouraged to flush out the yeah, buts and exaggerate them. Usually what happens, then, is the participant will start to laugh at the exaggerated voice and mannerisms, or else get tired of it and finally be ready to release that voice. It is a lot like cranial-sacral work in that it intensifies the stress pattern to be released. The actual exercise is taught to partners, one acting as "the creator" and the other in the role of facilitator. Here is an example of what might transpire:

Facilitator (F): "What is your empowering belief?"

Creator (C): "I am lovable just the way I am."

F: "Are there any yeah, buts?"

C: "Yeah, but, I don't believe it."

F: "Make that bigger"

C: Louder: "YEAH, BUT I DON'T BELIEVE IT."

F: Mirroring C's body response: "Exaggerate that, making a bigger fist."

and so on.....until

F: "What is your empowering belief?"

C: "I am lovable just the way I am."

F: "Any yeah buts?"

C; "Yeah, but, I am too fat."

F: "Make that bigger."

and so on, until every "yeah but" has been eliminated, the Creator reaffirms the empowering belief (affirmation) and anchors it in.

Now that we have EFT and other energy therapies, we often present a shortened version--tapping on every "yeah but" that comes up, because the words are coupled with

discomfort. So, the affirmation is spoken aloud (we still have them work with a partner), and then the "yeah, but" is spoken aloud and then tapped until it no longer has any credence. Then the next "yeah, but" is tapped on, etc., until the only voice left is the one that now owns the empowering belief.

GC: Interesting approach.

FROM PATRICK McGIVERN

I enjoyed your romantic excursion to the Palace of Possibilities. I have a much less romantic explanation.

Consider a scenario in which the negative thoughts that we have occupy some space somewhere in our neurological software. When you remove the negative statement which serves as a logjam blocking the energy flow and access to higher memory (potential), it is only logical to replace the incorrect statement that does not compute with a positive instruction which restores and reinforces the flow. Leaving the computer with a deleted incorrect statement without a replacement that directs access to higher memory may enable another unworkable statement to assume the lost function of the previous one.

This explanation lacks the grandeur of your Valiant Quest for the Palace of Possibilities. But maybe this is the mechanism underneath the hood of the Regal Chariots that we're trying to drive through the Palace Gates.

GC: I hadn't looked at it in this way. Metaphors, I find, are extraordinary ways to develop ideas. Yours is a good one. Maybe we could call it The Symphony in our Software :-).

The Palace of Possibilities 5b--Still more responses regarding affirmations

Hi Everyone,

Here are more queries from list Members as well as my responses. These are important to read because they clarify certain ideas and advance us on toward others.

Hugs, Gary

FROM TIM ROWE

I have a history of "hit and miss" with affirmations since I was first introduced to them by the Rebirthing Fraternity about 12 years back. Too many tail-enders got ignored or not addressed and I had mixed results with affirmations and even lost interest in them and (God forbid) poo-pooed the things!

GC: Join the club! Many have turned their back on affirmations. This is partly because tail enders got ignored but also because the goals they were affirming weren't true goals. They were shoulds. There is a big difference between someone who SHOULD do better in business because their father says so and someone who truly WANTS to build an enterprise to create both personal wealth and better products/services for others. One is a yawn. The other is a Yippee. SHOULDs end up in the affirmation trash bag while WANTS become magnets that pull us toward our possibilities. Affirmations are truly magnificent creators of our tomorrows. Our past affirmations (the ones we use by default-the existing writing on our walls) have created our present status. Our present affirmations are creating our future. This is true whether or not we consciously choose our affirmations.

TIM CONTINUES: I was thinking about an article you wrote favouring "specialisation" in a business. I was considering starting a "smoker's clinic" and wondered if you had any tips? Is it your experience that smokers present with "aspects-a-plenty" behind the habit itself? Or do the majority simply want to quit smoking and "that's it"? Or does it vary?!

GC: In my experience, smokers fall into two categories: (1) those who are physically addicted and that's all, and (2) those who are physically addicted AND use cigarettes (and/or other substances) to temporarily tranquilize the persistent anxiety they feel from past rejections, abuses, fears, guilt, etc. The latter category brings with it "aspects-a-plenty" which are good candidates for long term work using the principles of the Palace of Possibilities.

There is a parallel here with weight loss. After all the tail enders are gone, an affirmation such as "I am free of the cigarette habit" together with goals, purposeful daydreaming and other "Palace techniques" are likely to pay dividends. Not only will the smoker no longer need his/her cigarettes but the underlying emotional drivers will be replaced with positive, life changing "side effects." For another look at helping out the smoker, please see Willem Lammer's posts on our web site entitled [Dialogues with smokers.](#)

FROM BEA SCARLATA

I have never used affirmations quite the way you suggest, but do use some of Louise Hay's affirmations with my clients, especially as they pertain to the various parts of the body that experience (and/or store) stress and tension due to negative emotions and imbalances in energy.

GC: Note: Louise Hay's information is included in her book, "You can heal your life."
Hay House, Inc., Carson, CA.

FROM L. CANTLAY

You are basically right about affirmations. They work when the core belief has been changed to agree with the affirmation. However, oftentimes they do not work because people will just repeat affirmations like a mantra without giving any thought to it and old core beliefs will re-emerge. Core beliefs are very sticky and will return if we are not mindful.

I think that affirmations need to be hooked to the thinking component of the psyche. If it is repeated mindlessly there will be no change. A positive way to hook that thinking part is to ask yourself "Is it really true that I must weigh 230 pounds? " Asking yourself that question can elicit answers that can then be worked with. Then the person can create a positive affirmation that can work.

GC: When people are mindlessly repeating like a mantra, one of several things is happening: (1) the affirmation is reflective of a SHOULD instead of a WANT, (2) the affirmation represents too big a step and is too far out of the current beliefs, OR (3) it is time to restate the affirmation in terms that are more enthusiastic for the person.

FROM DARLING GRACIELA VILENA-MATA

I do want to comment re: your last email to us all re: the weight thing.

Not everyone who is overweight eats a lot. In fact it should be part of protocol to first check out organicity-based reasons. Women who are undergoing hormonal changes, thyroid conditions, genetic issues, insulin issues. And much more. Further, if the person is trying to do all the right thing and the weight does not go down because the above issues were not checked out first, she or he may 'beat' themselves, and try to eat less, when that is not the issue at all. The concern for developing anorexia-orientation or bulimia may occur, depending on the personality types.

There will be many folks who are not psychotherapists who will be utilizing the wonderful tools and wisdom that you are sharing. As a previous psychotherapist, we are taught to check organicity first. Not all do in real life private practice. And I don't know if other folks are trained that way. From a business perspective, liability re: those few clients who may fall under this category of organicity. It is not just weight, but it can be other subjects that may necessitate this step one before going into the tools of EFT.

GC: Good points. Although I tend to come from the "physical-problems-come-from-emotional-causes" point of view, there are, of course, exceptions.

FROM MARILYN GORDON

I've been using a technique called ReSourcing for a number of years. It pulls out the 'tail-enders' or what we call "inner saboteurs" immediately. It goes like this:

I'll say to a client, "I'm going to begin a sentence, and I'd like for you to complete it. It may sound a bit negative, but that's for therapeutic reasons. Here's the beginning of the sentence: 'I don't want to (lose weight, stop biting my nails, heal my old traumas, etc.) because...' We ask the client not to think of the end of the sentence, but just to let it come to the top of his or her head.

Sometimes the answer comes immediately. Sometimes we have to go more deeply.

So it might sound like this:

- "I don't want to stop eating donuts because...."
- "Because I like them."
- "And I like them because..."
- "They make me feel good."
- "And I need to feel good because...."
- "Sometimes I don't feel very good at all."
- "And I don't feel very good at all because...."
- " I don't think I'm worth anything."

So we work on that, and it takes just seconds to get there. It's an amazing technique, and it goes very deeply, very quickly.

GC: This is another useful approach. Some may prefer it.

FROM MANY READERS

I do not know what *"divide the tail enders into their aspects"* means.

GC: This refers to a statement I made regarding using EFT as an eraser for the "tail end" beliefs that show up after an affirmation is stated. Many emotional problems that EFT addresses are made up of related parts or "aspects." Someone's traumatic memory of an auto accident, for example, could be composed of (1) fear of the approaching headlights, (2) the screams in the car and (3) anger at the drivers. Until all of these aspects are properly handled, some remnant of the traumatic memory will remain. One of the main

advantages of the EFT Course is all the live sessions (about 80) that are contained therein. The treatment of aspects as well as the "art of delivery" is displayed in great detail.

We have many interested listeners on this list who are evaluating whether or not to get training in EFT. You are more than welcome here but I hope you will understand that the ultimate purpose of this list is to provide support for existing EFT'ers. Accordingly, I must write this Palace of Possibilities series under the assumption that the readers are familiar with EFT. Otherwise, I will be spending too much time going over old ground for the vast majority of list Members that are using EFT daily. Thanks for your understanding.

Section 3

The Palace of Possibilities 6--Goals: What would you do if your success were guaranteed?

Hi Everyone,

Despite my recent emphasis on them, affirmations do not usually work well in isolation. For example, someone who rote and boringly affirms, "I'm happy, I'm happy, I'm happy" is not likely to be inducted into the Happiness Hall of Fame even if all the tail ends are discovered and properly erased from the writing on his/her walls. Why? Because happiness, in this example, is not a driving goal. It's a "wouldn't-that-be-nice" sort of effort that lacks the passion of a motivational dream. True, the rote affirmation may lead one to be happier and much better off, but that improvement will come mostly from the EFT erasures rather than the "I'm happy" affirmation.

For an affirmation to be maximally effective, its subject matter must have the kind of "pulling power" that soaks up the psyche and becomes a compelling target at which to aim the affirmation arrow. It must also be a major WANT and not a SHOULD. Here is where people often stub their toes in the affirmations area. They often take on grandiose goals that are actually shoulds. Shoulds are someone else's goals that seem like our own. Our parents' desire for us to go to college is a should unless, of course, we genuinely want it for ourselves. Society's pressure to get married and conform in a variety of ways also represent potential shoulds. Whenever we affirm shoulds, they will eventually die out for lack of true interest. This is not a failure of the affirmation process. It is a failure of establishing proper goals.

Some people mistakenly aim their affirmations at goals that are way beyond their current beliefs. These are shoulds and will, of course, die out. Lofty sounding goals like becoming President of the U.S., ending world hunger or winning the Nobel Prize are worthy pursuits and some people find them to be within their belief systems. If so, go for it. But for others, especially those clients that are in the emotional Dungeon, an appropriate goal might be to feel worthy in a job interview or to confidently walk past alcohol. Athletes, on the other hand, might shoot for a better batting average or a higher free throw percentage. Students might want better mental acuity or enhanced social skills. Therapists might want to develop more charisma, compassion or intuitive skills.

Goals need to be wants. They also need to be achievable within our belief systems as well as being a stretch beyond our current "limits." If our goals are not within our achievable beliefs, we will eventually consider them fruitless and will stop doing them. Why affirm, for example, that you will someday spend the night on Mars when you don't even remotely believe it is possible? Further, if our goals do not stretch us to another level, then where is the excitement? Who cares about raising your annual income from \$50,000

to \$51,000? Not many. However, the prospect of moving up to a \$60,000, \$80,000 or \$100,000 level will get the juices running pretty quickly. Once these levels are reached, it is much easier to see \$150,000 or \$250,000. And so it goes.

This is where we begin to recognize our true awesomeness and move into the more expansive rooms in the Palace of Possibilities. A few successes along these lines serve to raise our sights. After awhile, our previous "limits" become jokes. They become recognized as the fictions that they are (were). It's as though an intense vacuum is created in the bigger rooms of the Palace that sucks us right through the doors of our existing limits. Once we leave those old rooms behind, there is no returning. Who would bother earning \$50,000 per year after having grown used to \$250,000? Who would revert to being shy after having become outgoing? And so it goes.

Most of us don't have motivating goals because we lack passion in our life. We exist day to day. Sometimes we enjoy our lives. Sometimes we don't. Getting up in the morning and brushing our teeth is just something we do. But bounding out of bed with the enthusiasm of someone on a mission is something that few of us experience. A motivating goal--a mission--is the difference between the movers and the mopers. It is the bounce in our step and the stars in our eyes. It is an "inside job" that spells the difference between bliss and boredom no matter what our station in life. I'm reminded of this stanza by Doug Hooper...

Two men look out from behind prison bars.

One sees mud, the other stars.

Often our motivating goals are hidden behind the writing on our walls that have already convinced us of our cans, can'ts, shoulds, shouldn'ts and all the rest of our "limits." Perhaps we have writing on our walls that says...

- "Don't stand out in a crowd. No one likes a showoff."
- "Don't rock the boat."
- "If you do something for somebody, they'll just expect more."
- "Know your place."
- "Those who make a lot of money will lose their friends."
- "Don't get too excited about anything. It will just lead to disappointment."

Even so, we still have burning embers within us that can be fanned into flames. The trick is, how do you find them? One way is to do EFT on issues like, "Even though I seem stuck where I am.....," "Even though I have these blocks to a true mission....," etc. Daily repetitions of these and similar EFT rounds should crank up the "mission mill." No telling what you might find.

Another way to generate the true juice within is to seriously ask yourself some goal seeking questions. Here are some examples to dwell upon.

- "What dreams did you have as a child that you have given up on?"
- "Whom do you wish you could be like?"
- "What would you like to do that you haven't been able to do yet?"
- "What would you do/attempt/be if your success were guaranteed?"

These are all great questions. They are launching pads to unlimited living. If you just read them and go on, their true value will be lost to you. However, if you get out pad & paper and spend a few evenings with them, discuss them with your friends, ponder them while driving, etc., they will bring to mind many opportunities.

You need to give your imagination some rope, however. I remember asking the last question to Adrienne's mother many years ago. She was 78 at the time when I asked, "Mary, what would you do if your success was guaranteed?" She thought a minute and then said, "I would be a grocery checker in a first class grocery store." I let a pause go by and then said, "Mary, you didn't answer my question. You told me what you might be able to do, given your experience and background, if you stretched a little. I want to know what your dreams are. Let go of your presumed limits and tell me what you would REALLY do if your success was guaranteed." Mary straightened right up, a sparkle lit up her aging eyes and she said, "I would be a singer." Here was a dream. A true goal. It was something that would excite her if she were to pursue it. She finally did the question justice.

Do you want to be a singer? What would you REALLY like to do with your life which, if it weren't for your presumed "limits," you would pursue enthusiastically? I know. I know. It may not be practical (yet). But it is a start. We can begin affirming smaller steps that seem more do-able and build up to the dream. There's always a way. Later on in this series I will introduce the Antenna concept--our built in mechanism that faithfully finds the way to do whatever we want to do.

I hope you get the pulse of this. We are stepping into Opportunity Land here.

More next time.

Hugs, Gary

The Palace of Possibilities 7--Goals: Making a masterpiece out of one's life.

Hi Everyone,

I received many responses to my last post on goals. Most of them asked if "missions" were really necessary in order for an affirmation to be effectively supported by a goal. Good question. I re-read my last post and could see how this impression might have been given. It was not what I wanted to convey.

A mission can be called the ultimate goal but the zeal behind a mission is not necessary to bring about change within a person. A true WANT will do. My goal to lose 30 pounds was not a mission. Neither was my interest in multiplying my income. Both, however, were important to me and that importance is what made them useful adjuncts to my affirmations. An affirmation without a motivating WANT behind it is not likely to do much.

Some people have a hard time finding goals. They may have spent so much time in the emotional dungeon that formulating a motivating goal seems fruitless--a silly exercise. Further, they may have writing on their walls that says...

"Ambitious people are pushy and greedy."

"Stay where you belong."

"Why waste your time trying to accomplish the impossible?"

Whatever the reason, if someone having a hard time finding a goal can still be helped. Just using EFT without affirmations or goals is certainly capable of giving relief in a variety of areas. We have been doing this for years. As this relief happens, of course, they experience positive cognitive shifts. These, in turn, clear the way for the acceptance of goals and thus affirmations. People become freed up with EFT. They are lighter. Goals make more sense. They are even welcome.

This is where a therapy client becomes a Personal Performance client. It is where the therapist can shift gears and help a formerly destitute person make a masterpiece out of their life. Baby steps at first. Develop one goal at a time. Put affirmations behind each one. Adjust. Change. Take small victories at first and then move onto bigger ones. Erase portions of the writing on the walls and replace them with better affirmations. Build. Love. Laugh. Celebrate the new levels and keep going. Enter new rooms in the Palace of Possibilities. Do it together. Grow with your client. Establish your own goals and link them to affirmations. Affirm joy, abundance and freedom in your practice. In your life. Lead by example. Become a living model for your clients to emulate. Be careful, though, this could become a mission (smile).

Next time I will introduce "purposeful daydreaming." It is the third part of a trio designed to gleefully pull one toward the Palace Penthouse. The first two, of course, are affirmations and goals. I call this trio "The Gleesome Threesome."

Hugs, Gary

P.S. Below, for your perusal, are some of the recent messages I have received. They represent different ideas on this subject.

FROM ERROL SCHUBOT

IN 1978 I went to a Ken Keyes, jr. week long workshop. We were required to memorize word perfect his 12 pathways. When I left the workshop I liked that approach but decided that I would write my own based on the highest ideas. So in addition to using affirmations for working with personal issues, I made tape recordings of affirmations to listen to over and over. I created these affirmations from books like Footprints on the Path by Eileen Caddy, John Diamond's affirmations, Peace Pilgrim, Emmanuel, the Course in Miracles, etc.. I would rewrite the highest possibilities as if they were already my reality. I believe this approach has been very powerful and useful. So I want to affirm you for the journey you are creating in the Palace of Possibilities.

One more thing -- from Ken Keyes, jr. I became aware of getting affirmations and letting go affirmations. Getting affirmations refer to acquiring something you want: I am creating greater wealth and abundance. A letting go affirmation refers to being able to accept what is: I can be peaceful when the my stocks go down.

FROM QUENTIN CALVERT

I have had good success with affirmations both with myself and clients with this approach. I use a spiral notebook and have it open so there is a blank page on the left and right side at the same time.

On the left side I write out in the first, second and third person. For ex: "I weigh 170 lbs. and am strong, healthy and satisfied." Then, "Quentin, you weigh 170 lbs. and are strong, healthy and satisfied." Then, "Quentin weighs 170 pounds and is strong, healthy and satisfied." I have found we are programmed in all three voices and we need to address them in our reprogramming efforts. Also, on the opposite page, I write my immediate first response to each affirmation as I write it. For example:

"I weigh 170 lbs. and am strong, healthy and satisfied." Then I immediately write the first response --"That's dumb, pudgeboy" to uncover the specific unconscious negatives (tailenders).

I do this with each voice (a set of three) at least ten times at a sitting. I try to do it two or three times a day, continuing to do so until I have a full week of positive first responses.

I believe that the process can be much shortened using EFT to work with the negatives and to reinforce the positives as we go.

I have found that when it doesn't work as well for me or my clients, we haven't dealt with the biggest tailenders which are a resistance at some deep level. And probably are just not yet ready to do this or take this step.

FROM TOM SHIELDS

Rather than set goals based upon our current belief system, why not state what we really do want and change the beliefs to match the goal. Then we can break the goal down into sub-goals, strategies, and the tasks to create, achieve, or accomplish what we really want. Maybe I missed this in your writing. The beginning of your writing seemed to put a limit on our possibilities FROM GC: Oh my! Not intended. My efforts are to approach limitlessness. Sorry for any miscommunication, and the last part seemed to affirm what I just offered.

Expanding the Palace: When people ask me where my office is located, I now tell them that the world is my office. I guess the next step would be the Universe :)

FROM FRANCES COX

The Palace of Possibilities is great, when you brought up the ideas about removing the tail-enders of affirmations It opened a lot of ideas. I would like to add one idea that we have been using with some success, a friend of mine is an Edgar Cayce fan and she came across an affirmation which is the following:

"There is being raised within me that Christ consciousness that is sufficient for the needs of my mind, my body, my soul".

I and some others have noticed very profound shifts when we have used it as follows "Even though I have" Cayce affirmation....then "I accept myself...."or whatever seems appropriate.

The "..being raised" is an ongoing process and is intellectually acceptable and doesn't generate tail-enders, and the term "Christ consciousness" has powerful implications. I'm not necessarily alluding to the biblical meaning of Christ here.

The Palace of Possibilities 8--Dreams take us in directions.

Hi Everyone,

As children, we made great use of our imaginations. There were no limits. We could fly. We could become Cinderella or Superman at a moment's notice. We could even imagine living in a Palace, maybe even a Palace of Possibilities (ahem!). What fun! Whatever we imagined became our own creations.

Sooner or later, however, someone came along and squashed our imaginations by writing on our walls things like...

- "Quit spending your time in fantasy land and get real."
- "Get your head out of the clouds!"
- "Quit dreaming. You'll never be able to live out those things."

Most of us bought this "advice" and don't daydream much any more. Too bad. Why? Because the purposeful use of daydreaming is one of the most powerful devices we have for moving freely through the Palace of Possibilities. When combined with affirmations, goals and EFT, daydreams become a magnet which draws us ever forward into the excitement of our tomorrows. We still have the use of our imaginations and can use them to create fabulous futures. We just need to dust them off.

Years ago I gave seminars entitled How to Drive Your Own Bus, the essence of which is the forerunner to what I am now calling The Palace of Possibilities. One of my day-long "Bus" seminars was captured on video tape. In order to give you a good sense for the power of dreaming, I include below a portion of the transcript from those tapes. I will integrate this tool with our other Palace concepts in a future installment. For now, let's look at the power of daydreaming as a stand-alone tool.

Please note the ideas that...

1. The brain does not distinguish between what is real and what is vividly imagined. This allows us to condition our minds with the purposeful use of daydreaming. We can actually create experiences (as though they were real) that were not there before.
2. Dreams do not necessarily come true but they DO take us in directions.

Hugs, Gary

FROM THE "HOW TO DRIVE YOUR OWN BUS" TRANSCRIPT

GARY: I still do affirmations and TV Techniques and the jingles. But the most powerful one for me personally is the one coming up. It's the one I didn't even realize I was using for years. I call it Daydreaming.

Let's start with an exercise. Please take everything out of your hands and sit back in your chair. Hold your hand out in front of you and imagine you are holding a lemon that has been cut in half. Hold the lemon so you can see the exposed juicy part.

Use your imagination as vividly as you can and feel the texture of the lemon with your fingertips. Notice the little indent marks on the outer peel as well as the oily feel. Can you feel that? Now bring it up to your nose and smell it. [Gary inhales] Can you smell it? Okay. Bring it back down.

Next, I'm going to have you bite into this lemon. You probably knew that was coming, didn't you? I'm just telling you now so you can be prepared. To do this correctly and get the true purpose behind this exercise, you must put your vivid imagination into it. That means you must really chomp into this lemon. Not a little nibble. I want you to really bite it. Ready? One, two, three, bite...ah-hh and chew it, okay? Do it like this, agh, agh.

Okay...take it out. How many of you noticed that you salivated? [Hands raised] Oh, most of you. That's because you really involved your imaginations. You vividly imagined it.

Before we go any further, you need to change something on page 20 of your manual. Do you see where it says "The lemon experience?" Right below that, it says, "The brain does distinguish....." That's a mistake. It should say, "The brain does NOT distinguish....." Please write the word "not" in there so it says, "The brain does NOT distinguish between what is real and what is vividly imagined."

Now let me ask you, was that lemon real? To your brain it was real, wasn't it? But it was not a real lemon. It was an imaginary one. Yet your brain did not know the difference, did it? It salivated even though there was no real lemon. It said, "Uh-oh, here comes some sour acid type stuff. We'd better send some saliva down to neutralize it." That's what your brain did. It does not know the difference between what is real and what is vividly imagined. Obviously, of course, your mind knows the difference. But the brain, acting as an organ, doesn't make the distinction. We are going to make great use out of that idea because the whole daydreaming process relies on that one concept.

Here's another example of how this phenomenon works. This study I'm going to tell you about has been performed many times but the particular one I'm zeroing in on here was done at Ohio State. It is discussed in some detail in Jack Canfield's tape set.

At Ohio State they had a number of students shoot free throws on the basketball court. Then they divided them into three groups of equal ability. Let's divide you [The audience] into three groups to get a better sense of this.

This section here will be group 1. You are not to practice shooting free throws at all for the next thirty days. Just leave a basketball alone and go about your own business and come back in thirty days.

This section over here will be group 2 and you are supposed to practice every single day. Go out to the gym and shoot so many free throws every single day.

This section over here will be group 3 and you are also supposed to practice every day....but only in your mind. You are not to touch a basketball for the entire thirty days. Just sit in a chair every day and imagine that ball going swish. Perfect shots every time, by the way. In your imagination you can do that. They go swish, swish, swish. So many every day.

After thirty days, all three groups came back to shoot free throws. The ones who did not practice at all made no improvement. No surprise there. The ones who practiced with the actual ball, improved 24%. The ones who practiced only in their minds improved 23%. It was almost the same. Why would that be? Who could tell me? Why, if this group never touches a basketball and practices only in their minds, can they make that kind of improvement?

MAN: Comfort zones.

GARY: Yes. Remember. The brain does not distinguish between what is real and what is vividly imagined. So when group 3 vividly imagined shooting free throws, they set up the necessary neural connections in their brains for improved free throw shooting. And that effort showed up on the basketball court.

The brain does not distinguish between what is real and what is vividly imagined. So what does that tell us about vivid imagination? If you want to create a "new you," you can get there by vividly imagining it. That's what daydreaming is all about. You vividly imagine yourself being the "new you."

Do you want to reach a new sales level? Imagine it first. Do you want the new weight? Imagine it first. Do you want to install the new health practice? Imagine it first. Do you want the new Rolls Royce? Imagine yourself sitting behind the wheel and driving it and putting gas in it and paying the bills on it as though they were nothing to you.

Imagine the "new you"....vividly....and your own brain will start taking you in that direction. After a while, you won't be satisfied with where you were. You will reach the new vision of yourself and will behave in a manner to bring it about.

EXAMPLE #1--THE PHANTOM HOME RUN

GARY: Here's an example from my own experience. When I was in second grade I loved to play baseball after school. I was okay as a baseball player. I was neither the best nor the worst out there. Once in a while I would get a base hit...maybe a little blooper into right field and I would be all smiles standing there on first base.

After baseball, I went home....which was about a mile walk. But I didn't walk it. I ran it. And with the vivid imagination of a young boy, I started imagining...daydreaming...about that little blooper base hit. And I would say to myself that it wasn't a little blooper base hit. I would imagine hitting the ball right square in the middle and watching it tower over the outfielders' heads. Going way out there. You could hardly see it.

I'm doing all this while running home and swinging an imaginary bat. Wham! Wham! Left handed too. Wham! All the way home I'm doing that. And I'm really into it. I'm vividly imagining it and I have my physiology into it. And I could actually feel myself hit the ball. I'd say...."Wow!"...like that. I get excited about it now just thinking about it.

By the time I got home and told my mother about it, it was no longer a bloop single. It was a home run that was so awesome that the ball was still rolling in some other county. And my mother, God bless her, didn't call me on it. She didn't say what so many people say...like, "Oh, you let your imagination get away from you. You didn't really hit it like that." Instead, She'd say, "Oh, that's wonderful. I'm glad you did that." She would encourage me along these lines. Thank God! I'm so happy she did that instead of stifling my imagination by putting me down.

And I would do that "hit-the-baseball-routine" day after day. Was I vividly imagining it?

AUDIENCE: Yes.

GARY: Does the brain know the difference between what I vividly imagine and the real experience?

AUDIENCE: No.

GARY: Sooner or later, if you swing the bat at enough baseballs, will you hit it on the nose?

AUDIENCE: Yes.

GARY: Yes. And I did. And I eventually got my first home run.

Now here's the critical point to this story. There are two ways I could have responded mentally to my home run. One of those ways would be to say, "Well, I got lucky. That's not like me. Sure I hit it. It was a good home run. But I'll never do that again. Or if I do, it'll be another lucky day." Do we do that sometimes? Do we move above ourselves...somehow get to another level...and then defeat ourselves by saying, "I was just lucky. That's not the real me."

See, the real affirmation there is, "That's not the real me. That's not really me that did that. I just stepped above myself one time and got lucky." But because I had hit so many home runs in my imagination, I prepared my own system for that inevitable day. I was mentally ready for it. It came as no surprise. To me...it had nothing to do with luck.

So when I actually hit my home run, what do you suppose I said to myself? I said, "Hey, it's about time." That's true. See, I had already built in here [Gary points to his head] who I was as a hitter. Having the reality catch up with my thoughts was simply a matter of time. But when the home run finally arrived it was not an unusual experience for me. It was routine. I had hit enough home runs in my head to make it seem commonplace.

Hitting home runs became "the real me." Building on that, I became a very good baseball player. And from there, I became a good football player and so on it goes.

Daydreaming is the centerpiece of this story. Without it, I doubt if I would have done much in sports. I may never have gone beyond the bloop single. This young boy was allowed to have his imagination run. And it took me in a direction.

I call this story "The phantom home run" because it illustrates clearly the power of daydreaming. Where is your phantom home run? Where have you vividly imagined something that eventually showed up in your world? What new level, what phantom home run, could you create that would take you in a new direction?

Years later, at around age 13 or 14, I remember wanting to play center field for the New York Yankees. I daydreamed about that a lot. I actually felt sorry for Mickey Mantle because I was going to take his job and someone had to break the news to him. And Mickey was a nice guy, so I didn't want to tell him.

Now you may wonder why I didn't play center field for the New York Yankees. After all, I daydreamed it, didn't I? So shouldn't that achievement have shown up in my life?

Good question. I'm glad I asked it. There's a cliché running around that says, "Dreams come true." But I don't buy it...at least not stated that way. A more accurate way to say it is, "Dreams take you in directions."

Thousands of young boys wanted to play center field for the New York Yankees just like thousands of people aspire to be President of the United States. But there's only room for one at a time in those positions.

My dream of taking Mickey Mantle's job took me in a direction....toward sports. And that direction has served me well.

I never beat myself up for not making the ultimate achievement. Many people do, though, because they have bought the idea that if their dreams don't come true, with precision, there must be something wrong with them.

More next time.....

Section 4

The Palace of Possibilities 9--Our Antenna

Hi Everyone,

Before we proceed, let's look at where we have been.

We have established that we live in a Palace of Possibilities but tend to stay in rooms whose limits are written on our walls in the form of cans, can'ts, shoulds, shouldn'ts, etc.

These are our existing affirmations (which we constantly consult) and serve to keep us where we are. They are our consistent thoughts which have become our reality.

If we are to have a new reality (weight, health, relationships, business, money, spirituality, etc.), we must first establish new consistent thoughts. Our true goals (WANTS, not SHOULD) can be put in affirmation form and written on our walls. This will move us toward a new reality *if* the competing tail enders are erased by EFT. Once the competition is gone, the affirmations have a clear path to bring about new empowerment. The purposeful use of our imaginations, or daydreaming, adds substantial oomph to the process.

Pretty soon I expect to pull all this together with actual cases, how-to's etc. I will even add some more tools. For now, however, I am laying the foundation so that we have a common understanding on which to build. In this regard, I have one more concept to bring to your attention. I call it your **Antenna**.

The Antenna is my metaphorical name for the part of our brains called the Reticular Formation. It is a marble sized piece of "grey matter" that is responsible for filtering the massive amount of sensory input that we receive every second of our existence. It has a way of bringing to our awareness only that part which we deem important. It is a gift that we usually take for granted. Fortunately, the appropriate use of affirmations, goals and daydreaming serves to orient our Antenna so that we begin to "tune in" to new aspects of our newly forming reality.

The Antenna is REALLY important as a "Palace" tool because it finds for us the way to accomplish our new goal. This is critically important for those who won't pursue a goal unless they have first figured out "how" to do it. This is doing it backwards because creating the reality through affirmations & daydreaming automatically invokes the Antenna which, in turn, finds the "how" for you. The way I put it, *"The way to do whatever you want to do already exists. You just need to tune into it."* This is a fascinating ability all of us have.

To further establish this Antenna idea, I include below more writings from the Transcript of my How to Drive Your Own Bus seminar.

FROM THE HOW TO DRIVE YOUR OWN BUS SEMINAR TRANSCRIPT.

GARY: Angela, I want to ask you something. Right now you and I are talking and you're focusing on me, right? [Angela nods yes] And you are hearing what I'm saying. True? [Angela nods yes] Okay. While listening to me, are you aware at all of your breathing?

ANGELA: No.

GARY: Are you now?

ANGELA: Yes.

GARY: Yes. Because I focused your attention on it. Right now as you are talking to me, are you aware of any sensations in your left foot?

ANGELA: Well yes, now that you mention it.

GARY: Now that you are talking to me, are you aware at all of your heart beating?

ANGELA: Yes.

GARY : But you weren't a minute ago. Right?

ANGELA: Right.

GARY: [To audience] You see, we have countless sensory inputs that are constantly intruding on us. All kinds of sights and sounds and internal body sensations are continually knocking on the door of our senses. I read where some psychologists estimated it as being 2 million inputs per second.

If your brain had to pay attention to 2 million bits of input every second, you'd go bananas, wouldn't you? So your brain has a way of saying, "That stuff isn't important. I'm going to zero in on what is important and leave the rest alone." And the piece of your brain that does that is called the reticular formation. It's about the size of a marble and has many duties.

The duty that interests us here is called the reticular activating system. I call it your Antenna. It is designed to find what is important to you. [Gary goes into the audience]

[To Gordon] I don't know your name.

GORDON: Gordon.

GARY: Gordon. Gordon Williams, right?

I want you to assume for the moment that this room is a large cocktail party where everyone is talking. All the voices create a noisy din in the room and you and I are paired up in conversation...one on one. We are interested in our subject, we have good rapport and are really zeroed in on our conversation. Now, let me see, do you know Ann and Mike over here? [Gary points toward Ann and Mike....about 10 feet away]

GORDON: I do now.

GARY: Okay. Now as you and I are talking are you likely to know what anyone else in this room is saying.

GORDON: No.

GARY: Okay. Do you know what Ann and Mike are talking about?

GORDON: No.

GARY: Now let's assume that as you and I are talking, Ann turns to Mike and says these words, "Gordon Williams." Do you hear it?

GORDON: Yes, you bet.

GARY: What I'd like to know is, how do you do that? How do you hear it?

GORDON: Smart ears.

GARY: Smart ears. I never know what I'm going to get in these seminars. [Audience laughs]. Smart ears. Well, you might call it that. Somehow, out of all of the hundreds of words that are spoken per minute in this room, you picked out two words that Ann said. And she's a perfect stranger to you, right?

GORDON: Right.

GARY: [To audience] How many would hear your name, do you think? [All hands raised] [To Gordon] Go ahead, sit down, Gordon. [To audience] Could we have a hand for Gordon? [Applause]

So, how do you do it? I want to know how you do it? I mean, that's a gift, isn't it?

LADY: We've heard our names a billion times.

GARY: Well, you've heard it a billion times. That's right. You have also heard the words "the", "and" and all kinds of other words too, right?

LADY: Yes.

MAN: It's important.

GARY: Yes! It's important to you. See, your antenna is designed to locate things that are important to you. Your name is important to you and so is what somebody says about you. So, when your name is said at a cocktail party, [Snaps fingers] your antenna picks it out for you.

How many mothers do we have in the room? [Hands raised] Okay, mothers, let me give you a scene. You come home from the hospital having just given birth to baby. Father needs to go work so you tend to the duties of the day as best you can, including taking care of baby's needs. Father comes home, you have dinner and the evening goes on. You

are really tired because of your weakened state. You feed baby. You take care of baby's diapers and you put baby to bed two doors down from where you crawl into bed with father and fall into a very deep sleep. So deep, that if a truck came through your living room, you are not likely to hear it.

Then, two hours later, when you are in your deepest possible sleep, a little noise comes from two doors down that sounds like this [Gary makes a sound like a faint baby cry...audience laughs]. A little baby cry. Do you hear it, mothers?

MOTHERS: Yes.

GARY: Now, how do you do that? If you wouldn't hear the truck coming through, how do you hear that?

LADY: Your antenna.

GARY: Your antenna. Yes. So your antenna finds what's important to you even though you are sound sleep. Let me ask you this. Does father hear it?

AUDIENCE: [Some yes, some no]

GARY: Typically, does father hear it?

SHERWOOD: I do.

GARY: Okay, we have a father here that hears it. [Applause]

JUDY: That's because he's so nice. [Laughter]

GARY: [To Sherwood] If you didn't hear it, Sherwood, that means there's something wrong with you, right? Because you wouldn't be nice any more. [To audience] Typically, however, father doesn't hear it. I want to know why not. Is it because he is an evil person?

LADY: Yes! [Laughter] Because he's in denial.

GARY: Because he's in denial, I hear. Why else doesn't father hear it?

MAN: He doesn't have to.

GARY: Right. He doesn't have to. Because in the typical situation, mother will take care of it. Father says to himself, "I must go to work tomorrow. No sense both of us losing sleep. It's already taken care of." Father tends not to hear it because his antenna is not active in this area. He knows mother's antenna will do the job. But let me ask you this. What happens if mother has to go away for the weekend and father is home with baby. Does father then hear it?

AUDIENCE: Yes.

GARY: Sure. His antenna is brought into play, isn't it? Our antenna is a gift. We use it all the time, but we take it for granted. Typically, we are not even aware that we can harness its power for specific uses. But we can. When you do affirmations you generate an awareness in your mind of the "new you" you wish to create. This new body you want, for example. Have you ever noticed that when you read magazines or newspapers, certain articles pop out at you? And some don't pop out at all? Those that pop out at you are those that grab your antenna. The others are ignored by your antenna. Use these tools to activate your antenna and new information will pop out at you that you had not seen before.

So if you use these tools to create a new body or a new weight, you automatically generate a new level of importance for these achievements. You literally give your antenna instructions to be on the lookout for things that will help. That's why, when you read a magazine, you are more likely to notice articles on health or weight. An article that might ordinarily go right by you will now [Snaps fingers] stick out at you?

Your antenna creates an ultra awareness regarding your new goal. Your thoughts about it will begin to shift and, in the process, things you see and hear will shift accordingly. That's the real beauty of your antenna. These things happen subtly and that's why being an observer is so important.

Your antenna will cause you to generate awarenesses of things you had never seen before. Things that were right in front of you that you never noticed. The way I like to put it is, "*The way to do anything you want to do, already exists. You just need to tune in to it.*" In fact, I have that statement here near the bottom of page 19. Please circle it. "The way to do what you want to do already exists. But it is outside of your awareness. Let your antenna find it for you."

I'm going to give you some examples to really zero in on this.

EXAMPLE #1: I HAVE MORE PROSPECTS THAN I CAN HANDLE

GARY: In 1983, I wanted to move from Portola Valley, California to The Sea Ranch, California. How many know where that is....The Sea Ranch? [Hands raised] Oh, most of you. It's up on the Sonoma coast. I had just finished my second divorce and gave my second little fortune away so I really didn't have much in the way of money. [Laughter] That's true. I would rather give it away than have all the emotional consternation that goes with fighting over money. It's expensive....emotionally speaking.

But I had the beginnings of a brand new little business. I had raised a few hundred thousand dollars from some friends for an investment partnership. The challenge here was that I chose to move to Sea Ranch...population 300...and I needed to talk with pension plans and people with hundreds of thousands of dollars to invest in this little

partnership. And they didn't live at Sea Ranch, did they? No...they were in San Francisco...2 1/2 hours away.

I didn't make enough money off this little partnership to be able to finance my way through this world so I knew I had to start prospecting for sales. Accordingly, I created an affirmation that said, "I have more prospects than I can handle".

Now, does it seem kind of weird for someone living way out in the boonies, to say, "I have more prospects than I can handle" and expect to have wealthy prospects show up and do business? Does that sound weird to anyone? Would you do that?

MAN: I might.

GARY: Well, you might. Okay. One or two might. How many would really do it? [Two or three hands raised] How many would really hesitate to do that? [Many hands raised] Okay. But I kept saying that affirmation.

Now I knew when I moved to Sea Ranch I could always drive to and from Santa Rosa to do business. It's about an hour and 30 minutes each way. But 2 1/2 hours to San Francisco and back (5 hours round trip) is what I should be doing. But that's way too much, practically speaking, to do every day. But I kept saying that affirmation and imagining it happening.

Remember how I was telling you earlier that when you read magazines certain things pop out at you? Well, I was creating an awareness of having more prospects than I could handle. In fact, I imagined them calling me. I didn't have to call them. They called me.

Mind you, I had no idea where these prospects were going to come from. I had no concept whatsoever. I only knew that the way to do it already existed and that my antenna would find it for me. All I had to do was create it as something important to my mind. That affirmation and some daydreaming were my tools.

One day, after I had moved to Sea Ranch, I was looking through my motivational library and came upon a book I had read at least 50 times. It was about the philosophy and business ideas of Ben Feldman, a highly successful life insurance salesman. In that book was an idea that I had seen countless times but, on the previous readings, I didn't pay much attention to it because my Antenna was not oriented the way it was now.

Here's the idea. When Ben Feldman wanted an audience with a big corporate president, he would walk into the reception office, cold...no one knew he was coming...and he would hand the receptionist five \$100 bills. He asked her to give the \$100 bills to Mr. Johnson, the president, with a note that said, "I'll trade these for 5 minutes".

What was the receptionist going to say... "no"? Typically, she went right up and gave the note and money to Mr. Johnson. The result? Ben got in to see many highly qualified prospects. It also turns out, at least according to the book, that everyone gave the money

back to him. They really didn't want to keep the money. They liked the clever idea and granted the interview based on that.

So here I am....broke. I shouldn't say broke, but I didn't have the wherewithal to put out five \$100 bills with great frequency. But see, my antenna was out and that story, which I had read many times before, caused me to ask myself, "What is the true cost of a quality sales call?"

What would you pay, you sales people in the audience, to get in front of someone where they already knew what you were going to talk about...they were interested...they had the money to buy what you wanted to sell...and you already had rapport with them when you walked into their office?

How many cold calls do you have to make to finally find one person that fits that category? How many?

LADY: More than 10.

GARY: More than 10? 50 or 100 in my experience. Whatever the number it amounts to a lot of calls and a lot of time. And time is expensive.

So using this idea my antenna just found, I acquired a list of pension plans in San Francisco which gave me the names and addresses of the trustees of those plans. Then I put together a letter that said, "Dear Mr. Johnson. I'll trade this"....and I enclosed a brand new \$100 bill...."for 20 minutes." I put a letter behind it giving the basics of what I wanted to discuss and then asked him to call me for an appointment.

I Sent those letters out and guess what? They called me. Half of them sent it back saying, "Gee, I'm really not interested but you have a very clever idea." Most of the other half actually called me. I called a handful only because they hadn't responded within a week. But most of them called me. And then I would go to San Francisco and have 7 or 8 appointments per day for 2 or 3 days in a row. Then I would come back and do the whole process again.

On that I built a \$20,000,000 partnership. Those prospects were smiling when they saw me. They invited me in. They had coffee for me. I didn't drink coffee but they had it for me anyway. Now let me ask you. Did the way to have more prospects than I could handle already exist?

AUDIENCE: Yes.

GARY: Was I tuned into it at first.

AUDIENCE: No.

GARY: You just need to tune into it. My affirmations and daydreaming activated my antenna which, in turn, found the idea for me. There are more ways to prospect, by the way. There's not just one way to do it. Your antenna will find many alternatives if you give it a chance.

MAN: How many kept the \$100 bill and didn't see you?

GARY: Some. I would say one out of 20 actually kept the hundred...or said they never got it...or said some employee stole it...or something like that. On the other side, many people who gave me an appointment also gave me back the \$100 bill.

MAN: Did you send it certified mail?

GARY: Yes, certified mail. They signed for it and everything. That makes it appear as very important mail. "Who's this from? Gary Craig?...Who's that?...Certified mail?...Is it a lawsuit? I guess I better open it." So the receptionist opens this thing and goes WOW. She gives it to the company President. I get a telephone call and go in to see him. That's typically how it happened. Some did not see me and kept the \$100 bill. Some saw me and gave it back to me.

It ended up costing me about \$100 per qualified interview. Cheap. Very cheap if you really think about it. On the surface it seems like a lot of money but, all things considered, it was very inexpensive. The way to do anything you want to do already exists. You just need to tune into it.

EXAMPLE #2: CHECKS IN THE MAIL

I want to share with you another example because of the importance of this subject. Some of you may know the name of Doug Hooper. Doug was a delightful man. He died a few years ago but, before he died, he gave talks along the same lines I'm giving here. He called them, "You Are What You Think."

One day he went to his mailbox and pulled out the typical pile of mail that most of us receive...namely, junk mail and some bills. So he said to himself, "I keep preaching about the power of our thinking. I'm going to put it into practice here....I want checks in the mail." Of course he had received checks in the mail before, but not the steady stream he was looking for. He didn't know where these checks were going to come from. Nor did he know for what or for how much.

Yet he knew he could create that steady stream of checks with his thinking. Although he didn't use the term "antenna," he was quite familiar with the concept that the way to do anything you want to do already exists. You need only tune into it. So he began a daily routine of imaging checks in the mail.

Now, how many of you think that is even feasible to do? I'm curious. [A few hands raised] What are the odds of success for someone imagining checks in the mail and having it actually happen? What are the odds?

AUDIENCE: One out of a thousand.

GARY: One out of a thousand, you said? Well, you might think that if you weren't used to the power of your antenna. In my experience the odds are very high, but only if you are consistent in creating that new thought. The way to do anything you want to do already exists. You just need to tune into it.

This is what happened. Doug started his imaging process and would come home from work in the evening and ask his wife, "Eileen, are there any checks in the mail?" By the way, he didn't tell his wife or his two son that he was trying to create checks in the mail through his thoughts. That's to avoid the criticism that people are quick to give you for such an "absurd" effort. So he didn't even tell his wife.

"Any checks in the mail, Eileen?", he kept asking. "No," she would say. He kept asking that question night after night. He would say, "Any checks in the mail, Eileen?" After a while she would say, "Noooo" with growing annoyance. His sons thought this was a little strange as well and one son would turn to the other and say, "Maybe Dad's elevator no longer goes to the top." [Laughter]

But you see, he knew the power of what he was doing so he kept with it. In the meantime, however, nothing was happening. No checks in the mail. Not even a hint of such a thing. But he kept imagining it anyway. He kept creating the thought because he knew the way to do it was going to show up.

After about 6 months, he happened to be in the publisher's office of the local Danville newspaper for which he wrote weekly articles called "You are What You Think". These articles were stories about how your thought processes create things for you, the kind of things we're talking about here. Clever little articles.

And the publisher said to him, "You know, Doug, some of our readers have written in requesting back copies of your articles." Bingo! [Gary snaps his fingers] His Antenna picked up on that immediately. Here's the way to have checks in the mail. So he made up a little book of his past articles. Then he put a little footnote at the end of each article he wrote from that time forward. It said, "If you want back issues, please send so many dollars to Doug Hooper, address so and so".

Checks in the mail.

I heard Doug tell this story seven years after his first "check in the mail" arrived and learned that he had received checks in the mail every single post office day, except for five or six, for the preceding seven years. Interesting, eh?

See, the way to do anything you want to do already exists. You just need to tune into it. Do you see that? These stories are very real. But you must keep using your tools in order to put your antenna to work. You must not get off your track.

Hugs, Gary

The Palace of Possibilities 10--Guidelines for constructing affirmations

Hi Everyone,

It is time to establish some guidelines for constructing affirmations. From the many back channels I have received, I know that some of you already have your own guidelines that you have used successfully. Others do not. My guidelines are quite simple. They are:

1. You must affirm a WANT and not a SHOULD.
2. You must affirm your wants and not your "don't wants."
3. You must believe your goal to be realistically possible.
4. Your goal must be a "stretch." It must be big enough to be exciting.
5. The affirmations must be stated in the first person, present tense.
6. Augment them with daydreams. Present tense daydreams can be THE most powerful tool for establishing new consistent thoughts.
7. Adjust them from time to time to eliminate boredom. Aim them at different aspects of your goal.
8. Do not affirm the actions of other people. Use, "I attract others because I am a warm, loving person," not "John loves me."
9. Keep them private. Announcing them to others often invites criticisms and judgement.

Some of the details regarding the above rules (and some sample affirmations) are covered in the following discussion from the How to Drive Your Own Bus transcript. Other details will be covered as this series unfolds.

FROM THE HOW TO DRIVE YOUR OWN BUS TRANSCRIPT

GARY: [To audience] There are proper ways to talk to ourselves. And if you will look at the box to the right of this little man on page 11, we can go over some of the rules.

You may recall that affirmations were the first tool I learned when I took the PACE Seminar so many years ago. I wanted to earn more money than \$18,000 a year so I kept saying to myself, "I earn, easily and consistently, \$40,000 a year." And I would imagine myself being comfortable with big clients as I kept repeating that to myself. [Note: this daydreaming segment was a very powerful part of my income creating process. Those "bigger than me" prospective clients were my main tail enders]. And without ever consciously doing anything differently, I began calling on bigger and bigger clients. I was less and less intimidated by them.

My income within a year was \$40,000. So I raised my affirmation to \$60,000 and then to \$80,000 and my income just kept going up. It was very easy. And I never consciously did anything differently. I didn't, for example, say, "Okay, I'm turning over a new leaf. New year's resolution. I'm going to get up at 6 o'clock every morning. I'm going to have 15 cold calls done before 9 am. I'm going to work on the weekends. I'm going to....." How long does that last, by the way?

AUDIENCE: Not very long.

GARY: You must change it here. [Gary points to his head] When you change it here, whatever else you need to do starts flowing naturally. It does not have to include getting up early in the morning or any other forms of will power. You just naturally flow in directions and things begin to happen for you easily. That all comes about from affirmations.

Now there are some rules for doing affirmations correctly. Number 1, you must want it. Now, that seems very obvious to people. Why even say it? Because quite often the things we think we want aren't really wants....they are shoulds. They are shoulds put on us by the passengers on our bus.

I find this often with men and money. Men are told they should earn lots of money. That's how you get around in this world....that's how you get your badge....that's how you get your affections....by earning lots of money. That's how you become macho. That's how you hold your head up in this society....by earning lots of money.

But what some men really want to do is just go live in a little cabin some place in the woods and watch birds. For them, money is a should. I'm not saying there is anything wrong with having money goals. I have them myself. That's not my point. My point is that if you start doing affirmations about something...and I'm using money here as an example...and you lose enthusiasm for it quickly, then you have a clue right there that you are affirming a should and not a true want.

These things work for your wants, not your shoulds. And the way to find if you are affirming a should is to notice whether or not you keep doing your affirmations, whether

or not the goal really excites you, whether or not it juices you. So, first of all it needs to be a want.

Secondly, you must believe it is realistically possible. I asked a fellow in one of my earlier seminars what his goals were. He said, "I want to make a million dollars a year." Mind you, this fellow had never made more than \$2,000 a month. I said isn't that a bit unrealistic? Is that really possible? And he said, "Well, anything is possible." Is that true? Is anything possible? Is it possible that he could earn \$1,000,000 a year? Yes, it is possible. Is it realistic?

LADY: Not for him.

GARY: Right. See, it will depend on your own circumstances. If \$1 million a year is really out of your reach...that is, outside of your realistic beliefs...you will stop doing the affirmations. That's because it is not really believable to you. You must pick something that is exciting enough to make you want to stretch but not so far out that it is outside your beliefs as to what is possible. When you do that...when it's realistically possible and you want it...then the stage is set for these things to work for you.

Another of the major rules about doing affirmations is that they must be stated in the first person, present tense. What might be wrong with this affirmation? "I will be healthy soon." It's first person, isn't it? Sure. So what's wrong with "I will be healthy soon?"

MAN: It's not present t

GARY: Yes, when is soon? Soon may never get here. Better to say, "I'm an example of vibrant health." That's first person, present tense, isn't it. That happens to be one of my personal affirmations.

Another point. Are you lying to yourself if you are not in vibrant health at the moment? In a sense you are. If you want to call it a lie, you may. But that misses the point. Better to ask, are you programming yourself with intention? Yes, of course. That's the proper way to look at it.

Next rule. You want to state your wants and not your "don't wants." As a student at Stanford, I used to play on the Stanford golf course. On the third hole, which is a par 3, there is a creek between the tee and the green.

As I addressed the ball, this is what I would say to myself. "Don't go in the creek!" How many golfers do we have in the room that do that kind of thing? [Hands are raised] "Don't go in the creek! Don't hit the sand trap! Whatever you do, stay out of the water!" Right? What is the picture the mind has when it says "Don't go in the creek?"

AUDIENCE: The creek.

GARY: The creek. Yes. You see this phenomenon quite often The subconscious mind does not distinguish between the yes or no part of the sentence. It just sees creek. How many balls do you think I lost in the creek? Lots.

And I kept losing them until somebody finally told me, "Gary, don't say that to yourself. Just visualize the green. Visualize the green. Get the creek out of your vision." And I did that. I won't say I never went in the creek again. But the odds were dramatically changed. I made it over that creek frequently. Once in a while I would hit the creek. But not usually. And all that had to do with what I was saying to myself.

See, I was not saying my want. I was saying my "don't want", wasn't I? How's this for an affirmation? "I'm not fat." Is that a good one? Why not? What's the focus word in "I'm not fat?"

AUDIENCE: Fat.

GARY: Fat. Right. Try this instead. "My normal weight is 160 pounds and that's what I weigh." I used to weigh 190 pounds. That affirmation alone got me to 160 pounds...which is what I weigh today...and it kept me there. That was 1980. I'm still there.

Okay. On page 12 I give you more rules. These are for you to review at another time. And on page 13 I give you some sample affirmations. These are properly worded affirmations which you may choose to use. If they fit for you, use them. If they don't fit exactly, modify them or use your own.

SAMPLE AFFIRMATIONS

Here are some suggestions for your use. You are encouraged to develop your own because that will make them more meaningful for you. However, the samples below comply with the rules so, if they fit you, please use them.

- **HEALTH**

"I'm an example of vibrant health."

"Just call me Jane (for Jane Fonda or whomever you would like to model).

"I walk freely and easily." (for someone with a walking difficulty).

"My blood pressure stays below _____."

"My normal weight is _____lbs. and that's what I weigh."

"I just finished this morning's vigorous workout and I feel great."

- **MONEY**

"I earn, easily and consistently, \$_____ per year.

"I have more prospects than I can handle."

"I am a sought after professional in my field."

- **COMPULSIONS**
 - "I put only healthy things in my body."
 - "I am in charge here, and I'm free."
 - "I am a model for others who want to be in charge of their lives."
- **RELATIONSHIPS**
 - "I attract people because I am a warm, loving person."
 - "Everyone has their good side and I see it readily."
 - "I am sexy and know it."
 - "I am every man's/woman's dream."
- **OTHER**
 - "I'm a low 80's golfer."
 - "I am consistently congruent. What I say matches what I believe."
 - "I see the opportunity in every challenge."
 - "I laugh easily and see the humorous side of everything."
 - "I make a difference wherever I go."
 - "My fingernails are healthy and strong."
 - "This trip to Brazil is just as I imagined it."
 - "My book is finished and I'm proud of it."
 - "I'm organized and it feels good. Everything is in its place."
 - "It feels good to complete my list of things to do every day."
 - "I am at ease around new people and look forward to meeting them."
 - "Peace is my companion, forgiveness is my friend."

Hugs, Gary

Section 5

The Palace of Possibilities 11--Ideas & inspiration from Members

Hi Everyone,

Here are some inspirational thoughts, ideas and questions from some of our list Members.

Hugs, Gary

FROM STEVE WELLS (IN AUSTRALIA)

I have found two ways of dealing with the negative beliefs and "tail enders" that you describe.

The first is that I use Provocative Therapy anyway, so am skilled at picking up on irrational beliefs and negative thought forms and exaggerating them. It is not difficult to postulate opposing thoughts for any particular positive affirmation. What is challenging is to find the ones that this particular client is affected by. I immediately start thinking of possible limiting and negative thoughts when clients start talking - and usually the ones that are provoked in my mind as they speak are right on the money. However, when this is not the case, you can just think of typical ones such as those on your list for weight problems and run them up the flag pole in turn to see if the client salutes them so to speak. (Letting the client know that it is important to identify these and eliminate their negative charge of course).

In recent times, apart from identifying the negative blocking statements and having the client tap on those, I have also been having them tap on the positive affirmation, particularly if it is one which they do not hold strongly. This is because just saying the affirmation will bring up their negative reaction and thus tapping on it can eliminate some of this charge. It can also bring the tail enders as you have called them or competing thought forms into consciousness.

Usually, I have the client say the positive affirmation and rate how much it is true for them on a scale of 1 to 10. If less than 10, I'll have them tap whilst saying the affirmation. Invariably afterwards it is more strongly held - or we are able to identify negative blocking statements to tap on.

This two-pronged approach is working brilliantly. As an example, I recently worked with a professional baseball player using this particular combination of provocative therapy and EFT (with a bit of NLP anchoring thrown in). He was able to apply these techniques

to achieve a league record for number of innings pitched without a hit from the opposing team, and also ended up winning the Australian Baseball Leagues pitcher of the year award. He is very excited and intends taking these techniques back to the states with him where he will make another assault on the major leagues. (He has given me permission to share this with you).

GC: This is a superb example of installing the positive while using EFT as an eraser for the negative blocks to our true potential. I just completed a lengthy phone conversation with this baseball pitcher (currently in Australia) who informs me that his Earned Run Average or ERA (the most often used "efficiency rating" for baseball pitchers) went from 3.3 *before* Steve worked with him to under 1.0 afterwards. If you are into baseball, this is an eye popping improvement. It is the equivalent of a golf score going from 90 to 78. I have stated many times that using EFT for performance related issues is one of EFT's most underrated features. One reason I am doing this Palace of Possibilities series is to emphasize the upside potentials that many practitioners are ignoring.

STEVE CONTINUES: Enjoying your series immensely Gary, keep it coming.

FROM DEBORAH MITNICK

Gary, My client from yesterday and today just wrote to me....

"This may be putting the cart before the horse, but here's my proposal...In a telephone session, I would like to work on affirmations to start creating the next chapter of my life. Enough "stuff" got cleared up yesterday and today that I feel like I'm ready for that. I would like to address the other agenda items soon. Would you have any available time slots March 1-4?"

So, I think I have a Personal Performance client here.

GC: Here's a prime example of moving with a client into the Personal Performance arena. This client cleared up enough issues with EFT so that goals, affirmations and the like now have appeal. As new consistent thoughts are installed, the competing tail enders will continue to show up. More to work on, of course. Only this time the client is being taken from the "whew, I'm glad that problem is over" stage to the "wow, look at me fly" stage. Pursuing possibilities is a lot more fun than purging problems.

AUTHOR'S NAME WITHHELD BY REQUEST

Firstly, just to let you know that I'm continuing to feel inspired by the "Palace" series.

I remember you mentioning something about Adrienne's mother and singing. I used to be a songwriter, and played in bands when I was younger. I have been blessed with a good singing voice but never fully realised my potential due to a general lack of confidence and stage fright. The easy option for me was to have a few drinks before performing. This turned into a habit (which is fortunately now absent) which spilled over into other areas of my life and resulted in a lot of upset for my wife and I. Now when I sing or play guitar, my wife gets triggered and remembers those times. We are working on that with EFT.

Your series has re-awakened the desire in me to follow my dreams and to utilise *all* my God-given talents knowing that any fears that are blocking the way can be addressed by tapping.

GC: This is the type of message that inspires *me* because it is evidence that this series is pointing us toward our dreams. We can all sit at our computers and talk indefinitely about our "could be's." But until we take action, we will continue to experience possibilities paralysis. We are a mere affirmation away from beginning our own journeys. We need to unload our own limits so that we can lead by example. It moves me when I read that these writings are awakening the desires in others. Talk about awesome! Can you imagine what we could achieve as a group if all 930 on this list began reaching for their own stars? I can't wait to teach this live in Las Vegas on April 23. Please be there. We are going to bring the "Palace" to life.

FROM NANCY (LAST NAME NOT GIVEN)

May I assume that using positive affirmations is different than what one normally does in the EFT technique? I was taught to tap while speaking out what I was worried about and then see if the worry was reduced in intensity when I was finished. Is the positive affirmation something you do AFTER EFT?

GC: Good question. I know there is some confusion over this, especially with EFT newcomers. The positive affirmations that are part of the Palace of Possibilities are NOT a part of the EFT procedures. EFT is designed to eliminate negative emotions and thus the EFT affirmations aim in those negative directions. By contrast, the Palace of Possibilities procedures are designed to install positive thoughts and aim in positive directions. While we are using them together in this series, they have separate goals. EFT eliminates the negative. The "Palace" accentuates the positive.

FINALLY, SOME WELL THOUGHT OUT IDEAS FROM PAT CARRINGTON ON DOING AFFIRMATIONS

Hi Gary,

I'm so excited about the way you're using affirmations. This will, I think, in itself make 'The Palace' a major contribution. I'm thrilled to think we will all be part of it, building a solid structure with you which can change the tenor of many therapists' work.

Let me share some things that are dear to my heart. They are about the extraordinary effects I have gotten from using affirmations in my own work and life since I discovered their value in 1986. To be practical, I'm going to "chunk down" (NLP term) what I have to say and send my thoughts on this to you in a series of short manageable segments. Here goes:

Slightly altered in format and called by another name than "affirmations", which I find to be a big turnoff for many people, affirmations have been a cornerstone of my psychotherapy practice for the past 13 years. It has been my experience, but may not be yours, that the traditional format for affirmations is less effective than the "Choice" method I am going to describe. This may be because the absolute declaration in the conventional affirmation (that something is "so" in present time which another part of the same person perceives as being NOT so) tends, in my opinion, to invite the very tail-enders you have been talking about. Of course this is not the ONLY reason or even the primary reason for having tail-enders, you have outlined beautifully many other and deeper reasons for them, but my thinking goes like this -- Why invite trouble? If we can make "affirmations" more palatable -- let's do it!

I've used the type of affirmations I refer to as "Choices" ever since I took Robert Fritz's stunning DMA course in the 1980's and then went on to become one of the "advanced" teachers of that method, running many DMA workshops in which I taught hundreds of people this method over a period of 5 years -- one of my favorite memories in the world. Unfortunately, the DMA course as such no longer exists. It folded (as far as I know) after it was "de-mystified" (my term) about 8 years ago. The de-mystification had been done to strengthen its appeal to business and industry. The result? The DMA organization lost its best teachers, we resigned by the droves nationwide when the course lost its spiritual power, and the shorn sheep that became "Technologies for Creating" was ironically not accepted by business and industry. The course had lost its wonder as soon as it denied its spiritual connection.

After that, instead of teaching workshop participants how to make "Choices", I began to use this tool in my private practice. It has been a pillar of my practice ever since, often enabling me to help my clients bring about transformations in their lives, not just symptom alleviation, and enabling them to "nail down" and make permanent some magnificent insights that have appeared in the course of psychotherapy. I am estimating that about 65% of my sessions with clients at the present time end up with us formulating some new "Personal Choices" which the client then takes home and uses according to the DMA formula. This procedure facilitates the psychotherapy by a multiple I can only guess at -- DOUBLES its effectiveness perhaps? It is a superb aid to healing.

Let me tell you what "Choices" are and how I personally formulate them. A "Choice" differs from a traditional affirmation in that it purposely introduces INTENTION into the equation. An example:

Instead of a traditional affirmation concerning the attainment of a new and desirable apartment, which might go something like "I live in a beautiful, sunny, spacious apartment.", a corresponding Choice might be: "I CHOOSE to live in a beautiful, sunny, spacious apartment." . The words "I CHOOSE" always precede the affirmation phrase proper.

"Well", you may think, "what difference does that make?" and here is my answer:

It puts the person making the affirmation in the Driver's Seat. His / her volition is brought into play. The person has a sense of exercising their own will, of deciding and COMMITTING to a course of action. I believe this freely entered into commitment traps the ego, so to speak, in the act of affirming the Self (what a contradiction and what a coup!) rather than, as the traditional affirmation does, simply by-passing the ego and the "reality sense" as expressed in one's awareness of present reality which may be quite

in contrast to the affirmation (i.e. one may live in a miserable, dingy, dark apartment at the moment!). Cognitive dissonance is often created by attempting to do this, and if so the affirmation is usually rejected.

This is not to say that traditional affirmations may not be a vehicle of choice in many THERAPEUTIC situations, particularly if the client is in semi-trance (as they are when they are undergoing most energy techniques -- check it out!) -- but in many instances I have found making a Choice to be MORE effective for ordinary (i.e. non-trance) therapeutic purposes.

Another advantage is that the "tail-enders", and they almost always exist. You're so right Gary!, can often be handled by the wording of the Choice itself, built into it so to speak, providing we know what they are (we don't always as you point out and finding out may take some detective work). For example, suppose on inquiry you and the client discover that she is afraid to move into a beautiful, sunny apartment because then someone extremely important to her a (family member perhaps?) might not love her anymore because they would be envious and resentful. In this event, you could build-in a neutralization for that particular tail-ender by wording the Choice along these lines:

"I choose to feel totally loved while living in a beautiful, sunny, spacious apartment."

If, after this alteration of the phrase, it remains difficult for this person to use the Choice because it's very difficult for them to feel loved under ANY circumstances, there's where EFT (or some other energy technique) comes in to remove the blocks. We might then formulate some additional Choices after doing the energy work, such as:

"I choose to find it easy and natural to feel lovable." or "I choose to feel loved", or with a Choice addressing any of the deservedness issues. The Choice which the client takes home on a (usually blue for my clients) 3 x 5 card (a "gift" from the therapist) is then used to reinforce whatever work has been done in the therapy.

An occasional person might experience the Choice phraseology as setting the goal off in the future and thus as less compelling than the direct traditional forms of affirmation. I have not found this to be the case, however. My experience has been that the unconscious does not "read" the words of the Choice in this manner, and I can't count the number of times a Choice made by a workshop participant, client, one of my friends, or me, has "come true" -- whether 2 hours from the moment they conceived of the choice, or three weeks from the date it was first used daily, or a year later.

I remember one time when a DMA class of mine decided to meet for a one-year reunion. Everyone brought to that meeting their original list of DMA Choices, made one year ago, and shared them and the outcomes with the rest of the group. What we found out is that, although many of these Choices had called for major life changes in these person's lives, upon calculating the percentage of Choices realized by the whole group, these people had received 70% of the "things" (new attitudes, relationships, career changes, behaviors, material possessions, success, love etc.) that they had asked for -- SEVENTY PERCENT! And we didn't even count the already PARTIALLY realized Choices, those which were clearly "on the way", or for that matter take into account those that were still to materialize with future persistent use of the Choices. It was mind blowing -- and it tallies with my own personal experience. Recently I sorted through a set of my 3' by 5' cards upon which my CURRENT Choices are written (some 30 or so Choices -- I usually do things thoroughly!) and I counted the number that were either already realized or thoroughly on the way to being so -- it amounted to 60% of the total choices on my list - and that was for a period of only 4 months. Results like this suggest that making a Choice effects a true connection between our little "selves" and the Universe, that they are, in a sense, messengers from us to God.

What I am saying here applies to all affirmations, be they couched as Choices or as direct reframes of present reality as in the traditional affirmation. I personally find that the traditional form of affirmation can be superbly effective in a therapeutic context and the method of choice for that purpose. For example, when I use your (Gary's) Advanced EFT Intuiting Technique, I find that by using direct statements and affirmations, with no frills, no "Choices" or anything else to impede the process, I can go right to the heart of the matter and join with the person I am working with in a deep and complete sense -- and Larry Nims' affirmations in BSFF, just as they are, seem to work perfectly -- it would be quite inappropriate to water any of these powerful statements down in any way, shape, manner or form. Choices are simply another option, a way to extend our effectiveness in those situations where the client's belief in the affirmation process needs all the help it can get.

Enough of this "chunk" on affirmations. There are a number of things I regularly do with Choices to make them more compelling and magnetic for the person, but I'll leave these for another time.

It feels so good to have somewhere to SAY all this. The 'Palace' is going to be so liberating for all of us!

With many thanks,

Pat

The Palace of Possibilities 12--The River of Money

Hi Everyone,

We are going to devote the next few "Palace" installments to the subject of money and our "abundance awareness." The writing on our walls is loaded with fiscal limits, all of which can be erased and replaced. Financial abundance is everyone's right. It is only our consistent thoughts about it that have limited our access to money. We are not denied money by "other people," the "system" or anything like that (even though it seems that way--a major illusion). Along these lines, Pat Esborg wrote the following to me...

"Dear Gary, I'm enjoying your Palace of Possibilities papers so much. Thank you! You mentioned how the "writing on the walls" keeps us from our goals when doing affirmations (and other times). So true! The one I've found present (in capital letters) for us "helpers and healers" is: "If I get what I want (particularly money, recognition and ease of living), I can't be truly helpful/spiritual" or some such variation. Seems it's an either/or choice, so people stay stuck. You seem to be a living, breathing, writing example of how money and recognition need not negate "spiritual/helping" goals, but can potentiate them. Perhaps you could say more about how you came to this place in a future paper?"

With a thank you to Pat for her queries and supporting words, I submit below the following excerpt from the How to Drive Your Own Bus transcript. After that I develop what I call The River of Money. These articles should answer Pat's query and shed much light on money and how our perception of it "rules" our accumulation and use of it.

FROM THE HOW TO DRIVE YOUR OWN BUS TRANSCRIPT

GARY: Look at the box below "My mother and father always said." There you'll see four sentences with blanks. The first one says, "Rich people are....." Please replace that line with, "People who earn a lot of money are....." [Note: this has been done for you in the manual.]

This exercise is similar to "My mother always said...." in that we need your spontaneous responses. So please complete each of those four sentences with the first word or phrase that comes to mind. This will point the way to some of your hidden passengers. I'm only going to give you 20 seconds to do all four of them. Ready...Go. [Audience writes for 20 seconds]

Now tell me what you wrote down for the first sentence and I'll write your responses here on the board. What did you write for "Wealthy people are.....?" Who's first?

AUDIENCE: Stressed out.

GARY: Stressed out. Wealthy people are stressed out.

AUDIENCE: It's supposed to be "People who earn a lot of money are...."

GARY: You are right. I'm sorry. Let's do it this way. [Gary puts a \$ sign at the top of the board] Now.... "People who earn a lot of money are....." stressed out. What's next?

AUDIENCE: [Responds with many words and phrases while Gary writes them on the board]]

GARY: "Spoiled." What's next? "Holier than thou." I hear "Lucky." What did I hear back there? "Weird." "Freer." "Giving." I hear "Worthy." I heard some other ones. "Dishonest." "Successful." "Ambitious," I hear. "Work hard." "Pushy." "Powerful." "Selfish." Okay, that'll do it for now.

Why do you suppose I had you do this? Who could guess for me?

LADY: I can't believe the people in this room.

GARY: Why not?

LADY: Everything put up there was negative. And I kept saying focused and you didn't even put that up there.

GARY: Yes, I did. I just didn't finish it. I put "focused" right there, okay? "Ambitious" isn't bad. "Worthy," which somebody said, isn't bad. You are right, however. There are many negative responses.

[To audience] Please pay attention to the words you wrote down for each of those sentences. They are clues to your own barriers in those areas of your life.

Here's what I mean by that. If to earn a lot of money is to be "stressed out," then what is going to happen when a new job opportunity comes your way that could result in your earning a lot of money? If being stressed out is a piece of your belief about that new job

your passengers are likely to say, "Oh! Look out, you don't want to be stressed out! People have heart attacks, you know!" Is that going to be an influence?

AUDIENCE: Yes.

GARY: Is it true that people who earn a lot of money are stressed out?

AUDIENCE: [Some say yes, some say no]

GARY: Are *some* people who earn a lot of money stressed out?

AUDIENCE: Yes.

GARY: Are some people who are poor stressed out?

AUDIENCE: Yes.

GARY: Well, make up your mind. [Laughter]

As long as you have the view that to make a lot of money means you need to be stressed out, then you are attempting a journey towards becoming wealthy with your brakes on. Whether or not that is your major belief, I suggest that if it came out of you then it's at least a piece of your belief system. It serves as a limit when you start to think in that direction.

[Reading from the board] "Spoiled." "Holier than thou." How many here would like to be judged by the rest of the world as "Holier than thou." [No hands raised] Yet, if a piece of your belief system links "Holier than thou" with earning a lot of money, is that going to be a brake on getting wealthy?

AUDIENCE: Yes.

GARY: Are there some poor people who are "holier than thou?"

AUDIENCE: Yes.

GARY: How about this one. They are "lucky." What does that say?

MAN: If you say someone is lucky, sometimes the inference is that they just walked into what they got.

GARY: You're right. I don't want to be a mind reader to anyone here because we all have different ideas on what these words mean. But one thing lucky could mean is that someone needs to be lucky to earn a lot of money. And if someone believes they must be lucky to earn a lot of money they may also believe that they don't have the skills to do it on their own.

They may say to themselves... "I'm going to have to inherit it or win the lottery. Otherwise, I'll never get it because I don't have what it takes. I have to be lucky in order to earn a lot of money." Is that a barrier?

AUDIENCE: Yes.

GARY: Oh, let me tell you that's a barrier. That's a big wide one that says "I really don't have what it takes. I can only go so far. I don't deserve it."

Now let me tell you what I rarely hear in this exercise. I've done this many times with many audiences and I rarely hear something like this...."People who earn a lot of money are the cornerstones of our society. They create jobs. They are innovators that create the products we have that make our life so easy."

I do see the word "Giving" up here on the board but I rarely hear anything as glowing as what I just said.

What would happen if your vision of a wealthy person shifted towards being someone who is a contributor and to be admired? What would happen to your own goals in that direction? What would happen to your own thoughts in that direction if that's what it was to be a wealthy person?

AUDIENCE: More motivation.

GARY: That's right. Because it will become more attractive to be wealthy, won't it? But so long as we have these kinds of passengers [pointing to list on board] kicking around inside our bus, we are not likely to make much progress in that direction.

By the way, this list of negatives is not your fault. We've been given this stuff by a society that tends to feed us negatives. Shad Helmstetter authored one of the tape sets in the back called "What To Say When You Talk To Yourself." He points out in there that by the time we are age 18, we have received 140,000 "no's."

THE RIVER OF MONEY

Money is neither good nor evil. Our perception of it is simply a belief that has taken up residence in our minds. Money is a form of energy that can finance everything from heavenly pursuits to holocausts. If we equate money with greed we will stifle its flow in our direction. If we equate it with free flowing abundance, it will find its way to us much more easily.

Money is abundant. It is all around us. Imagine, for a moment, the amount of money that flows into and out of your hands in a year's time. Most of it you didn't keep, did you? You only *used* it to buy food, clothing, etc. and pay your rent or mortgage. Your money was turned into goods and services for your use but continued to circulate from your hands to the hands of others. Even the money you put in the bank was loaned out to

others for other purposes.

Now imagine the amount of money that flows into and out of the hands of everyone in your family and in your neighborhood and in your workplace. That's a lot of money, isn't it? It just keeps flowing, something like a stream. Now imagine all the money that flows into and out of the hands of your grocery store and the bank you do business with. Include your automobile company, power company and telephone company. Now we are talking about a River of Money that is flowing everywhere. Sit back and observe this someday. You can scarcely make a move anywhere where money isn't flowing from one set of hands to another. And no one really keeps it. They just use it and put it in places that have their name on it. Bank accounts are like that. So are real estate, stocks, mutual funds and the like.

Now imagine all the money that goes into and out of the hands of your state or local government. More additions to the River. What about all the money that goes into and out of the hands of the U.S. Federal Government? Include Japan, Canada, Australia, the Middle East and all the European countries. Huge amounts of money. Now include the rest of the world. Trillions of dollars per day change hands all over the globe and a plethora of goods & services are created in the process. The River of Money, like spiritual abundance, is unlimited. There is no way to measure how big it really is.

You and I are standing beside the River of Money watching it flow right on by. It is so wide that we cannot see the other side. It is so deep that no one can find the bottom. And it is ours to use, right along with everyone else. Some of us approach the River of Money with scarcity thinking. We come with a teaspoon to take barely enough for our perceived needs. We somehow think that the more we "take" the more we are into greed and the less there is for others. We don't realize that the more we use the more we create. The more we use, the more we generate abundance for others through the things we buy. The more we use, the more freedom we have to extend love into the world.

Some people come to the River of Money with a teacup. That's better than a teaspoon. Others come with a 5 gallon container. I come to it with a swimming pool. Ross Perot comes to it with a lake bed and Bill Gates comes to it with the Grand Canyon. None of us, however, has even dented the size of the River. The money flows through us and creates everything from jobs to software that transforms the world to low cost EFT videos (that also transform the world).

As I said, money is neither good nor evil. It is abundant energy that flows in a River and is available to us all. It's "goodness" or "evilness" resides only in the perceptions that are written on our walls. Our consistent thoughts become our reality.

Hugs, Gary

Section 6

The Palace of Possibilities 13--More responses from Members

Hi Everyone,

Here are some recent responses from our Members, together with some of my comments. I think you will find this useful.

Hugs, Gary

FROM MARK KEARNS

If I am getting the meaning of your river of money segment, then money is nothing more than one of the physical extensions of spiritual energy. If this is so, I would be hard pressed to try to accept one and reject the other.

GC: Good point! Money is like love. It can flow freely within and around us or we can block it by our attitudes, beliefs and other writings on our walls.

We have a fascinating relationship with money and have many judgments about it. Some of us think we have to work hard to get it and we believe that if others don't work hard then they must have come by their money dishonestly. Others think that only greedy people accumulate it or that one has to step on others if one wants to get more than their "fair share." Sometimes we judge rich people because they have too much money and then turn right around and judge poor people because they have too little. Sometimes we resent rich people because we think they are lucky or have something we don't and then, at the same time, resent poor people because they are "on the public dole." Conflicts over money can destroy friendships on the one hand and cause us to "kiss up" on the other.

Money, money, money. Our attitudes about it are filled with dissonance. It's an emotional subject because our security seems to be tied to it. We need to "keep up with the Jones's" and yet we sometimes criticize the Jones's for what they have or how they use it. Our own Mercedes can bring us joy and a sense of accomplishment. Someone else's Mercedes can be intimidating to us.

You know what is really interesting about our relationship with money? It is one sided. Money has no emotions or judgments whatsoever about us even though we have many emotions and judgments about it. Money has no idea what our attitudes are about it. Further, it doesn't care. It doesn't give one twit about the financial writing on our walls. Our trials, tribulations, conflicts, etc. about money are all our own "inside jobs." In truth,

we have no relationship with money. Instead, we have a unilateral relationship within ourselves *about* money. Our fiscal beliefs were written on our walls by our parents, teachers, preachers and society in general. We read this writing constantly. It is our "truth" about money even though it is a fairy tale. It is waiting to be erased and replaced.

FROM RALPH WALKER

I just came home from a matinee viewing of "A Simple Plan," which was brilliantly done, and frightening.....and the story was how utterly the discovery of the \$4,400,000 in cold cash in the crashed plane found in the snow made for the total corruption of the finders and of others connected with them! A "heavy" moral lesson about the evils of money!

AND then, online, was your lesson #12!

And, that movie, together with "Fargo" some months back, probably put a lot of "bad" money writings on people's walls! I even found myself "buying in" to some degree today...and then thought: "Hey, there you go, back into that 'money as the root of evil' thing!"

GC: Our movies, books, TV, etc. are loaded with negative writings for our financial walls. They often have a "message" about how money corrupts and how it instigates crime or destroys families. Money doesn't do any of these things. It is how people respond to money that brings all this about. Interestingly enough, there is plenty of evidence of the good that money can do. It is all around us. There are b'zillions of dollars in charitable foundations in constant search of ways to spread healing throughout the world. There is a major story in that. However, a movie titled "The BigBucks foundation that gives to the down & out" wouldn't sell well at the box office. Touching stories of financial giving are everywhere but they don't often make it into the media.

Our perceptions about money (most of it illusory) have been written on our walls (mostly by non-experts) ever since we were two feet tall. I call this questionable bit of wisdom the financial "nitty gritty for the itty bitty." This programming is very expensive and most of us pay for it throughout our entire lives. It's all erasable and replaceable, of course, but the first step is to recognize the fiscal fiction within.

FROM BARRY JAY

Just a note of thanks to say that I am deeply touched by your piece on affirmations. You have articulated something I have been feeling and doing only on an inconsistent basis. By saying this so directly and clearly, you have given me a structure, and ' psychological

permission' to focus on affirmations in a regular way. I am truly becoming the ultimate therapist.

GC: Thanks for this. Actually, we are constantly doing affirmations. They show up in our self talk and our everyday conversations and serve to keep us "where we are." It is only when we take charge of the process that we can become the conductor of our own symphony, the author of our own book.

FROM MARY SHERIDAN

Thanks for the Palace. In your experience, how many affirmations/goals are optimal at any one time? Is it best to focus on just one thing at a time, or is juggling multiple goals just as effective?

GC: This is a personal choice. I have tended to do only one or two at a time but I know people who put together 10 or 20 and do them all at once. It depends on your enthusiasm and how big your WANTS are.

FROM VIRGINIA SABEDRA

Loving your posts. Your lemon demo is great and I use it with my clients & class participants as well. The following is something I also give my clients and/or class participants. You've probably already seen it, but here it is anyway.

- Watch your thoughts; they become words.
- Watch your words; they become actions.
- Watch your actions; they become habits.
- Watch your habits; they become character.
- Watch your character; it becomes your destiny.

by Frank Outlaw

FINALLY, HERE ARE SOME MORE THOUGHTS ON AFFIRMATIONS FROM PAT CARRINGTON

The 'Palace' continues to be an outstanding piece of work -- absolutely the best thing I've seen yet on affirmations.

I'd like to add some words about your point re: the "pulling power" of affirmations. I agree with your observation in spades! Affirmations must "pull" to be effective. A dull

affirmation is like a dull ad -- you just skip over it, don't attend to it, and it has negligible impact. In fact, an affirmation IS a sort of ad, made up by you for yourself as consumer. The person who must be sold is YOU -- you've got to buy into the goal you are trying to bring about.

This concept has led me to try to make the language of an affirmation (or "Choice" , the form in which I usually cast them) as colorful, appealing and attention-getting as it can possibly be. This has worked beautifully for many people. Here's how I go about it.

Wherever possible, if it doesn't rob the affirmation of its basic punch which sometimes comes from using a few short, strong words sparingly, I add a carefully selected adjective or adjectives to make the affirmation as appealing as possible. I want it to draw the person like a magnet toward the goal they seek. The repeating of the affirmation should be a source of so much pleasure that the person wants to keep saying it over and over simply because it's so enjoyable to do so.

Here's what I mean:

Suppose someone wants to be more effective in communicating with a family member who tends to find it difficult to pay attention to what this person says. An appropriate affirmation might be:

"I communicate in a way that gets my points across to X." This in itself might be a very effective affirmation and no change might be needed.

However, a more "pulling" version might be:

" I find a creative way to get my points across to X." (The word "creative" adds a touch of suspense here -- what, we may wonder, would a "creative way" to do that be?)

And we might add another kind of appeal by saying:

"I surprise myself by finding ingenious ways to get my points across to X." ("Surprise" is a word that can draw us to an affirmation. "Ingenious" piques our curiosity and is intriguingly positive).

To take another tack, we might make the affirmation "pull" by stating it this way:

"I find it easy and enjoyable to get my points across to X."

The word "easy" is a great way to make an affirmation effective because we tend to make everything we do much harder for ourselves than it need be -- a kind of grim task -- but when it becomes easier, then we DO that task. (I'm making it easy for myself to write these comments right now by using this "easy" affirmation -- it feels great!)

Along these lines, one of the most useful All-Purpose affirmations I know was suggested to me some years ago by a friend of mine who told a colleague who was anxious about grasping the principles of a course they were both taking, to "Let it be easy John" and it worked like a charm. John relaxed and enjoyed taking the course from that point on.

This is the all-purpose affirmation about ease:

Stated as a command: *"Let it be easy."*

or

"I let it be easy.",

or

stated as a Choice: *"I choose to let it be easy."*

This affirmation can be applied to almost anything to make our lives more livable and fun. I use it all the time and it has radically changed the way I go about a lot of things -- in fact, right now I've just decided that I should use it MORE in my daily life.

Another word than can add a strong appeal to an affirmation is the word "fun" -- as in:

"I find it FUN to exercise on my treadmill."

or

"I find it FUN to think up new ideas for the project."

We love anything that's fun. It draws us irresistibly.

Other ways to add "sex appeal" to an affirmation is to use adjectives such as:

- comfortable
- delightful
- ingenious
- creative
- safe etc.
- or others -- to describe the behavior or outcome we seek.

Once you get the hang of spicing up affirmations you'll be inventing endless ways of making your desired goal draw you irresistibly to it. When you do that, half the battle is won.

Gary, I'm thrilled that you're giving affirmations the real place of honor that they deserve! What a book this is going to be!

The Palace of Possibilities 14--Money: Perceived barriers or "impossibilities"

Hi Everyone,

I just had a lengthy phone call with Barbara Kantner who wrote me the message below. Very productive. The essence of her query has to do with money and some of her perceived barriers, or "impossibilities", regarding it.

I've been waiting patiently for something like this. I know that out of the hundreds of readers on this list there are many who give a mighty "harumph" when they read my ideas about creating abundance through affirmations, daydreams and other forms of thought. I am sure that some consider me unrealistic, out of touch, Pollyanna, etc. Please let me hear from you. Give me your "yes but's." Tell me where the Palace principles fall short and let me respond. Tell me where you have a problem with any of this. Give me "what if's" and challenges. Don't just sit there and read. If you resist, let me know. This is how we learn. Please include your phone number in case I need to call you.

My responses to Barbara are interspersed within her message which, by the way, was very tactfully and respectfully submitted. We all owe her a thank you for being the first to bring up such a challenge.

Hugs, Gary

FROM BARBARA KANTNER

Hi Gary, I'm also loving your Palace writings and all your thoughts about affirmations are stunning. I, like so many, have tended to dismiss them as "flaky" and "unrealistic" and therefore haven't given them a chance. To combine them with tapping out the tail ends is just brilliant.

Re money. I agree with much of what you and others have written, but there's something in all this that makes me uncomfortable. I think it is the fact that we are all well-fed, well-clothed, well-housed, well-educated, highly privileged members of the human race (for whatever reason--too big a subject there!). Even my "poor" clients on welfare rarely lack what is considered in other parts of the world to be an unimaginably luxurious lifestyle--heat, running water, refrigeration, personal TV, home telephone service, and so on. I've done a fair amount of traveling—South and Central America, Russia and FSU, India--and have seen up close and personal what it's like to live in the Third World, or whatever we want to call it. I am also keenly interested in environmental issues with their multitude of ramifications.

The sticking point for me in the "let's all have as much money as we deserve/desire" is that if I do, if ALL of us do, if ALL of us here in the US and Western Europe do, if ALL

of the "wealthy" people living all around the world continue to live in the way that we are accustomed to, or aspire to in a MATERIAL sense, there is simply no way that everyone else can follow in our footsteps. The "carrying capacity" of the earth is simply not great enough. There are, unfortunately, very real limits to growth.

GC: I acknowledge all of this. Indeed, there are challenges all over the globe. Hunger, poverty, war and material inequities are but a few of them.

They are all in need of change. The question is, how do you change them? Do you enact laws? Will they do the job? How do laws alone affect change? Can we, for example, pass a law in the U.S. prohibiting poverty and expect it to go away?

Lasting change begins with a thought. It simmers awhile and then gathers momentum. Sometimes it becomes a mission. Gandhi had a mission. Abraham Lincoln had a mission. Martin Luther King, Jr. had a mission (he called it a dream). These are all thoughts. Change begins with thoughts. This is true whether we want to change social structures or our own income.

BARBARA CONTINUES: Now, I deeply believe that there are many other and better and more sustainable ways to do things like heat our homes, grow our food, transport ourselves around, etc. than the massively wasteful ways we do those things now, but there are very serious problems to getting from here to there. Not to be pessimistic, just "realistic." We do have to realize that for most of us here in the US, our "money", our wealth in a broader sense (material wealth) does ride on the backs of poor people, desperately poor people, in other parts of the world. Or on the backs of the unsuspecting animals and plants that happen to be living where mining, logging, polluting, killing, etc. is taking place. That unfortunately is how this great engine of capitalistic prosperity that we so enjoy the fruits of is fueled.

GC: Yes! All of this is true. It is "realistic." In many instances (not always) we do generate our material wealth in "*massively wasteful*" ways and sometimes (not always) we do so on the "*backs of poor people*" as well as that of plants & animals. Yes! Yes! Yes! Who could possibly argue to the contrary?

However, I spy an unnecessary "limit" here. A personal one, Barbara, that is reflected in your written words as well as those we spoke of on the phone. When it comes to creating extra income for yourself, I see some writing on your walls that says something like, "*It is unethical to make too much money because it is being done at the expense of poor people and our environment.*" Hey! No criticism here. That is a very common type of tail ender. Thanks for letting me share it with the list.

Remember, though, money is inert and has no opinions about anything. It is completely unaware of, and doesn't care about, our individual attitudes toward it. It just is. Some people pursue it relentlessly out of their own insecurity and seek to pile it up regardless of what their pursuits do to the environment or other people. If they care at all, they just rationalize it away.

Other people, like you, can use it in productive ways. You do not have to do it *"at the expense of poor people and our environment."* You can, instead, finance environmental awareness with it. You can bring about programs designed to make a shift toward change and equality for all. You can finance spiritual growth if you want. More money gives you more options. Whether you choose to go the route of the greedy plunderer or the spiritual altruist is up to you. However, as long as you equate the generation of ALL financial abundance with environmental insults and taking advantage of the poor, you will be stopped in your pursuits. This tail ender will keep you "where you are" and "limit" you to just talking about the problem instead of generating enough money to help finance your efforts at being a true force for change. Money is neither good nor evil. It is a form of energy. It can be used either greedily or spiritually. It provides options, that's all. What you do with those options is up to you.

BARBARA CONTINUES: So where does this leave me? I'm not sure how all this comes out in the wash, just that I struggle with it all. How does one live sustainably and lightly from one's deepest ethical principles (and informed scientific understanding) and, at the same time, not allow oneself to slide into a psychology of deprivation and asceticism. That is just as unhealthy, obviously--to go about being grim-faced and moralistic, refusing to heat or drive or eat anything that doesn't come from one's own acreage, etc. Either end of the spectrum can catch one up just as nastily as its opposite. . . .

GC: *Living "sustainably and lightly from one's deepest ethical principles"* has nothing to do, in my experience, with how much money one has. It only seems that way. Once you get behind that notion, however, and recognize that this link is simply a fiction written on your walls, you take your first steps out of that confining room into the more expansive rooms that await you in the Palace of Possibilities.

Ethical bankruptcy, to me, has nothing to do with one's material wealth. Are there unethical poor people in the world? Sure! They lie, cheat and steal just like their rich counterparts. Are there spiritually oriented poor people in the world? Sure again! They honor and love others just like their rich counterparts--just like you.

Barbara, the love and energy behind your concerns are obvious and are clearly reflected in your writing. We need more people with your motivation. Perhaps this is true "mission material" for you. If so, you might start with an affirmation like, *"I am a loving and financial conduit for healing change in this world."* Then daydream about it. Imagine yourself vividly in this place. What would you see, hear and feel if you were actually there now? Have fun with it. Dream. Be a kid. Let your antenna show you the many opportunities available to you. Be silly. Go beyond your own version of "reality." No telling what you might find.

The Palace of Possibilities 15--The world's greatest psychotherapist

Hi Everyone,

I've had many requests to go over the details of the affirmation & daydreaming process that led to the sizeable increase in my income. I will do that next time. But first, I need to share with you some background information that relates to what is to come.

It has been my privilege to know, and be shaped by, the world's greatest psychotherapist. Interestingly, she has no formal training in psychotherapy whatsoever and has no grasp of "therapese" terms such as secondary gains, PTSD and the like. In fact, I don't think she has ever read a book on psychology. She didn't graduate from high school either. That's because she gave birth to me while she was still 16!!

Mom is my greatest gift. Long before I ever thought of The Palace of Possibilities, Mom was writing good stuff on my walls. It was non-stop, too. Every time I did anything that was even remotely meritorious, Mom was genuinely astonished. And, over and over again, she told me so in glowing terms. It was unbelievable to her that she could have given birth to such an immensely "talented" child even though, in truth, I was born with no more than the standard raw material. Perhaps it was because she came from a very poor family of four children and no father. Perhaps it was because her mother told those children (including Mom) that she wished they were never born and resented having to scrub floors to support the family by herself. Perhaps it was because Mom always felt inadequate because she couldn't afford underwear and was ridiculed and unwanted by the other children in school. She often sat by herself in a remote corner of the playground during recess.

I remember coming home from school one day (I was in the third grade) and telling Mom, with pride, that I got third place in a spelling bee. Now, admittedly, that is a reasonably good accomplishment from a class of about 25 students. But to Mom it was yet another of an endless string of achievements by "Wonder Boy." She told our neighbors and friends, of course, and for the next couple of months adult visitors would ask Wonder Boy things like, "How do you spell garage?" I would perform, of course, to yet more accolades.

This kind of thing went on constantly as I was growing up. Mom came to every sports event of mine and sang my praises regardless of how I performed. So did Dad, although he was less vocal than Mom. Even on a bad day, Mom would point out the positive to me. She would say things like, *"See, if it wasn't for you catching that line drive in the fourth inning, the score would have been worse. You don't see the wondrous things you do."*

That's how I grew up. Sure, I was spanked a few times for misbehaving but it was never because I was bad. It was always because my behavior needed correction. I was always clear about that distinction. Also, even though I'm sure it probably happened, I have no

recollection of ever being yelled at by my parents. The positive writing on my walls was so profuse and far reaching that the negative rarely touched me for very long.

How would you like to have Wonder Boy (or Girl) written on your walls in HUGE CAPITAL LETTERS? Would that induce belief in yourself? Would it influence your ability to flow freely within this world? Would you tend to live up to this image of yourself and create a world around you that mirrors your own beliefs. Sure. This is what we all do. So do our clients. If you want to know what has shaped someone, just read what's on their walls.

The writing on our walls, however it got there, is our version of the "truth" about ourselves and the world around us. When we are young, the writing is done by others, particularly by our parents. Our parents, then, are often our most important psychotherapists. Their handwriting is all over our psyches. When that writing is supportive, as mine was, we tend to focus on possibilities rather than problems. The words, "can't" and "should" have limited effect on us. We buy into fewer "limits." I'll say it again. Mom is my greatest gift.

I tell you all this because when I formally used affirmations & day dreaming to increase my income, I didn't have much in the way of EFT'able traumas, beliefs, phobias or the like to deal with. In fact, this was years before EFT was even thought of. I simply overwrote my negative writing with a large dose of the positive.

So, my upcoming financial application of "Palace Principles" will be without the EFT piece. Although it wasn't critical in my case, it will likely be necessary for many clients. My example will, instead, be the pure use of affirmations & daydreaming. Properly done it is very powerful.

Until next time...

Hugs, Gary

P.S. Mom doesn't know how to use computers so she isn't on this email forum. I will print this out and give it to her. I'm sure she will appreciate her title as "The world's greatest psychotherapist." However, I can reasonably predict that she will respond with something like, *"Oh Honey, you write so well. See how much good you do?"*

Isn't she wonderful? What a gift!

Section 7

The Palace of Possibilities 16--From \$18,000 to \$400,00 per year

Hi Everyone,

Our consistent thoughts become our reality. That is our main message in this series.

The evidence of this is all around us, particularly in the financial arena. The type of occupation(s) we have, the manner in which we get paid (salary, commissions, fees, incentives, etc.) and the amount of money we earn are direct reflections of the net quality of our consistent financial thoughts. More accurately, they are direct reflections of the blend we make between our empowering financial thoughts and our limiting ones. It is the balance between them that we settle for.

Here is an excerpt from my "How to Drive Your Own Bus" transcript that explains this.

FROM THE HOW TO DRIVE YOUR OWN BUS TRANSCRIPT

GARY: I have some business passengers on my bus that are worth exploring. At age 30 I was earning \$18,000 per year in the life insurance business and felt that I was performing far below my potential. One day a man came by our office to talk about the same kind of things we're talking about here. And I knew what he was saying was right. I was enthralled by him and hung on his every word.

Later he took me aside and said, "Gary, you are earning \$18,000 per year now. How much would you like to earn?" And I said, "\$40,000 per year." That's more than twice, isn't it? Then he said, "Well, you're driving with your brakes on."

No truer words were ever spoken. I knew, intuitively, that he had hit my bulls eye. To make his point he asked me to describe to him what a wealthy person was like.

GARY: A wealthy man? [Gary goes out into the audience] That was an unusual question, of course, but I gave it a shot. I said, "Well, okay. It's a man. And he's kind of portly and he's middle aged and he has this big long cigar". Do we have a cigar? [Adrienne brings cigar] [To Don] Don, would you like to be my wealthy man. I want you to look like a wealthy man.

DON: Lots of luck.

GARY: [To audience] Okay, Don is going to be my wealthy man. [To Don] Now hold this cigar, Don. I think wealthy people hold it Groucho style, like this. [To audience] So this is my wealthy person. Not only does he smoke this stinky cigar, but he also drives a

long black limousine that pollutes everything. And he lives in an opulent house. And he is dishonest. And he steps on people on the way to becoming wealthy.

If I were to ask each of you here to describe a wealthy person, how many of you would have picked at least a piece of that for the description? How many? [Many hands raised] That's interesting, isn't it? But that's the image I had.

If I have that kind of an image in my mind--a subconscious consistent thought of what it is to be wealthy--is that a brake on my getting there? Am I driving my bus with my brakes on? You bet. See, when I started to do well in business, an image of this "wealthy man" came up and a passenger said, "You don't want to be judged that way by others, do you?"

DON: No.

GARY: [To audience] Of course not...and as long as that passenger sits in the front seat of my financial bus, I'm not going anywhere. [To Don] Why don't you stay there as my wealthy man while I explore another passenger on my bus. This next one says "Salespeople are pests." [To lady] Could you stand up please?

As long as I have the belief somewhere on my bus that salespeople are pests, am I going to be as effective in sales as I could be? No way! That kind of belief only serves to put on the brakes. So when I went to a building to make a cold call and the sign on the door said "No solicitors", what came up in my mind? I'm a pest, right.

AUDIENCE: Yes?

GARY: This is my father. [To Samantha] Would you stand up, Samantha. [To audience] Could we have a hand for my father? [Applause]

My father was never a business person. He always worked for the government and never ran his own business. He would sit at the dinner table when I was maybe 12 years old and get angry about the people at work. And he would complain about rising prices. His temples moved while he was talking because he was so aggravated. And as he talked about rising prices, this is what he would say, "The only reason they raise prices is because"--now watch this--"the only thing they care about are their profits." [Gary's lip curls into a sneer] Did you see that? "Profits." [Laughter] "Profits".

Now when he said that in the presence of this impressionable 12 year old boy, what kind of message did that give me about making profits?

AUDIENCE: Making profits is bad.

GARY: Does it become a consistent thought on my bus? Is it in my way?

AUDIENCE: Yes.

GARY: Sure, and it's in the background. I call it a hidden belief.

Here's, Marilyn. [To Marilyn] Would you stand up for a minute, please. [To audience] This is another passenger on my bus. I'm going to call her "America the Beautiful" because this passenger says, "You live in America, the land of the free. Where the profit system provides the greatest standard of living in the history of mankind. Participate." How many here have a passenger like that? [Many raised hands] A good, positive passenger, right? Yes, this is the land of opportunity and you are part of it.

[To Nancy] Would you please stand up for me, Nancy. [To audience] Nancy is another passenger on my bus and she says, "If you make a lot of money, you're a good provider." How many have a passenger like that? [Raised hands]

[To Sherwood] Could you stand up for me, Sherwood...thanks. Sherwood is yet another passenger and he says, "If you make a lot of money, it's a badge in society and people look up to you." How many have a passenger like that? [Raised hands]

See, I have many money passengers. I have some good passengers that support my business efforts and I have others that have their feet on my brakes. I want to ask you a question. When I come to a financial event in my life--a decision to make--a sales call to make--or whatever--and I have both sets of those passengers echoing at me, what do I do?

AUDIENCE: Have anxiety.

GARY: Anxiety...sure. But here's what else I do. I react in a manner to satisfy, as best I can, both sets of passengers. I make enough money to satisfy the fact that I need to be a good provider, I live in America, etc. But I don't make so much money that I'm going to feel guilty for being a wealthy dishonest business man, a pest and so on. And do you know where that level was for me? \$18,000 a year. [Laughter] You are laughing but that's very serious. Look at the income you make. That is where you draw the blend between your good and bad financial passengers.

Let's give all our passengers a hand. [Applause]

So, that "blend between our good and bad financial passengers" is the same as the blend between our empowering and limiting thoughts about money. We all have empowering and limiting financial thoughts and the amount of money we make tends to land at the balance point between the push and pull of these two opposing forces. Our job is to move that balance point. We can reduce or eliminate the limiting thoughts through EFT and can bolster the empowering thoughts through Daydreams and Affirmations. This moves the balance point more toward the financial abundance end of the scale. As the limiting thoughts fade and the empowering thoughts gather momentum, our financial awareness, decisions, attitudes, etc. bring new opportunities into focus (through our Antenna) and

our financial life begins to unfold in line with our new balance point. This isn't just theory. This is how it works. Our consistent thoughts become our reality.

Now come back with me in time to 1970 (my age 30) when I was earning \$18,000 per year as a life insurance salesman. We are going to investigate the inner workings of my Affirmations and Daydreams to see how they served to escalate my earnings to \$400,000 without will power, extra effort or anything like that. This was 25 years before EFT was born so EFT wasn't available to take care of the "yes, but..." endings to my affirmations (the tail enders). Fortunately for me, the severity of those tail enders was light enough for me to simply overwrite them with mega-doses of positive writings for my walls. Accordingly, the story I am about to tell, while missing the EFT piece, has the advantage of displaying the pure power of Affirmations and Daydreams.

By 1970, I had graduated from Stanford, finished my tour of duty in the Army and had worked in the life insurance for about 5 years. My \$18,000 income was just barely enough to support my wife and 3 children. I knew I was capable of much more but, somehow, I just wasn't doing it. Earning more was a true WANT, and not a should, because I was driven by a need to avoid the plight my father faced. There was never any excess money in my family and my father's angst and his working, working, working at a job he didn't particularly like caused him stress, ulcers and so forth. He was forever gritting his teeth because of the pressures he took on. To me, more money meant freedom from that. Nonetheless, I was not getting ahead financially. I was simply traveling in the financial footsteps of my father.

Then I met Dick Oakley of the PACE seminars. He is the one who told me I was driving with my brakes on. He helped me formulate the affirmation that eventually took me up the financial ladder. It went like this...

"I earn, easily and consistently, \$40,000 per year."

Let's take that apart. First of all, this goal was a true WANT as I explained earlier. That's important. Second, the \$40,000 per year, even though it was more than twice my current income, was still within my belief system. It was big enough to be exciting yet small enough to be do-able within my beliefs. It was also stated in the first person, present tense as though I had already accomplished it. This is important because I was conditioning new consistent thoughts. I needed my system to get the idea that this was my true self image NOW--not that it would be that way someday in the future. I did not view this as lying to myself. Rather, I saw it as the purposeful conditioning of my financial thoughts. That is a big distinction and one that must be acknowledged if progress is to be made.

To me, the truly elegant part of that affirmation was the "easily and consistently" wording. Please note that I didn't say, *"I do whatever it takes"* or any other "will power" type of phraseology. In my opinion, if we resort to will power for anything, our odds of permanent achievement are quite small. We may temporarily achieve our goal through "gritting our teeth, clenching our fists and doing what must be done" but, in most cases, we will simply revert back to our previous status. Why? Because we haven't changed our

consistent thoughts. As a result, our resident consistent thoughts will pull us back into our previous "reality." Will power, if successful, tends to provide temporary results and that's all.

So I began saying that affirmation 20 to 30 times per day. I wrote it down in the morning on a piece of scratch paper. I said it 2 or 3 times over breakfast. I said it many times in my car as I was driving throughout the day. I said it at night between my mashed potatoes and string beans and I said it just before I went to bed. To me, it was a beautiful phrase. It depicted a state which I truly wanted and believed was possible.

As I was saying this, incidentally, I was not operating under a time deadline by which it had to be accomplished. I didn't know how long it would take to condition my mind and to overwrite some "old stuff." So I was willing to wait it out. I did NOT make more cold calls nor did I go to work earlier or get home later. I just kept doing what I had always done to earn \$18,000 per year and let the mental conditioning move me naturally in the proper direction.

I also had some models that I admired. There were two men in my insurance agency, Merv Dowd and Jim Placak, that were seasoned in the business and were earning \$80,000 to \$100,000 per year. They seemed relaxed, composed. They were doing it "easily and consistently." If they could do it, so could I.

Along the way I found myself writing in a journal about the "new me." Nobody told me to do this. I just did it. I would write down all the details of what it would be like. I would write about how it would feel to get those larger paychecks and pay the mortgage as though it was nothing. I fantasized being in my new car with the leather upholstery. I wrote about talking to the rest of the agency about "how to do it" just as though I was Merv Dowd or Jim Placak.

Then I started Daydreaming about it. Nobody told me to do that either. I just did it. This was really fun. I did it mostly while driving on the freeway between sales call. I would spend a half an hour on the freeway in that "in-between" state wherein our minds tend to drift off into daydreams. I call it "Highway Hypnosis." The only difference was that I purposely shifted those daydreams to my "easily and consistently" financial goal. Our imaginations are really fun if we allow ourselves to use them. In no time I had myself way beyond \$40,000 per year. I was, in my mind, the nation's most renowned expert on life insurance and was perpetually asked to give speeches around the country. I had 20 employees keeping track of all the business I was generating. What fun! Was I *just* fantasizing? No! I was doing more than that. I was setting my sights higher. I was moving that balance point between my limiting thoughts and my empowering thoughts into new territory. That is how change is made. It starts with a thought and builds into a dream. The dream then takes us in a new direction. How true. How basic. How simple.

After about two months of this, there was still no noticeable change in my income. However, I did notice that my previous negative financial thoughts about (1) rich people being greedy, (2) my father's view of "profits" and (3) the notion of salespeople being

pests seemed to have faded. Interesting. This is the kind of thing that EFT does so well but, in my case, the simple overwriting of this negative writing by big doses of the positive seemed to do the job. I still had a little of that "pest" thing but it was nowhere near what it was.

Actually, I STILL have some of that "pest" thing about salespeople, but now it has a different flavor to it. My perception is that *some* salespeople are pests but *professional* salespeople (like me) are not. I used to think, "*all salespeople are pests.*" Now I think, "*salespeople without integrity are pests. The rest perform a valuable service.*" How's that for a healthy (and true) distinction? It came from my Affirmations and Daydreams and has become a permanent foundation under my business success. It was a major reframe that happened as a natural consequence of purposefully thinking outside of my "limits."

Please notice that at no time did I try to formulate the "how" of what I was Affirming and Daydreaming. To do so is a major mistake. Most people try to figure out how to achieve their goals *before* they begin conditioning their thoughts in that direction. Then, if they don't find an acceptable "how," they won't bother doing the affirmations, etc. Who wants to affirm something that will only lead them into an unacceptable "how?"

In my case, my "how" would have included making more cold calls (ugh!), getting up earlier in the morning, working on weekends, sacrificing time with my family AND (the big one—ta da!!) calling on wealthier people that were "bigger than me (Gulp!)" Oh my! How could I possibly call on business owners that had employees and were making more money in a month than I made in a year? Why would they listen to me? I was too young. I didn't have enough experience. I wasn't on their level. I didn't belong among these successful people because they were all "bigger than me."

Do you hear a big time "inside job" here? I hope so. It seemed so real to me at the time because it was clearly written on my walls. It was the "truth" as I understood it. I may have felt "good enough" (thanks to my Mom's writing on my walls) but I wasn't "big enough" (thanks to other writing on my walls).

So, if I had tried to figure out the "how" ahead of time, I would have become discouraged and may never have started. Instead, I recognized that just conditioning my thoughts (without confining the process within my "hows") would allow my Antenna to do its job. My job was simply to start the ball rolling by aiming Affirmations and Daydreaming at a clear WANT (goal). The rest of the process, including the "how," would unfold quite naturally.

After about three months into the process, the notion of calling on bigger prospects began to occur to me without the same intensity as usual. Somehow, it seemed more do-able. My mental conditioning appeared to be taking me in the desired direction although I still wasn't ready to start calling on all these "big people." My antenna then gave me the answer. Why not *imagine* calling on these "big people" with the same comfort as if they were on my level? If I could do this with other parts of my life, why not this one? So I began Daydreaming about speaking with business owners as though they were my

fraternity brothers sitting down with me at the local tavern for a beer (just like I used to do in my younger days). I Daydreamed this with frequency and found great friendship and comfort within the process.

Over and over again I would imagine this. I would cut photos of business owners out of newspapers and talk with them as though they were my fraternity brothers. I'm convinced that EFT would have gotten me past this much more quickly but, alas, EFT was not around at the time. Eventually I conditioned myself to have this comfort level and began calling on business owners. My age, relative inexperience, etc. were factors in how I came across, of course, but so were my enthusiasm, vigor, forthrightness, etc.

Calling on business owners became a fun thing to do and many became my clients and friends. They were actually more fun to work with than those who, like me, made \$18,000 per year. They were better decision makers and their decisions always involved larger policies. In short order I began wondering why I ever delayed doing this. Calling on "bigger people" was actually easy. Soon, I considered myself to be on their level, a respected advisor. And I've never looked back. To this day, there is no one on the planet whom I consider "bigger than me." Some may be wealthier, better known or whatever. But that doesn't make them bigger than me.

As you might imagine, within a year I was earning at the rate of \$40,000 per year. So I raised my affirmation to earning "easily and consistently" \$60,000 per year. Then I went to \$80,000, \$100,000 and on up to \$400,000 where I finally got bored with it and realized I had other goals (of a spiritual nature) I would rather achieve.

Each level of income increase brought with it an elevated level of my "abundance awareness" until, eventually, I concluded that money was nothing but energy that reflected one's thoughts on the subject. Then I realized that this is true of everything. Nothing has any meaning except the meaning we give it. This is true of money, friendships, marriage, parenting and Sunday football games. These things are good or bad, fun or burdensome, light or heavy, etc. depending on what is written on our walls.

The meaning of everything is written on our walls. They are our consistent thoughts and, like it or not, our consistent thoughts become our reality.

Hugs, Gary

The Palace of Possibilities 17--Martha's money blocks

Hi Everyone,

Over the past week I received several questions and challenges regarding "Palace Principles" and how to apply them. Thank you. I'm going to spend the next few installments covering some of these inquiries because they provide us with "real life" examples.

The first one comes from "Martha" who has money blocks. She says....

"One of my "yes, buts" about making lots of money is finding myself in a higher income tax bracket. Thus....."

1. If I earned more \$, I'd have to pay more taxes.

2. If I earned more \$, I might be in a higher tax bracket and have to pay more of what I earn now in taxes.

3. Tax money is used for good things like roads and feeding the poor, but most of each tax dollar I pay goes for destruction. According to the Friends Committee on National Legislation, in Fiscal Year 1996, 24.4% of actual outlays (excluding trust funds) or \$279.4 billion was for current military expenses. 18.5% (\$221.8 billion) was for past military expenses. Thus, 42.9% of the FY1996 Federal Fund budget was related to military spending."

So if Martha were to use an affirmation like, "I earn, easily and consistently, \$_____ per year," she would be stopped by the above tail enders. They would cause conflict within her and thwart the affirmation.

This is a rather common money tail ender and that's why I chose to address it first. I spy another tail ender within her words and we will address that later. But the first level is that, to Martha, earning more money means more taxes that finance destruction. This needs to be dealt with if her affirmation is going to pull her into more financially abundant tomorrows.

Are her beliefs true? Sure. I don't know anyone who disagrees with them and, in my opinion, she should be heralded for her concerns. However, her way of dealing with this wider social problem is simply to curtail her earnings. In the scheme of things, this is not a very loud voice for fiscal/military reform. In fact, the only one who gets the true impact of her "sacrifice for social good" is Martha. The writing on Martha's walls has set her up to feel resentful and/or guilty about earning more money. Think about this bind. If she earns more money she will feel resentful and/or guilty. If she earns less money, she will approach poverty. That's a no win deal. Not one person on the planet is better off because of it. Not even Martha.

My approach to this would be to reframe her link with these negative consequences for earning more money. However, I would want to pave the way first by using EFT on any resentment and/or guilt that may be lingering within her system. It is one thing to be aware of the tax/military situation and to have concerns about it. It is quite another to have unrealistic resentment and guilt. I might start with...

"Even though I resent paying more taxes and having part of it spent for destruction...."

"Even though I feel guilty about the destruction that my tax dollars are funding..."

Remember, we are not taking away the reality of the situation, only her unnecessary limiting emotions. My guess is that this tapping will take us down other paths, all of which will lead to tappable money blocks.

With diminished resentment and guilt (and whatever other tapping issues arise) we are ready to conversationally explore some reframes. I find reframing, by the way, a remarkably easy process when competing emotions have been minimized. This assumes, of course, that the reframes are ecological within the client's perspective.

For example, I might explore the tax laws with Martha and bring to her attention her legal right to give about half of her income to a tax exempt charity. That means she could double her income and give half of it away to a charity that promotes peace. This would leave her with the same net income (and taxes) that she is used to and, at the same time, materially help fund an organization whose aim is to alleviate the destructive ways of our civilization.

Further, if she was really adamant about ending the world's destructive tendencies, she could form her own charitable organization and raise \$millions for peaceful purposes. As an employee of her own charitable organization she has available to her additional tax breaks that would allow her to increase her standard of living without paying any more taxes. Further her charitable organization could pay for all of the travel expenses, meals, car, etc. that are necessary in her missionary pursuit. Further still, the \$millions she might raise from others would be exempt from taxes. Thus she could, by her efforts, siphon away sizeable resources from the military machine. Perhaps she could even justify drawing a larger salary knowing that her extra income taxes would be a mere fraction of what she would be diverting away from the tax collector.

The nice thing about these reframes is that, like all effective reframes, they are absolutely true. They are, indeed, irrefutable. If, in fact, Martha's "higher tax tail ender" is the only thing in her way then she could begin using affirmations and daydreams designed to pull her into an exciting future--perhaps even a mission. She could affirm...

"As President of the Peaceful Pursuits Foundation, I joyfully use our \$5 million to influence the quality of life for everyone."

She could daydream as though she is currently in this position, imagining (1) the decisions she is now making, (2) the look on other's faces as peace comes to their country, (3) her own feelings of accomplishment, (4) her television appearances, etc. Remember, dreams don't necessarily come true but they DO take you in directions.

Once EFT has freed her from the original limiting emotions, she is free to affirm and daydream. This is, of course, "erasing and replacing" the financial writing on Martha's walls so that new consistent thoughts can become her new reality. In my experience, she is likely to let go of the original link altogether and allow herself to earn \$500,000 or more. With her Antenna set in motion, the "hows" will start appearing, more options will open up and she will soon move into her new residence on Abundance Avenue.

If there are no more competing tail enders, then Martha is on her way. EFT will have erased the negative financial writing on her walls thereby giving her much needed Belief Relief. This allows the affirmations and daydreams to do their "replacement thing" by installing wording that will pull her into the tomorrows of her choice.

However, I said earlier that I spied another tail ender within her words. I could be wrong, of course, but if the aforementioned affirmations and daydreams "aren't working" it will be because one or more other tail enders are surfacing. Here is the one I suspect is lurking in the background for Martha.

"I have to work hard for my money and I'll be darned if I'll give a bigger a piece of my sweat to the government."

That "have to work hard for my money" mantra is rather standard writing on our walls. Most of us have been conditioned from childhood that we must work hard for our money. Many of us have writing on our walls that says, "A hard day's work for an honest day's pay." That's nice sounding, of course, but boy what a fiction! It's a financial prison of our own making. It says that if we earn a lot of money without getting worn into the ground, we must be dishonest, lazy, lucky, non-spiritual or something negative like that. Absurd.

Let me draw a distinction on this "work hard" thing. To me, working hard means efforting at an unrewarding job in order to eke out a paycheck. Oh Gawd, how miserable! By contrast, one who is enthusiastically pursuing their goal or mission may be putting in far more hours than someone confined in the "work hard" prison. But, to me, they aren't working. They are playing.

If I had been chained by the "work hard" limit, my original affirmation that said, *"I earn, easily and consistently, \$_____ per year"* would have sputtered in a hurry. The *"easily and consistently"* part just doesn't jive with the *"work hard"* belief.

Incidentally, many psychotherapists have a form of this limit written on their walls. Many are conditioned to think that the way to do business is to charge so much per hour and see so many clients in a day. That leads to a real limit because there are only so many hours in the day. Further, it completely ignores other avenues such as being a consultant to corporations, a trainer, an author, a speaker, a workshop leader, one who handles 50 clients at a time (certainly feasible with EFT), a sports performance coach or, Heaven forbid, charging by the RESULT instead of the hour. There are more options, of course. Let your Antenna find the "hows" for you. It's a fun thing to do. Chances are, you have chosen only one option out of the many available? If so, why? It wouldn't have anything to do with the writing on your walls, would it?

We all have "limits" written on our walls which our affirmations and daydreams, properly pursued, will bring to the surface. That's what's so elegant about the Palace of Possibilities procedures. Our "limits," by the way, are only to be observed, not criticized. After all, the vast majority of them were written on our walls by well meaning parents, teachers, peers, etc. We were young at the time and simply bought them without realizing

they represent the fictional "limits" of other people. However, we don't have to keep them. We are discovering that we have an exchange privilege. How nice.

Cheers, Gary

Section 8

The Palace of Possibilities 18--Working two days a week...

Hi Everyone,

I'm juiced!

I just spoke on the phone with Christine Vincer from Australia who gave me a living, breathing example of the Palace of Possibilities at work. Perfecto! She used a combination of EFT and daydreaming/goals to make impressive changes---AND---she did it BEFORE READING THE PALACE OF POSSIBILITIES!. That's what juices me. The Palace Principles are just plain common sense. She "fell into" the techniques quite naturally--without even having a name for them--and they moved her up the ladder of success effortlessly and without will power. Beautiful.

I want to tell you Christine's story within the framework of the Palace Principles that she was using (without knowing it). Here's how it came about. A few days ago I received this email from Christine....

"Also have been meaning to write and say how much I am enjoying and growing from the advanced videos. I have started public workshops and have worked with two golf pros, and am continuously amazed at the results people get. Thanks to your wonderful ideas, I am able to support my family by working two days a week with EFT and spend the rest of my "work" time studying and keeping in touch with other energy people."

I phoned her to inquire into the inner process that brought about her ability to "support my family by working two days a week with EFT." Of primary interest, at least at first, was how she was able to make a living from EFT so effortlessly when many others worked very long hours to eke out a living. What brought her to this place? I've spoken with many practitioners and heard their laments (beliefs) as to why their success is curtailed. Some claim that they cured their clients too quickly. Others claim that the clients thought it (tapping) was too weird. Still others point to competition, managed care and a long list of other *external* reasons for their lack of financial success. In my experience, however, the real reasons are usually the practitioners' "inside jobs."

I knew Christine's success had to do with the writing on her walls (her "inside job") and I wanted to know what that was. She told me that what triggered everything was our advanced videos (hint hint). Better stated, between her previous successes with EFT and the new material from the advanced videos, she became motivated to excel in this field. In short, she developed a dream. This was a want--a real want--spelled WANT. When we have a dream, a mission, we don't have to formally daydream or do affirmations. They happen automatically--in living color. Although formal affirmations and daydreams are

an important aid in the process, the real driver is the dream. I speak here of the goal--the mission--the reason to bound out of bed in the morning. When we have dreams, they are ever present in our thoughts. We imagine them. We rehearse them in our minds. We talk about them incessantly and they serve to pull us into a new set of tomorrows.

What was so elegant in Christine's case was that her dream automatically brought up what we are calling her tail enders--the "yes, buts" that spoil so many "inner parties." She recognized them as being in her way and persistently addressed them with EFT. Her dream included leading EFT workshops but, as she told me, her competing beliefs were lifelong and formidable. Here are some of them...

"I'm not credible."

"People don't like me. They don't warm up to me. Thus they won't like me as a workshop leader."

"People don't trust me."

"I'm Methodist and thus must always be humble and self deprecating."

How's that for trash can material? It's really hard to get your balloon in the air with that much ballast holding it back. So she kept tapping and found many related aspects. She tapped on those as well. Erase! Erase! All the while, the dream was going on in living color. Replace! Replace! Eventually, her walls were rewritten and an entirely new self-image showed up to go along with the dream. The whole process took two or three months.

Now listen up while I beat this drum a little. I'm not talking about a wimpy little change where she's able to voice her opinions a little more freely. That's nice, of course, but I'm talking about something much bigger. I'm talking about a dramatic self image shift where none of the above deep set tail enders have any more hold on her. She is free. She is now credible in her own mind. That's big. A sense of congruence comes with that. That's even bigger. She no longer has a sense of being timid as a workshop leader. She looks forward to it. Workshops excite her. The humble, self deprecating Christine no longer exists because the reason for her existence is gone. The writing on her walls that created her former self has been replaced with new writing that allows a new, more confident, Christine to take her rightful place on the planet.

That's how it works ladies and gentlemen. We live in a Palace of Possibilities. We have mountainous potential (and we know it) but we are held back by the writing on our walls--most of which is fiction. We believe that stuff on an emotional level even though we know that it is logical spoofery. I said at the very beginning of this series that our walls are made of cellophane and that the writing thereon is done in chalk. We are a few tapping sessions and a dream or two away from walking right through barriers that only exist in our imaginations.

Now, realistically speaking, skills are often needed to assist people in expanding into their Palace of Possibilities. This process may not always work as smoothly or as quickly as it did with Christine. Most people need help in locating their tail enders. They may even need help locating a goal. That's where the skilled practitioner comes in. The mechanical skills are certainly learnable and most experienced therapists already have them. However, the biggest skill we can possibly display is (drum roll please) our own example. We must model what we teach. How are we going to teach someone else to move freely in this world if we aren't on that path ourselves?

Before I called Christine, I had emailed her regarding her success with the golfers. I was looking for more evidence that I could give our list Members about sports performance. This is what she wrote...

"Hi Gary, One of the pros was a lady who normally gets 42 on 9 holes. She only plays about 5 times a year because of her coaching and PGA commitments (she heads up the professional development division). The other was a guy who I was warned about the minute I got to the pro shop. Staff told me to be a bit cautious with him because he was known to be aggressive and had a "very short wick". He routinely "lost it" on the golf course.

I stayed pretty calm because I'd spent 15 minutes tapping on myself in the carpark! In fact, I felt like I was greeting old friends.

I spent about 20 minutes at the first tee-off explaining broad principles, PR, and the main tapping points. They were very aware of their own negative mental thoughts and able to identify good starting statements. They were a bit embarrassed at the thought of going through the whole thing in sight of everyone, so I explained they could just do the thymus thump, with a focus on the "problem". As we progressed around the holes, I noticed that the guy was really driving himself, and looked like he was trying to ram the points, rather than just working with them. I didn't think that would work, and tried to encourage him to be more gentle and just "let it happen". Got him to use the opening statement "Even though I drive myself way too hard" and that seemed to help. The lady did a shot that looked clumsy at one stage and I asked her what happened. She explained that she might have chosen the wrong club but that it was too late to change midswing. I asked if that meant she wasn't fully committed to making the stroke and she picked up on that very strongly. She was very happy after working on that one.

The end result was that she shot an unheard of (for her) 36, and the guy not only shot a bogey on every single hole (_fantastic_ for him at the moment), but actually _smiled_ his way around the course. When he hit into the rough, he just hit beautiful shots straight out and into the centre of the fairway or onto the green itself. They were both ecstatic and wanted to pay me then and there even though I'd said this was a free experiment. I refused of course, and besides, I'd had a lot of fun and learned a lot about golf and performance in general. They are organising seminars for me instead :-)

More love,

Christine

PS. EFT just gets better and better. I'm having the time of my life."

I include this to give emphasis to the use of EFT for sports performance. I have raised my voice about this on several occasions. Yet very few list Members have ventured onto the golf course. The potential is there. It is obvious. It is enormous. So, gee whiskers folks, I wonder why so very few have ventured in that direction. Are there tail enders that say...

"I don't have enough experience."

"I'm too busy now, maybe next month."

"Golfers won't pay any attention to a woman."

"I'm a therapist (while thumping chest), not an athletic coach."

"I don't belong out there. Those people are too rich."

...or some other expensive fictions?

A while back I wrote a business series which, to date, is still unfinished. I'll get back to it eventually. In the meantime, you might wish to read my web site article titled, ["Building a Thriving Practice--Part III: Golf anyone?"](#) As you read it, ask yourself, "why aren't I doing this?" and pay attention to the answers. They lead to your tail enders. Tap. Tap.

Hugs, Gary

The Palace of Possibilities 19--When we seem "stuck" in external circumstances

Hi Everyone,

A thank you for Rosa Smith who poses a financial query that is common for many of us. She speaks of the times when we seem to find ourselves "stuck" in a set of circumstances that preclude us making big money. Examples might be people who say....

"I'm a classroom teacher and am limited to whatever the school system pays."

"I'm a therapist and must only charge so much an hour."

"If I make a lot of money my family/church/friends/God will think poorly of me."

"I'm in a wheelchair and so have limited opportunities."

Pshaw to all of this. It is nothing more than the writing on someone's walls. Who says the teacher has to teach in a classroom or, for that matter, be a teacher at all? Why does the therapist limit her/himself to so much an hour in individual sessions? Why not do the work with whole audiences or do it through books, radio or television? Is it really true that others will think less of you if you make a lot of money? How do you know that? What would they think of you if you made less money? What is the exact amount of earnings necessary to please all your friends and God? Is a wheelchair really a financial handicap? You may never make the Baseball Hall of Fame, but where is it written that one must have legs in order to run a company, be a speaker, entrepreneur or Internet guru?

I know these "limitations" seem real. It seems as though external circumstances are forever impinging upon our lives and creating limit after limit. It is easy to buy into this kind of thinking even though it is all an "inside job." Sure, the circumstances are there but as long as our consistent thoughts perpetuate these "stuck" circumstances, they will continue to be our reality.

Rosa poses a dilemma something like the ones above and it applies to almost every working mother. It goes like this...

"In order to be successful, I must sacrifice time with my children."

Sounds reasonable, doesn't it? How can a mother truly be a business Titan without ignoring her children to an unacceptable degree? Here's how she describes the "conflict" in her letter to me...

Dear Gary:

I am enjoying this series, it is true for me and the essence of what I teach to my clients and children. You said you want challenges. I don't have one. I have, however, hit on my own limitation while reading about your experience with your mother. I share it because I have struggled with this for a while and maybe others are as well.

As a woman with young children my goal is to write some powerful, loving messages on my children's walls. I do my best. It is very important to me that my children know always that they are loved and valued. That they grow up knowing they can do whatever they choose and I will be their biggest fan.

Now the limiting belief or decision I have once again encountered. It is difficult to be successful and earn an abundance of money without taking time away from your children. I have run a very successful business out of my home while I was able to be with my children. I did it with the affirmation "*money is abundant in my life.*" I burned out after 10 years and decided to turn my hobby into my career (personal & spiritual growth). I love my work yet I am not earning enough money to support myself (yet). I

have been saying "*money is abundant in my life*" yet the tailender I am finding is "*in order to be successful, you will sacrifice time with your children.*" I want both. I am trained as everyone else to assist others with these conflicts, but have not eliminated them from my walls. It came up as I was reading about your mother I thought, "*I want to be like that*" and the tailender came up, "*not if you are rushing out the door for a networking meeting you won't be.*" I see few women who are successful at work and at home. I will now begin to see more of them, since I choose to. I thank you for the insight and I welcome your feedback.

With love,

Rosa Smith

First, for perspective, my mother worked consistently throughout my formative years. During World War II, when I was a toddler, she put rivets in airplanes and, after that, she worked for many years as a grocery checker. It wasn't the quantity of time that Mom spent with me. It was the quality. Frankly, if she had been around all the time I think I would have resented her intrusion on my independence.

Next, Rosa appears to be on the right track in that she is pursuing her dream. She decided to turn her hobby (dream) of personal and spiritual growth into her career but has not yet earned enough money at it. Interestingly, she is stepping into what I consider to be one of the biggest business arenas of the next century. What greater product or service could Rosa give than to put people in touch with their own potential? When we learn that we are far more than the bogus writings on our walls, we can take up residence in the Palace Penthouse. From there, all else becomes possible.

Now, Rosa's challenge involves turning her dream into a lucrative paying business while allowing quality time with her children. As long as she has written on her walls that earning money must be done at the sacrifice of quality parenting, she will surely see evidence of this. And, as long as this belief is part of her "truth," she will be limited. Like all of us, her consistent thoughts become her reality. Until this limiting thought changes, she is likely to walk right by the many "hows" that await her.

Our Antennae are among our greatest attributes. If we will but make purposeful use of them, they will find for us many creative "hows" to do just about anything we want. Most of us try to figure out the "how" before we venture into new and exciting territory. That's doing it backwards. Why limit ourselves to whatever "hows" occur to us in the present moment when, if we will only use it, our antennae will give us a long list of rich alternatives to choose from? Limiting ourselves to the skimpy list that our left brains create is like confining ourselves to only one aisle in a supermarket.

Rosa's current affirmation is "*Money is abundant in my life.*" That's good as far as it goes but it doesn't specifically address the money vs. children "limit" she faces. If she will

expand her affirmation to include this challenge, her antenna will go to work on this specific issue. For starters, I suggest the following affirmation...

"I earn, easily and consistently, \$_____ within a loving and nurturing family environment."

Please note that I put a specific dollar amount in there to make the affirmation more tangible. I would augment this by daydreaming consistently. At first she might just imagine the state of being in this position. No specifics. Just get a sense of how would it feel. She might imagine a bank account with \$100,000 in it as well as a supreme sense of connection with her children.

She doesn't have to know "how" this might all come together yet. That's the point. Once her awareness is activated, the "hows" will eventually appear. Maybe she will specialize in children's issues using her own parenting as a model. Maybe she will develop the first "EFT for children" program in the country whereby, over the phone, she would have a worldwide clientele made up of parents who need help with their children's anger, learning disabilities, etc. Maybe her own children will be an integral part of this as they provide advice and rapport with the children Rosa is helping.

Maybe Rosa will notice an intriguing newspaper article she never saw before or overhear an exciting idea in someone's conversation. Thoughts will occur to Rosa. Help will appear. Some avenues may be dead ends. She may well stub her toe a time or two. Remember, dreams don't necessarily come true, but they DO take us in directions. Entirely new avenues will open up to Rosa that she had never dreamed of before.

I emphasize our antennae here because it is so under-used. We have been conditioned to solve our problems with our left brains—to figure out the "hows" first and then proceed toward our achievements. But it's our right brains that find the creative solutions. These are the solutions that count. They are the ones that sing to our souls and take us from mundane meanderings to the Magic of a Mission.

Hugs, Gary

Palace of Possibilities 20--Questions & comments from Members

Hi Everyone,

Several list Members have offered comments and questions regarding the principles put forward in this series. I list them below, including my comments. They are well worth studying because they serve as refinements to the Palace Principles.

Hugs, Gary

FROM TAYLOR SPARKS

I have often heard that to "want" in an affirmation leaves the subconscious in a perpetual "want" but never to have. Do you have an opinion on this?

GC RESPONSE: In my experience, using "want" in an affirmation (such as "*I want to be wealthy*") will, indeed, set up your system to be perpetually in the state of wanting the goal rather than actually achieving it. My affirmations are always stated in the first person, present tense as though they are already a reality. This sets up the system to expect the goal and allows the antenna to search for the "how." It's a form of conditioning our current thoughts so they find a way to become our new reality. When we have truly installed new consistent thoughts, our systems naturally and normally (no will power) bring our thoughts and our reality into alignment.

TAYLOR CONTINUES: Secondly, I am using the Palace to rewrite my financial script. I have this belief that whenever I invest in a stock it is destined to go down. Since it is not a fear or anxiety that it will go down, rather just my deep belief that it will, how can I erase this negative condition with EFT?

GC RESPONSE: This question is of particular interest to me since I spent much of my vocational career running an investment firm. The stock market is influenced by the decisions of millions of people daily. Some believe particular stocks are going up while others believe they are going down. They place their bets accordingly. I doubt seriously if the beliefs of one person will override all the other beliefs but I am open to the possibility. In over 30 years of experience, though, I have yet to see anyone do this consistently.

If, indeed, your stocks consistently go down, then please let me know. Why? Because there are ways to profit from stocks that fall in price (going "short" or buying put options). Thus, when you choose a stock to buy I will bet on it going down and invest accordingly. You could do the same, of course, and, if you are REALLY capable of overriding all those other beliefs, you will profit handsomely by investing counter to your stock choices. So will I. Interesting reframe, eh?

Let me speculate and "suppose" a bit here. It may be, Taylor, that the real issue centers on whether or not you "deserve" financial success. Your stock market experience may be just a metaphor for that deeper belief. We have a lot of insidious writing on our walls regarding the presumed "sinister" aspects of accumulating money. They are laughable fictions, of course, but invade our pocketbooks anyway. They "remind" us such "truths" as (1) making money is not spiritual, (2) only greedy people get rich, (3) money is the root of all evil, (4) you must work long, hard hours for your money like your father did, etc. etc. etc. This is a yawn to me and is a core reason why I am presenting this series on the Palace of Possibilities.

To address your belief that your stocks are "destined to go down," you might seek some perspective by asking yourself questions like....

*"Why are *my* stocks destined to go down even in a bull market when most stocks go up? Do I invest hastily or with inadequate knowledge? Am I inexperienced?"*

"If I can cause stocks to go down, then why can't I cause them to go up?"

"What would my family, friends, parents, etc. think of me if I made a lot of money?"

The answers to these questions (and others you may think of) point the way to your tail enders which can then be addressed with EFT. Also, do you have difficulty imagining financial abundance? If so, find the reasons for the difficulty and you will have discovered more tail enders. Once these tail enders are efficiently handled, the notion that your stocks are "destined to go down" won't even be an issue. In my experience, you are more likely to create abundance through your own enterprise/thoughts than pinning your hopes on what, to most people, is a gambling arena.

Finally, Taylor, whether or not this "deserving" issue is appropriate for you, it is certainly an issue for many readers. Our consistent thoughts become our reality and do so in a very powerful way. For example, I have a good friend that built a company and sold it several years ago for \$11 million. He was so unaccustomed to this "windfall" that he began spending his money lavishly and piddled it away on stupid investments and horse racing. He is now looking for a job. His consistent thoughts about having (or deserving) that much money were not in line with the windfall. The inevitable course was for the money to fall to a level consistent with his thoughts.

FROM NAOMI COTTEN

I have a brief question - I may have missed the info which you gave. Recently you said, I believe, that using affirmations and working with their possible 'tail-enders' you didn't use EFT, but used a Palace of Possibilities protocol. Was that right? If so, how does it differ? I'm not very experienced yet with the basic EFT protocol but am using it anyway as I uncover the 'tail-enders' and find it's very helpful.

GC RESPONSE: This question echoes a rather common inquiry from many Members. There appears to be some confusion regarding the affirmations used with the EFT process and the affirmations used with the Palace of Possibilities procedures. The affirmations used within EFT have different purposes than those within the Palace of Possibilities. The EFT affirmations tend to have a negative slant because they purposely point toward the *problem* (headache, fear, guilt, trauma, etc.). This is because attunement to the problem is necessary for EFT to give its relief. By contrast, affirmations under the Palace of Possibilities are very positive in nature because they point to a desired new reality. They serve to pull us into more abundant and fulfilling tomorrows.

Differently stated, the EFT affirmations point toward the negative because their purpose is to erase the negative writing on our walls. The Palace affirmations point toward the positive because their purpose is to install positive writing on our walls.

FROM MARY HAMMOND-NEWMAN

Dear Gary,

Although I use EFT daily in my therapy and teaching, in conjunction with HBLU, since you have been writing the Palace of Possibilities I find that I am picking up on limited thinking in more refined ways, and we are easily transforming it with tapping. I am especially pleased when we can get rid of root limiting beliefs such as, "nothing has ever worked before, this problem will never go away."

GC RESPONSE: Like you, Mary, one of the useful skills that I have developed from practicing Palace Principles is the ability to "pick up limited thinking in more refined ways." Once I really bought that my consistent thoughts become my reality, my antenna started to see evidence for it everywhere. It became easier to hear the "limits" of other people and, just as important, it became easier to hear my own "limits" as well. Our beliefs (consistent thoughts) dominate our self talk and show up in our ordinary conversation. They roll right out of our faces with great regularity and, if we are attuned to them, we can use EFT to start erasing them from our walls. I've had conversations with many people where we pick up on each other's "limits." This is an illuminating (and entertaining) experience. As I'm sure you can appreciate, some of the writings on our walls would make great scripts for Broadway comedies.

MARY CONTINUES: Regarding weight issues, I found a particularly interesting double-bind limiting belief, "Every time I focus on my food issues to lose weight, I gain weight instead." This seems to be cleared. I wonder what other connections I might help this person find to this?

GC RESPONSE: I'm not sure how you know this is cleared. To me, the ultimate evidence is if the client begins losing weight, without will power, by responding to the proper affirmations and daydreams. You might ask him/her to finish these sentences....

"The problem with losing weight is....."

"In order to lose the weight I would have to....."

"I resist giving up (ice cream, pasta, etc.) because....."

MARY CONTINUES: Regarding money issues I wonder where to start with people who are clearly in a current financial crisis who are wanting to create abundance in their lives?

GC RESPONSE: We must always take people where they are. If their focus is on how to pay last month's telephone bill, rent, etc., they are not likely to respond to an affirmation that says, *"I earn, easily and consistently, \$100,000 per year."* This will probably be abandoned quickly because it is beyond their existing beliefs. Remember, our affirmations & daydreams don't necessarily come true, but they DO take us in directions.

We don't always get instant success but we DO get new directions. I would suggest the client do what they need to do to take care of the current problem and use EFT to reduce any inhibiting stresses. Then, I would have them affirm some new level of financial abundance that is within their beliefs. Perhaps something like, *"I have a steady paying job with an employer who considers me essential."* or *"I attract clients who are eager for my services and am very comfortable asking them to pay up front."*

FROM PEG OLSON

Gary,

Just had to let you know that I am thoroughly enjoying your Palace of Possibilities writings. It is fabulous and helpful material to consider when working with clients who appear to be stuck. I have always used affirmations in my work with clients because it is like putting a bottle of dirty water under a faucet and then dripping clean water slowly into the bottle, thus displacing the dirty water with clean water. I think of this bottle sitting in our subconscious and starting to receive life enhancing messages instead of old negative tapes. It is just like your analogy of the writing on our walls.

I have been thinking of the "tail enders" that form (excuse my french) *"our itty, bitty, shitty committee"*. This committee can gather force and become overwhelming in its demands in people's lives. By using EFT to erase the committee messages, the affirmations can become part of new life enhancing messages. Otherwise, it is easy to give up and think that the affirmations are not working. Not true!

GC RESPONSE: I love your metaphors, Peg. Thanks.

Yes, it is *"easy to give up and think that the affirmations are not working."* This is an error many people make. In fact, we are affirming our current beliefs all day long. We would do well to listen to our own conversation and our own self talk. Those are affirmations. They are the consistent thoughts that have brought us to our current realities. Proper affirmations always work. We just need to know what we are really affirming and how to erase those competing tail enders from our walls.

Section 9

The Palace of Possibilities 21--Be careful what you ask for

Hi Everyone,

Mary Sheridan wrote me a thoughtful message entitled "The Palace of be careful of what you ask for." With gratitude to Mary, her message and my response are given below.

Hugs, Gary

FROM MARY SHERIDAN

Dear Gary: I finally remembered what's been getting in my way re: the Palace of Possibilities.

Twenty years ago, when I first came to California from Europe, I was broke. I had been studying spiritual/psychological/body-mind practices in London and decided to visualize receiving some income. I imagined that I had a certain amount of money in my checking account by a particular date and another, larger amount in my savings at a later date. I visualized this a lot for a while and gradually slacked off until I only occasionally remembered to work on my goal.

On the date I visualized for having a certain amount of money in my checking account, I received a check for that amount of money. It was a settlement check from the insurance company for my car which had been totaled in a bad accident the previous week.

On the date I had visualized having a certain amount of money in my savings account, I deposited a check for the amount I had visualized. It was the settlement check for the medical expenses I had incurred as a result of the same accident.

I believe I know what you are thinking....unconscious tail-enders got in my way and attracted the accident as well as the money. You are probably right. The end result, however, was that this scared me... my power to attract so strongly something I wanted, accomplished by something that hurt me, has steadily interfered with my ability and willingness to visualize what I want - and, in some cases, I believe, with my ability to consciously know what I want.

Even when I am almost ready to learn from my mistakes and try again, I find that the fear of "doing it wrong" and attracting more catastrophe keeps me in the frying pan. How can

I know that my visualization will not result in tragedy? I was not aware of how I attracted it the first time around.

I am hopeful that remembering and sharing this will help me move on.

All the best, Mary

GC RESPONSE: Thank you, Mary, for expressing your concerns about what you may be creating with your thoughts/affirmations. Let me suggest, however, that *everything* we create is a reflection of our thoughts. Affirming exact amounts of money is nice. However, it is unlikely that money affirmations and auto accidents go together. I, for example, have affirmed money goals many times and not once has an accident come about coincident with the creation of money. If auto accidents and more money go hand in hand then I should be dead or maimed by now.

Your auto accident, to me, is an opportunity, not a problem. It is evidence of tail enders regarding your rights to having money. There's no way for me to know that for sure, of course, because I don't dwell within your psyche. It wouldn't surprise me, however, to find some writing on your walls about not deserving money. Perhaps something like, "*those with money deserve to be punished because _____.*" That's a guess, of course, and is only designed to set you, and others, on a search for EFT'able tail enders. Perhaps you have been given a big message. Say to yourself, "*I may have deserved that accident because _____*" and see what comes up. Then address those tail enders with EFT to clear the way to financial abundance. As long as you have writing on your walls that says, "*more money means more accidents,*" you are not likely to live on Moolah Mountain. Accidents don't have to happen. Neither do things like poverty, overweight, loneliness, etc. These things are all realities born out of consistent thoughts.

You're right! This kind of thing can be scary until, of course, we understand what is going on. When we recognize the true power of our thoughts, it behooves us to learn how to harness and direct them. That's what the Palace of Possibilities is all about. Allowing our thoughts to unfold at random puts us at the mercy of our thoughts rather than vice versa. We have powers that go well beyond our three dimensional world. We need only harness and direct them in order to create personal realities that transcend our current beliefs. To me, this is an absolute truth that comes from my own subjective experience. It's not even debatable. To some folks, however, this is woo woo stuff that does not lend itself well to three dimensional scientific scrutiny. I don't care. It's true anyway. The true power of our thoughts is immense. We have glorious potential that is contained only by the "limits" written on our walls.

This subject gets my motor running and motivates me to tell you a personal story. As most of you know, I have no formal training in psychotherapy. Nor do I have licensing of any kind. I do have extensive training, however, most of which is self taught and highly

practical. It has given me many insights and has allowed me to be a director of my own destiny. My training started at age 13 and I have intensely pursued it for over 45 years.

At age 13, my world revolved around baseball. I didn't know anything about affirmations at the time but I did receive many lessons regarding the power of daydreams. I daydreamed constantly about baseball. In my mind I threw pitches, fielded grounders, made spectacular catches in the outfield, hit home runs, stole bases and received endless awards & applause for my performance as a baseball player. My daydreams were specific. I imagined hitting Dick Farley's fast ball and Wayne Tennell's curve ball over the fence. I imagined exactly where the pitches would be. High & outside in one case and at the knees in the other. These things happened --exactly as imagined. Coincidence? The uninitiated might think so, but that is their limitation. The imagery in the dream and the creation in reality were identical. To me, coincidence had nothing to do with it.

At age 16, I was playing first base for the Riverside, California Colt League All Stars. We were about to play the final game in the West Coast All Star Tournament, the winner of which would go on to the world series in Chicago. The game was played at night so we had the whole day to wander about and, in my case, get nervous. I remember watching the Little League World Series on television that afternoon. In the middle of that game, a ground ball was hit to the shortstop who fielded it and threw the ball errantly to the right of the first baseman. The first baseman acrobatically hit the ground with one toe on the base and stretched as far as he could in an effort to catch the ball. It hit his glove and rolled about two feet from his nose. He alertly grabbed the ball with his bare right hand and held it up to show the umpire just in time for the runner to be called out. I was impressed and rehearsed (daydreamed) that scenario many times in my mind just in case that circumstance ever came about while I was playing.

At the end of the game, the last batter hit a ground ball to that same first baseman. The first baseman fielded it, ran toward first base, jumped high in the air and landed triumphantly on the base with both feet as a way to emphasize his team's victory. This, too, impressed me. What a glorious way to end a game, I thought. More daydreams.

That night, as our game progressed, both events occurred **PRECISELY AS I HAD SEEN THEM ON TELEVISION AND PRECISELY AS I HAD DAYDREAMED THEM**. In the middle of the game, Carl Chapman, our shortstop, threw the ball to me in the same errant way as occurred on television--low and to the right. I hit the deck and stretched for the ball. It hit my glove and rolled about two feet from my nose. I picked it up with my bare hand and showed it to the umpire who called the runner out just in the nick of time. Anyone who wants to call this coincidence is welcome to do so. Pshaw! What happened was the **IDENTICAL** creation in the real world of a vividly imagined daydream. The odds of that being a coincidence is a trillion or so to one.

At the end of the game the supposed last batter hit a ground ball to me just as occurred in the previous Little League game. It was even in the same place on the field. I got so excited that I muffed the catch and created the only error I had made all season. The runner was safe on first base, much to my embarrassment. The next batter, however, hit

an IDENTICAL ground ball to me. This was astonishing. It was as though my daydream was being given a second chance. This time I fielded the ball, ran toward first base, leaped high in the air and landed triumphantly with both feet on first base. To call that coincidence would require a complete rewrite of our statistics textbooks.

The replay of both those instances was a mirror image of my previously detailed daydreams. It was as though I choreographed the whole thing and commanded it to happen with my thoughts. Is this REALLY what happened? It sure seemed that way, but who knows? I do know, however, that many people experience this sort of thing (including many reading this) and tend to dismiss it because it doesn't happen regularly. That's a mistake.

What we really need to do is study these vivid occurrences and learn what happened. The fact that we can do it in such a detailed way now and then should be heralded, not dismissed. If we learned how we do these things, we could do them consistently and create our realities with even more specificity.

From this early beginning I saw the link between my thoughts and my reality. It wasn't until later that I came up with the phrase, "*our consistent thoughts become our reality.*" As a youngster and beyond, I kept noticing how I could take myself in thrilling directions by the consistent application of focused thought. I also noticed how my negative thoughts took me in directions, too. Until I was about 20 years old, for example, I didn't think I was very attractive. Why? Because I laid on my back a lot as a baby and my soft skull became flat in back. Kids called me "flathead" and I took it to be a personal defect. I thought the girls wouldn't like me and saw plenty of evidence for that. In retrospect, however, there was also plenty of evidence that I *was* attractive. But I just didn't see it (remind me someday, and I'll tell you about Sherry B.--a lost opportunity--oh sob!). My belief was that I wasn't attractive and so that became my reality. When I finally managed to land a girl friend I was so happy that I clung to her with desperation. I guess I was always waiting for her to discover my flat head. Eventually, however, my head rounded out a bit and I gave up that unattractive self talk. In either event, whether I thought I was attractive or unattractive, my consistent thoughts became my reality.

And they are still becoming my reality. What I think today is giving shape to my tomorrow's. My tomorrow's can be my choice. So can yours. We can establish any direction we choose OR we can continue to allow our existing thoughts to take us in our existing directions.

Hugs, Gary

The Palace of Possibilities 22--Megaphones on our heads, Divine Rights & Charging money

Hi Everyone,

Here are some insightful questions & comments from Peg Olson, Jan Burg and "Ben" (don't know his last name). They help us to zero in on some of the fine points in The Palace of Possibilities. My responses are interspersed within their messages.

Cheers, Gary

FROM PEG OLSON

Hi Gary, Do you think it would be possible to tap on the tail enders without knowing what they are? Such as just saying or tapping on "*all the things or beliefs that would stop me from reaching this goal*". I will experiment with this and see if some of the tail enders could be eliminated by this method, but was wondering if you had tried this. Let me know what you think. Thanks.

GC RESPONSE: I really like this question because it points us toward the very important "art of delivery" feature of EFT. This, to me, is what separates the masters of these procedures from the rest. Discovering those tail enders is VERY IMPORTANT for some clients because, unless they are identified and neutralized, they will thwart any efforts the client wants to make toward taking their rightful place in The Palace of Possibilities.

Often we find clients who aren't able to identify a specific tail ender. In this case, it's possible to tap on the tail enders without knowing what they are. It's a sort of generalized approach. Metaphorically speaking, what happens when we tap for general issues is that we "top" the negative forest rather than cut down specific trees. As a result, progress is not as easy to see because it tends to happen gradually.

For the alert EFT'er, however, this is an opportunity to exercise the "art of delivery." Here's what I mean. During the course of generalized tapping, the client will often bring up specific incidents (usually they come "out of the blue") that give big clues regarding core issues. It's as if the generalized tapping takes the lid off of otherwise obscure (repressed?) memories. This opening typically becomes a huge sliding glass door behind which are written all the client's "limitations." I've seen this many times. Once the door has been opened, we can walk with the client down their own version of Limit Lane pointing out (and neutralizing) the fictions with which they have been living for decades. This can be a humorous experience because most of our limiting thoughts would make a great script for a Broadway comedy.

This Broadway comedy bit is true for all of us. Many of our thoughts are hilarious. I often wonder what would happen if we had a megaphone attached to our heads that broadcasted each and every thought, rationalization, etc. that we had. Hmmm.

FROM JAN BURG

Hi Gary, I read Mary Sheridan's message with interest as well as your response. Years ago, Florence Scovill Shin wrote "The Game of Life and How to Play It". It's all about affirmations. Her suggestions were when you affirm something that you add "*that is mine by Divine Right*" so that you don't receive benefits from an accident or something just as bad. The idea is that as you open up to all the good the universe has to offer, that it comes to you naturally and easily.

GC RESPONSE: Good thoughts. However, let me suggest that whatever we affirm (even if we add "*that is mine by Divine Right*"), the real affirmation is contained in the tail enders that follow. If a tail ender pooh-poohs the affirmation, including the Divine Right piece, it will thwart the original intention. This is not a problem. It is an opportunity because these tail enders are pointing to core issues. That is their hidden value. Be thankful for them because they bring with them the doorway to healing.

FROM BEN

Hello Gary, Greetings from Downunder.

A couple of questions. What do you do with those people who have highly auditory processes and cannot visualise anything, no matter if you gave them a million dollars? The other group that pose a challenge are those that seemingly have no imagination. Asked to imagine the feeling of say drinking a cold beer on a hot day and rate it on a scale of 1-10 (even with someone who loves this activity), there is zero response. It has to be a realtime situation.

GC RESPONSE: I'm aware that some people have difficulty visualizing and so I tend to avoid that word (visualize)--at least in this context. I was curious, though, and ran a search for the word "visualize" on all the previous Palace of Possibilities articles on our web site. I found that I only used it once (when I was discussing a golf shot of mine). By contrast, I used the word "imagine" (or variations thereof) over 50 times. I like that word because people can "imagine" by using *any* of their senses. To me, this gives them freedom to imagine in "their way" (visually, auditorally, kinesthetically, etc.) without putting visual constraints on the process.

An interesting point about those who "can't visualize," however. Many people have told me of this "limit" over the years and so I frequently ask them if they can remember the color of their first car. They ALWAYS remember. How is that possible unless they visualized the color? I have a hard time believing that they heard, felt, smelled or tasted the color. Didn't they have to see it to know what it was? Perhaps they need practice visualizing so they can develop this skill more fully.

Regarding those who don't seem to be able to imagine in any manner. In my experience, this "inability" is likely a mask for some other issue (perhaps fear of the future). I would consider it an EFT'able problem and proceed accordingly. Start with an affirmation like,

"I freely imagine a glorious me" and look for the tail enders. Maybe you will hear, "I like it right where I am," or "I shouldn't get too excited about anything. Otherwise, I might be disappointed."

Also, you might ask these "unimaginative people" if they can imagine disaster. I'll betcha they're quite good at it. If so, find out what prevents them from imagining positive things and you will likely be headed into some real core issues.

BEN CONTINUES: The other minor problem is how do you charge for a one on one situation? My friend Francis and myself (we shared the cost of the videos) both have difficulties with charging people for helping them. At last we have something of real and lasting value to offer people yet there is a genuine reluctance to ask people for money, even though the person has a demonstrable change. It is as if the change is reward enough. How do you overcome this feeling of altruism? Would you want to? Is it not altruism, but a mask disguising other motives or behaviours?

Thanks mate, Ben

GC RESPONSE: As mentioned earlier in this series, the amount of money we earn is a mirror which reflects all the financial writing on our walls (both pro and con). For example, somewhere on your walls may be writings such as...

"Truly good people don't charge for helping others."

"People won't appreciate you as much if you charge them money."

"I don't want to be like _____, who earns a lot of money."

etc.....

There are probably other writings, of course, which take the opposite position. They may say...

"Hey, I gotta eat too!"

"If I give this stuff away, people won't value it."

"If I don't earn more money, people will think I'm a nobody."

etc.....

What we do about this--all of us--is earn enough money to satisfy both forms of self talk. We blend these thoughts together and earn the appropriate amount so we don't violate too badly any of these "truths" written on our walls. As a result, we are able to rationalize our financial status with great facility. We even use words like altruism. We may not like where we are but we aren't going to change any of it until we shift the balance between

the positive and negative fictions that dictate our financial lives. We need to create affirmations and daydreams aimed at more abundant tomorrows and pay attention to the tail enders. We need to EFT the tail enders until they have minimal impact and then allow our imaginations to pull us toward financial freedom.

Seems like I've said this kind of thing before, eh? Repetition, I find, is a great teaching tool.

Love to all, Gary

The Palace of Possibilities 23--Repetition & Emotion: God bless my uncle Charlie

Hi Everyone,

I mentioned last time that many of the thoughts and "limits" we bow to would make great scripts for a Broadway comedy. This is true, very true, and it makes one wonder just how that stuff got written on our walls? I mean, did you every think about the details behind the process? I want to explore this with you because the insights involved will be helpful in future installments. It will also give us new insights into our uses for EFT.

When I was about age 10 my Mom's mother lived with us for several months. She was my grandmother, of course, and I called her "Gramma Effie." Now Gramma Effie had led a very hard life and was a very sour woman. She was, as it turns out, mentally ill (schizophrenia). I didn't know that, however. To me, she was simply Gramma Effie. She was an adult in my life who had, for me, a position of authority. What she said was the truth. Why? Because she was my Gramma Effie. How's that for rock solid logic?

Gramma Effie was filled with advice and admonitions. Both my parents worked so Gramma Effie and I spent a lot of time together. One of the things she repeatedly told me was the following...

"A gentleman never takes a lady's virtue, not even if she offers it."

She was forever saying this. I bet she said it at least 100 times. And there I was, an impressionable 10 year old, at the other end of this "wisdom." I believed Gramma Effie. I knew she had to be right even though I hadn't a clue as to what a "lady's virtue" was. She made me promise I would always be a gentleman and would never take a lady's virtue. I dutifully promised. It was an easy promise to make, of course, because I didn't even know where a lady kept the darn thing (whatever it was). It had to be important, though, or else Gramma Effie wouldn't have made such a big deal out of it.

Later in life, however, I discovered what a lady's virtue was and, as luck would have it, I had a few "romantic opportunities" that tested my promise to be a gentleman. Oh sugar! I

would give just about anything to have those opportunities back. As it turns out, the only person concerned about my "gentlemanliness" was me. The ladies couldn't care less. Nonetheless, in most cases I reacted to the writing that Gramma Effie placed on my walls and acted like a @#%& gentleman. I walked away.

Do you see a Broadway comedy within that? To make matters worse, on the few occasions when I wasn't a gentleman and "took the lady's virtue" (as if I was really taking something) I got to experience guilt for my ungentlemanly behavior. What a box! The way Gramma Effie set it up for me, I could either deny my instincts or feel guilty. There was no other choice. All this over one of nature's most pleasurable experiences. Is that a useless limit, or what? Perhaps the ladies reading this will take some pleasure in the fact that at least one male on this planet (me) grew up with the rough equivalent of your "mandate" from society that says, *"Nice girls don't do that!"* What a hoot!

Now let's look back at what happened. Why did I buy Gramma Effie's belief and allow it to be written so boldly on my walls. It's because both REPETITION and EMOTION were present. These are the requirements to install a belief. She REPEATEDLY laid that "gentleman/virtue" thing on me and, because she was an authority in my life, I received her message with EMOTIONAL impact.

By contrast, if I had only overheard the statement once by someone I didn't know or respect, how much weight do you think I would have given it? Perhaps I would have given it some momentary validity but, as time went on, the many other beliefs that were being written on my walls with REPETITION and EMOTION would soon relegate that would be "truth" to some obscure corner of my walls. It would have been a non-event unless it was reinforced by similar beliefs through the use of REPETITION and EMOTION.

When someone (a client?) shows up with beliefs that *"people are bad," "God is going to punish me," "I'm worthless"* and so on, we can easily assume that these beliefs were installed through REPETITION (being consistently told that) and EMOTION (with a beating, deprivation, rejection, etc. by someone who "counts" in their world). In the past, conventional therapeutic techniques had a hard time erasing this writing because it seemed etched in stone. Now, with EFT and other energy techniques, we can erase them in relatively short order. Basically, we collapse the emotional components which have served to contain the beliefs and keep them so vivid. This allows our basically positive nature to bubble up to the surface. It also clears the way for us to install new, more useful, beliefs and enter The Palace of Possibilities.

I didn't have EFT to rid me of Gramma Effie's stuff. I wish I had. It would have faded much sooner and I would have a few more good memories to share. I got over it, though. As I grew up, competing writing was written on my walls by "locker room talk" with other fellas and by my uncle Charlie (also an authority) who would tell me...

"Get what you can, as often as you can, whenever you can. You are only young once."

God bless my uncle Charlie.

With this in mind, we can see how best to install new "stuff" and put new writing on our walls. We simply do it the time honored way (after erasing the walls with EFT), through REPETITION and EMOTION. The affirmations provide the REPETITION and the daydreams provide the EMOTION. This is basic stuff, I know. But often, we forget the basics.

Next time we are going to discuss in detail an entire industry that hasn't forgotten the basics. It is arguably, the largest industry in the world. It is called advertising. Think about it. Weren't all those jingles and slogans that echo in your head put there through REPETITION and EMOTION? You bet! The advertising industry spends \$billions in this manner so that their writing is put on your walls. And they spend all that money for one reason and one reason only. It works. This is obvious and we would do well to borrow from those highly paid Madison Avenue "shrinks."

Why not advertise to ourselves?

Hugs, Gary

P.S. I'm still a gentleman, by the way. I just have a different definition for it nowadays.

The Palace of Possibilities 24--Visualization problems & Gramma Effie rides again

Hi Everyone,

Here are some more useful questions, insights & comments from our Members regarding recent "Palace" ideas. My comments are interspersed within them.

Cheers, Gary

FROM "JERRY" who, along with others, has a hard time visualizing.

*JERRY QUOTES GC FROM PALACE #22: I used the word "imagine" (or variations thereof) over 50 times. I like that word because people can "imagine" by using *any* of their senses. To me, this gives them freedom to imagine in "their way" (visually, auditorally, kinesthetically, etc.) without putting visual constraints on the process.*

JERRY: I've tried for about a year to explain to people my inability to visualize or imagine using any sensory detail. If I had to sum it up, I'd say I imagine verbally. I have

an excellent imagination and everybody has told me that throughout my life. It's just not presented to me in any sensory way.

JERRY QUOTES GC AGAIN FROM PALACE #22: *An interesting point about those who "can't visualize," however. Many people have told me of this "limit" over the years and so I frequently ask them if they can remember the color of their first car. They ALWAYS remember. How is that possible unless they visualized the color? I have a hard time believing that they heard, felt, smelled or tasted the color.*

JERRY: None of the above. It's words. I don't see anything. You don't have to believe me, but rest assured that I believe me and I'm not making it up. I never knew until last year that other people saw things differently. Not everybody has a developed visual sense but many do and the things that they have described to me are far beyond my ability. If somebody asks me to imagine an orange, I do but don't know anything about it. Don't know if it's big or small, orange or somewhat yellow, peeled or not, sitting on a table or not. I just have a vague knowing until I ask myself those other questions and then I make up a response. My wife, when imagining an orange can immediately see it in her mind's eye, along with all the surroundings. She knows the color and texture of the table cloth under it, who's in the room, what else is on the table, etc.

GC RESPONSE: Here's what I wrote to Jerry back channel.

Jerry, I stand corrected. However, you might try EFT on, *"Even though I'm not able to visualize....."*. I'm a great believer in your ability to visualize. I know you haven't done it so far and it is frustrating. Perhaps I am wrong. But I am more inclined to ask "what's blocking the ability?" rather than to conclude "I can't do it."

Just some thoughts.

Best, Gary

Then, after sending this to Jerry, I received the following message from Rolland Fellows. I thought everyone, including Jerry, would find it interesting.

FROM ROLLAND FELLOWS

In reading the Palace I noticed that a very common question of visualizing came up and I thought I might report a recent clinical experience. I was working with a patient who had recently attended a workshop on healing and spirituality. She was very angry because much of the workshop focused on visualizing. She has had a long history of attending workshops and getting little benefit from visualizing.

She had never been able to visualize and wanted to be able to do it. She was upset because one of the task was to visualize your own guardian angel. She is very spiritual

and spends much of her time caring for others She wanted to be able to visualize an angel for herself. Since I had just learned EFT the week before and "didn't know any better", I suggested we tap on this. Visualizing did not seem like a very important issue given all that was going on in her life, but my "intuition" said go for it. We tapped and she felt a little better. We tapped again and she began to remember issues with her mother and not deserving to be loved.

She realized that as a child she had been fascinated by saints and very clear images of the pictures in books she read. We tapped some more and she realized that fantasizing angels went completely against her sense of "*she does not deserve*" to have such a guardian. We then tapped on "*not deserving to love her self or be compassionate with herself.*" She left that session relaxed and open, with a sense of being able to visualize her guardian. She had come into the session, seeing her mom as hypercritical of her and describing her as undeserving, she let herself remember both positive and negative comments from her mom. Somehow the work had freed up her ability to try something she did not think she could do (visualize) and helped her work through her issues about not being loved and accepted by her mom.

GC RESPONSE: Throughout the EFT course I repeatedly suggest that we "Try it on everything!" Why not try it on the "inability" to visualize. Chances are we can remove the blocks and open new vistas for our non-visualizing friends.

FROM "LYNNE" who shares her version of my experience with Gramma Effie.

Hi Gary: I love your story. It reminded me of a day when I was in high school and had no money to ride the bus home. My boy friend (who had already taken my virtue and whom I cared for deeply) wanted to buy me ice cream since it was so hot and I refused to let him buy it. My mother had told me over and over (repetition) that I should never accept anything from any man because I would owe him something (like you, I had to learn much later from the first time I heard this what "something was").

Because I thought it was wrong and I was going to be totally in debt for the rest of my life, I talked my boyfriend into walking all the way home, pretending that I wanted to walk because it was warm outside. It was 90 degrees. Did anybody need to be walking in that hot sun? Our school was on 45th avenue and I lived on 16th. That was a day that is still etched in my mind. I could see the buses passing us on the street and him asking me again and again why we couldn't ride the bus. I felt unworthy of him giving me the bus fare. Immediately when I read about your Gramma Effie, I could feel myself in that hot sun again.

I had a very difficult time accepting anything from men for a very long time. I finally figured out that my mother didn't exactly lie, she was simply giving me her experience which papered my walls completely. Sex and Money, what a set up. I finally learned how to ask for what I wanted (one time) but I realized only recently that what was on my walls

was still having an affect on me. Thank you for this piece. I see I still have work to do. The same old thing, Unworthiness and Undeserving. Thank you again.

GC RESPONSE: So, Gramma Effie rides again. Hmmmm. Like I said, the writings on our walls would make a great script for a Broadway comedy. Sometimes we beat ourselves up for buying into these fictions. That, I suggest, is a mistake. We've all bought into boatloads of baggage that we have taken quite seriously. In fact, we should be laughing about the ludicrousness of it all. When we can, indeed, stand back from all this foolish folly and see it for what it is, the writings on our walls will fade. That's the goal of this series. The skillful use of tapping and reframing (which is displayed profusely on our [advanced videos](#) will pay great dividends in this regard.

Hugs to all, Gary

Section 10

The Palace of Possibilities 25--Who's doing the judging?

Hi Everyone,

I love the spirit on this list.

Recently I was challenged with back channel messages regarding my "position" about the "sexual messages" contained within my story about Gramma Effie and Uncle Charlie (Palace #23). This is particularly interesting because the "sexual messages" were totally unintended and were, to me, a very minor part of that article. Nonetheless, they bubbled up to the top as a big deal for some. While many Members appreciated the larger points made (thank you, thank you), others sent challenges my way. I love challenges. That's how we learn. They make us think. Here's one of the challenges. It was written by "Millie."

"Dear Gary; Sorry to differ; but I think Grandma Effie was charming and had a point. Uncle Charlie sounds like a narcissistic stereotype; shallow and momentary. After living like the women you describe for a time, I changed back to Grandma Effie's ways. And sex once again became a special, if not sacred moment between 2 people of commitment. She had a point and you are lucky to have heard it."

With a thank you to Millie and all the other Millie's who responded, I wish to explore this challenge and reveal within it one of my greatest personal lessons regarding the Palace of Possibilities. Interestingly, that lesson has nothing to do with sex.

Please recall that among the consistent themes within the Palace is that we are constantly consulting the writing on our walls. That writing is our version of the "truth" about how this world works. It is the filter through which we evaluate everything we see, hear, feel, etc. This goes for what we read as well.

Since no two people have identical writing on their walls it is no wonder that differences of opinion abound. It is well known, for example, that two people witnessing the same accident will give substantially different accounts of what happened **EVEN THOUGH THE ACTUAL FACTS ARE IDENTICAL FOR EACH PERSON.**

I used to judge other people who had different opinions and behaviors than mine. I still do but I'm getting much better at recognizing that what I am judging is *not* the person. Rather, I **AM JUDGING THE WRITING ON THEIR WALLS.** It isn't the person at all. Rather, it is the unique sets of beliefs they carry around, most of which would make a great script for a Broadway comedy. More importantly, it isn't even me who is doing the judging. It is the writing on my walls (another comedy) that is judging the comedy on

someone else's walls. Two people in disagreement appear to be disagreeing with each other. Not so. The disagreement is a clash between the different "stuff" they each bought into over the years and hold as the "truth." This is the lesson I mentioned earlier. Once digested, it is very transforming. Very freeing.

To me, that revelation is simultaneously simple and stunning. It is simple because it is obvious. We all carry around loads of beliefs that were written on our walls by our parents, teachers, peers, religious leaders, TV, radio, books, etc. These beliefs are important to us because we use them to make sense of our world. They are the thumbs we suck--our blankies--and we often defend them with vigor and viciousness. We even fight wars over them. This is true even though most of these beliefs aren't really ours. They were simply written on our walls by others and we bought them. We have been waving their flags ever since.

The revelation is stunning because within it is a major step toward emotional freedom. The behavior of others is directly influenced by the comedies written on their walls and our reactions to them often contain a reflection of our own comedies. When we truly get that, our emotional load lightens and we can then sit back and sigh humorously.

It took me a long time to come to that place and I must admit that I am not totally there. But when I am able to sit back and enjoy the comedy (especially my own contribution to it), my own sense of spiritual peace is greatly magnified. It isn't a given person who yanks my yo-yo. It's what is written on their walls. What a relief to recognize that the only "disagreement" we have is between two fiction novels each of which was written by thousands of independent authors most of whom don't even know each other and none of whom is aware of the overall plot. Chuckles are in order, not judgment.

Now back to Millie, Gramma Effie and Uncle Charlie. When I first read Millie's remarks the writing on my walls went something like....

"Oh come on! Get a life! The point I was trying to make had nothing to do with Gramma Effie being charming or Uncle Charlie being shallow. It was all about the role REPETITION and EMOTION play in establishing our beliefs."

So, I instantly judged Millie. For the moment I thought it was poor, misguided, defective Millie who couldn't see the obvious (the "truth," as depicted in my story). That was just the writing on my walls talking to me, of course. It was the yadda, yadda, yadda of my ego. Gramma Effie was at one extreme in sexual attitude and Uncle Charlie was at the other. But both were simply minor players in a much larger story about how others put their writing on our walls. How, I thought, could Millie see it any other way? Besides, I don't know how Millie could accurately claim she "changed back to Gramma Effie's ways" since Gramma Effie's sex life was non-existent. Also, Gramma Effie was not charming. She was a very sour, mentally ill lady who thought sex was dirty. Uncle Charlie, on the other hand, was one of the warmest, easy-to-know fellas you would ever want to meet.

However, Millie comes from a place that is important to her and for me to judge her response is totally inappropriate, not to mention inaccurate. I don't know what has been written on her sexual walls. I don't know what kinds of sexual experiences, training or traumas she may have had (she doesn't know mine, Gramma Effie's or Uncle Charlie's either). There is much that I don't know and for either of us to form any sort of accurate judgment is pure folly. It's not only a spiritual no-no, it's just plain impossible.

So, after my initial judgment, I let out a humorous sigh (directed at my own response) and sat back to write this. It was easy to do after recognizing that the only thing going on in Millie's message was that the writing on her walls was judging the writing on mine. It wasn't personal. It only seemed that way. The writing on her walls is no more qualified to judge the writing on mine than is the writing on my walls qualified to judge hers. It's okay for either of us to get worked up about this "disagreement" but, if we do, the experience is ours and ours alone.

Sex is an emotionally charged issue. It is important to us and people manage to endow this marvelous experience with everything from free wheeling pleasure to guilt & shame. The Gramma Effies and Uncle Charlies of the world represent the extremes. Both attitudes are written on just about everyone's walls along with everything in between. The version we dance to is the result of our own experiences and "realities." No version is right or wrong unless we insist that it be so. Millie states that sex is "*a special, if not sacred moment between 2 people of commitment.*" That is the way she (and many others) experience it. It is not the right way or the wrong way. It is her way. To others, sex is a first class biological tee-hee and that's all. Both positions, and everything in between, are influenced by the writings on one's walls.

Our consistent thoughts become our realities.

Hugs, Gary

P.S. There are some truths, of course, that are so universally obvious that they transcend the writings on our walls. Those who don't love Elvis, for example, are truly defective ;-)

The Palace of Possibilities 26--I'm a puppet

Hi Everyone,

More comments have come my way as a result of the last few installments of the Palace of Possibilities. Some positive. Some negative. I heard from many who felt that Millie was misrepresented or downplayed and that I was "too casual" about Uncle Charlie's sexual "advice." They tell me I should have been more sensitive regarding sexual issues because, to some (particularly those who responded in this vein), the subject is quite loaded. Further, I didn't understand where Millie was coming from and totally missed her

point. Further still, I apparently don't know what it is like be on the wrong end of negative sexual experiences.

Right on! True! Yes! I agree!

And that is the point. Everything you read here is a reflection of what is written on my walls. Interwoven within my comments are my experiences, attitudes, beliefs and all the other contributors to the consistent thoughts that have become my reality. They are different from yours, of course, because I have had different experiences than you. They are the filters through which I write, speak and perceive the world. I don't perceive the world through your filters, I perceive it through mine. I must do this. I have no choice. That is why things I say "casually" about sex or anything else will be perceived by some to be out of bounds.

While I can listen to your experiences and try to understand, I must ultimately rely on what's written on my walls to make sense of what you are telling me. You must do the same. What other choice do you have? As you read this you are either agreeing or disagreeing with me. You may be saying Yippee! or Yuck! But whatever you are saying, IT ISN'T YOU THAT IS SAYING IT!!! It is the writing on your walls that is speaking. Everything you read, hear or perceive in any fashion is always compared to your version of the "truth" that is written on your walls. Our perceptions are the outward projections of our inner states. They are our own personal "inside jobs" most of which were contributed to by those "authorities" in our lives whom we allowed to write stuff on our walls.

Many people find my writings to be inspirational and highly useful. Others find them arrogant. Yet the words are exactly the same for everyone who reads them. Interesting, eh? The only thing that could account for the different perceptions is what the reader brings to the page. People's different versions of what I write is a reflection of their own "truths" that have been written on their walls. If my "truths" coincide with theirs, then I am wise and brilliant. If they don't, then I am insensitive, arrogant, etc. So it goes.

Therein lies a useful point--in fact, therein lies the centerpiece of the Palace of Possibilities. Our consistent thoughts become our reality. The writing on our walls heavily influences the way we see the world. This is especially true for the writing that was put there with heavy EMOTIONAL content. Strong negative experiences of any kind (including sexual ones) are understandably front and center for those who have experienced them. They are written on their walls in capital letters. They say LOOKOUT! BE CAREFUL! DON'T GET HURT! and words to that effect. They act as sensitive filters and are quickly brought to the surface. They color the world for these people who are quick to focus on "their issue" even when it is brought up as a minor statement within a larger story.

This is not to be criticized, by the way, it is to be OBSERVED. Therein lies a major lesson within the Palace of Possibilities, namely, ALL DISAGREEMENTS BETWEEN PEOPLE ARE DISAGREEMENTS BETWEEN THE WRITINGS ON THEIR WALLS. That is a very freeing concept. It doesn't mean we excuse everything and explain it all

away. It means we can understand where others are coming from and, more importantly, it means we can understand where WE are coming from. I, for one, consider myself to be a puppet whose personality is shaped by the puppeteer (the writings on my walls). The only difference is that I have some control over what is written there. Fortunately, I learned this lesson early in life and have been purposely writing better things on my walls for many years. We all have that choice and, with EFT, we have an indispensable tool for getting rid of the "old stuff" that has been written there in capital letters.

More next time.

Hugs, Gary

The Palace of Possibilities 27--Members respond

Hi Everyone,

In recent times, many Members have written me with questions and comments on some of the more current articles. Here they are, together with my responses. I am disguising names and identities where I think appropriate.

FROM "BOBBI"

Hi Gary: Just another note to say thanks for these latest posts on the writing on the walls. I sit in my office at work hearing my clients rail on about their lives, relationships, illnesses, etc.--most of it coming down, bottom line, to "*I'm such an idiot*", "*I'm no good*", and "*I'm unlovable*"-- and I begin to SEE that writing scrawling all over my white paint. . . And when I point it out to them they begin to see it too. CBT (cognitive behavioral therapy) is the modus operandi of choice at my managed-care driven agency and I have always had trouble with the "cognitive restructuring" part. But your scrawled-upon-walls combined with EFT/TFT, etc. makes the most powerful "CBT" around. It's all fitting together for me at last; I'm suddenly not feeling like such a weird maverick at my agency anymore :-)

I love that image of all our graffiti talking to everyone else's graffiti. What's left if we do a little whitewashing? Just what. . .spirit? love? soul? Sounds good to me.

GC RESPONSE: Interesting question. What *is* left after we eliminate all the fears, guilt, trauma and other negative writings on our walls? What would we become if we had no grievances and looked beyond our bodily incarnations to "*another way of being*?" Would we approach the ultimately loving and peaceful state that virtually every spiritual discipline points to as our birthright? Hmmmm.

FROM SHARON HENDERSON

Dear Gary, I am a newcomer to your Palace comments and am loving them. I did, however, get a personal aha out of reading your most recent editions--23 through 25. Somehow your wise observation--the only disagreement between two people is the difference in the writing on their individual walls--was the magical knife that cut me free from emotional trusses surrounding an issue that has tied me in knots for over 25 years. (Nothing whatsoever to do with sex, by the way.) I can't thank you enough.

And this is only the beginning. Now that I have let go of one major issue in virtually the blink of recognition (of the truth of what happens through emotionally charged repetition), I think all the rest of my "issues" will soon float away with the breeze as well. How silly they have been and how captive I have been, without even knowing it.

GC RESPONSE: I am a great believer in reframes and those who attended our advanced EFT seminar, "[Steps toward becoming The Ultimate Therapist,](#)" or have seen our advanced videos of the same name, will know what I mean.

The Palace of Possibilities, if you think about it, is a grand metaphor within which many reframes are possible. Developed within the Palace metaphor are sub-metaphors/reframes such as

- (1) emotional dungeons,
- (2) the rooms we choose to live in,
- (3) the walls of those rooms (made of cellophane),
- (4) the writing on our walls (made of chalk),
- (5) erase & replace,
- (6) the Palace Penthouse and many others.

As experienced EFT'ers will attest, reframes are much easier to use AFTER tapping. The tapping often produces profound cognition changes and effective reframes merely plug into the client's new beliefs. This gives them better recognition for their new healing.

To me, relationships are an important arena for healing. The metaphor that all of our disagreements are simply between the writings on our walls (much of it fictional) is a major aid toward seeing someone else differently. After all, what is left but love if we truly recognize that the "other person's" aggravating traits are merely the movies playing in their heads? Then, when we truly recognize that we are doing the same thing (but with a different movie) we can let down those seemingly important defenses and touch one another on a more loving level.

FROM SONIA NOVINSKY (for whom English is a second language)

Gary, I think sometimes it is important to me to assume like my personal truth the writings on my walls. Relativism is not absolute. Fathers abusing sexually their children, like is very usual here in Brazil, is tragic, horrible, don't you think? Maybe is written on their walls that is normal and natural and they use this justification to submit their children, and children don't have tools to protect themselves, they love and they need their fathers. Power is something we have to think a lot about, because power allows us to behave in function of beliefs that are ethically perverse in an absolute sense, since we are human. The same thoughts are valid for the holocaust, for what is happening with Serbs and Albaneses. All hate based in race superiority is written on someone walls, and deserve judgement, and that we fight against with all our forces, without tolerance like: "is not the person, is the writing on his walls". People are responsible, not the writing on their walls. This is written on my walls, and tolerance to power abuse, for me is a crime.

Understand my English?

I want only show a danger of unlimited tolerance.

hugs, sonia

GC RESPONSE: Of course. Nowhere within the Palace principles do we excuse or condone such behaviors. The idea that we respond to, and are shaped by, the writings on our walls is a metaphor to *explain* what we do, not to excuse it. It would be totally inappropriate, for example, to pat a serial murderer on the back and send him/her off into the world saying, "*Oh well! No bother. It's just the writing on your walls that causes you to commit all those murders. It's not really you. Go forth and be yourself.*"

Sonia, your concerns are well taken. Those committing atrocities around the world are to be stopped. Our current means for doing this, however, include war, prisons and other "eye for an eye" methods. Over many centuries it has become clear that these methods do not solve the problem in the longer term. All of our societies are still riddled with murder, robbery and rape despite the harsh penalties.

I'm not saying that we should throw these penalties away. No indeed. I do suggest, however, that these people are acting out of beliefs, fears and other writings on their walls and *that* is what is motivating their behaviors. This needs to be recognized and dealt with as a primary cause if we are to ultimately bring peace to the world. With our new energy therapies we have now have a tool that will take us another useful step in this direction. One of my main motivations behind EFT involves Touching the World by unloading the emotional ballast weighing on our citizenry. Peace is at the end of it.

FROM ELIZABETH MASS

Hey Gary - Thanks for the latest Palace messages...I was immediately reminded of the first several lessons in A Course in Miracles:

- #1 - Nothing I see ...means anything.*
#2. - I have given everything I see...all the meaning that it has for me.
#4. -These thoughts do not mean anything. They are like the things I see...
#5. - I am never upset for the reason I think.
#7. - I see only the past, etc.

GC RESPONSE: A Course In Miracles is a set of spiritual readings which I have avidly studied for the last 13 years. While there is a Christian setting to it, its principles are clearly non-denominational. Readers of all faiths have gained value from it. I mention this because the Course (as it is called) is written all over my walls and, quite naturally, you will find many of its concepts within my words.

ELIZABETH CONTINUES: I was most delighted, however, to catch your casual reference to the possibility that there are Universal Truths that are TRUE, regardless of the writing on our walls. Perhaps the real lesson is to: 1) recognize the writing on the walls 2) learn where it comes from 3) understand how all of our perceptions and conclusions about reality are distortions 4) **AND THEN GET OUT OF THAT ROOM WITH ALL THOSE WALLS!!!**

What an incredible life that would be - living in a room without walls. No preconceptions, no false or limiting beliefs, no past to cloud our experience of the present. This may seem beyond our human possibilities, but since **WE ARE EVOLVING TO NEW LEVELS OF HUMANNESS/SPIRITUAL AWARENESS**, it may indeed be our next step. (EFT may be the way we can all tap-dance to heaven.)

Then, we could all simply be who we are, experiencing life and each other (and ourselves) directly, cleanly, openly and freely. So the Palace, instead of being a fixed structure, albeit a beautiful one, becomes a fluid, expansive, dwelling that we can recreate in new forms as we choose - a place of fun, adventure, joy: A Pleasure Palace.

Of course, then we want to share it with others who are also at that level. (finding them may be the tricky part). Maybe that's the real "Happily Ever After" experience we all dream of ... continually creating the life we wish to have, creating ourselves as we wish to be.

Hugs to you, Elizabeth Mass

P.S. I'm with Uncle Charlie! - just in case you're doing a survey.

FROM CHERYL REIFER

Dear Gary, I have been consciously on my spiritual path for the last 10 yrs. All of the teachings I have encountered have indicated that we are all One. I have accepted that concept, on a mental level. However, when faced with the challenges of life, feelings of

"separateness" almost always overshadowed the Oneness concept. I was definitely in conflict when it came to handling challenges. After reading Palace of Possibilities 25, I reframed my thinking. Now I tell myself that we are all One, but the differences that I am aware of are due to our different "writings on the walls". The reframe has helped me to experience others in a much more positive way and in some cases my feelings of anger have been replaced by feelings of compassion.

GC RESPONSE: That reframe works for me too. I find it much easier to put my own stuff (and others' stuff too) in perspective when I realize where most of it comes from. It's easier to find peace and resolution when we tune out the yadda yadda yadda that is written on our walls. The writing is in chalk and the walls are made of cellophane. This, to me, is a useful stepping stone into spiritual realizations.

CHERYL CONTINUES: Also, I have been using affirmations with clients for years and they have been effective. I recently began using EFT with clients and I have found that using both EFT and affirmations, together, have been more powerful than using each separately. Thank you so much for this series. It has been most helpful for me, both personally and a professionally.

GC RESPONSE: Well said.

FROM CAROL JOHNSTON

Gary, I may have some writing on MY walls that have limited MY life experiences. OK, I can deal with that. In fact, I am very grateful that there is an EFT...and I can deal with "whatever" comes my way because of the processes you have presented in your courses, and many examples and thoughts shared on the website.

The recent negative comments you have received were a real puzzlement. Millie's instant analysis (made from your brief, albeit colorful, description of Gramma Effie and Uncle Charlie) gave me the opportunity to further examine my walls. Whether I agree or disagree with what you said, or how you chose to say it...it simply revealed another room in MY Palace, a room with more walls. And I can choose to go there now, later or not at all.

Last week Oprah's book club (5 or 6 reviewers of diverse ages and backgrounds) interviewed an author of a novel set during WWII in Nazi Germany. One of the many sub-plots described the sexual experiences of a fifteen year old boy and a thirty-five year old woman.

The reviewers ALL had different opinions about THAT one...most said it was disturbing, wouldn't want their children to do it, wondered why it had to be part of the story. Some thought it was love, some thought it was sex, some thought it was sick. They even asked the author if he had written that part from his own experience. Their reaction to war-time

situations faced by many other characters described in the book were also responded to with harsh or critical judgement.

GC RESPONSE: Thanks for this example. What's interesting here is that each of the reviewers were commenting on the exact same facts. It was about the identical interview and the identical writing in the book. Please correct me if I am wrong but, the way I see it, the only possible reason for the differing interpretations was the different filters through which each of the reviewers saw the material. They were each exposed to the same material and then compared it with the existing writings on their walls. Their individual writings contained their personalized version of the "truth" about all this and they responded accordingly with their "opinions."

You, on the other hand, were listening to all those "opinions." Which of them is true? Interesting question. Let me suggest that you will find true those opinions which match the writings on your walls. The others will be discarded or met with disgust. Further, some of those opinions which meet with your disgust will be heralded and embraced by others. So who's "right?" Who knows? It all depends on what is written on one's walls. That is the ultimate source from which we make sense of our world. Our beliefs reside there and, in a very real way, so does our sense of security. Sillysville, I suggest. Yet that is what we do and it all seems so very important--so very real. Within that recognition is a great sense of freedom. At least that's what it says here on my walls :-)

What a trip!

CAROL CONTINUES: When asked what THEY would have done if placed in similar situations...most of their filters preceded their answers. Like, my religion says...; I believe in...; every one in my family...; I was always taught...

I am not a professional therapist. I am an artist, I am an observer. You have given me a marvelous technique; a new wide angle lens, to observe more of what only I can see. You are not responsible for what I see. And, thank you.

GC RESPONSE: Thank you...and you are not responsible for what I see, either. Isn't that a relief? You can, however, help others to see that many of their "limits," grievances, etc. are useless inside jobs.

Hugs to all, Gary

The Palace of Possibilities 28--TV Techniques

Hi Everyone,

Let's look a little deeper into this idea that REPETITION and EMOTION are major players in writing influential writing on our walls. As stated earlier, the advertising

industry has capitalized on this phenomenon in a big way. They spend billions in this very successful endeavor. It's obvious. It's common sense. Yet, how many of us "*advertise to ourselves*" through REPETITION and EMOTION? Jane Holmes-Roughton put it quite succinctly in this recent message to me...

FROM JANE HOLMES-ROUGHTON

About the advertising--

A few years ago when I was doing some experimental work with children who were retarded and were in elementary school, I was told by the school principal that try as they might the teachers found it very difficult to get the students to learn what they tried to teach them. But by contrast the retarded students were learning--on their own--all the commercial jingles from TV. Now if that wasn't the biggest, fattest clue I ever heard, coming out of his mouth, but apparently not making it to his brain! So we designed a program to teach them what we wanted them to learn by using color and rhythm and tunes and repetition, and of course it worked! Sometimes we do unfortunately get so enamored of our habitual methods that we are reluctant to release them for something much more effective. (Myself included here, of course.)

So why not borrow from the obvious? Why not emulate the advertising successes that are right before us every day? Why not do for ourselves (for free) what the advertising business spends billions of dollars to do every year?

Here's how I brought this up in my How to Drive Your Own Bus seminar. I am quoting it below word for word EXCEPT that I have adjusted it to use the "writing on your walls" metaphor instead of the one involving the passengers on your bus.

FROM A PREVIOUS SEMINAR

Gary: Now comes one of the really fun parts of this day....TV Techniques. This is actually a form of doing affirmations that I'm treating separately. It's another way to build affirmations into your mind and have fun doing it.

Advertisers spend \$billions on repetition and emotion to do one thing...put their writing on your walls. They do so because it works. Why not use the same techniques to "*advertise to yourself?*" First, I'm going to give you a little background. TV advertisers spend billions of dollars to do one thing. What is that?

Man: Brainwash me.

Gary: Brainwash you. Yes. They are trying to put their writing on your walls. They spend billions to do that. And there's only one reason they do so...because it works. I asked you earlier and I'll ask you again, how many can finish this sentence? Winston tastes good like a ...

Audience: Cigarette should.

Gary: That ad hasn't been on TV for 20 years. How do you spell relief? R-O-L...

Audience: A-I-D-S

Gary: Things go better with...

Audience: Coke.

Gary: The night belongs to...

Audience: Michelob

Gary: Michelob. Not that kind of a light. I said I want a...

Audience: Bud Light.

Gary: Bud Light.

TV advertising is designed to smother you with repetition and emotion. Over and over again they repeat these things. And any time they can put emotion into it, they will. How about this one? You deserve a break today at

Audience: McDonald's.

Gary: Yes, and think of that ad when you see it. Typically, the whole staff of McDonald's is out in the front and they're all singing to you. The cooks and the bottlewashers and the waiters and everyone, right? You get the sense that it's a fun place to be. So, whether you like McDonald's food or not you probably recognize it as an emotionally fun place to be and it's probably clean and it's probably a number of positive things like that. It's all done, of course, to entice you to go to McDonald's.

And that's all done by advertising....repetition and emotion.

Now, there's a form of advertising that I particularly like, at least for our purposes. Earlier I asked you to finish this sentence, "Winston tastes good like a....." which is the spoken form of that advertisement. The other form is a song form. How many remember this? [Gary sings] "*Winston tastes good like a [clap, clap] cigarette should.*" [Hands raised] Remember that? Which one has more impact? The spoken one or the song?

Audience: The song.

Gary: Yes. Why?

Audience: It is uplifting.

Gary: Of course. Music has a beat to it. It has a cadence. Do you sing songs to yourself, by the way? Do you have favorite songs? Do you sing them in your head sometimes? [Audience nods yes] Sure, and you probably sing the words that came with the songs originally. Make up your own jingles. Put your affirmations into your favorite songs. ***Advertise to yourself.***

Why not put the words to your affirmations with your favorite songs? See, that is a way to advertise to yourself with cadence and rhythm and music. It is a marvelous way to embed your affirmations into your system. It's fun to do. You can change the words all you want. You can change the songs all you want. I want to do something here. [Gary picks up his guitar] I want to sing a song for you that might qualify as "jingle-ish." See if you recognize this song. I think most of you have heard it. [Gary strums guitar and sings]

"Old MacDonald had a farm. Ee-ii-ee-ii-o."

Recognize that?

"And on this farm he had some"

..what?

Audience: Ducks.

Gary: Ducks. *Ee-ii-ee-ii-o.* Now, I'm sure you all know the rest of these words so sing them with me, will you?

With a quack quack here. And a quack quack there.

Here a quack and there a quack. Everywhere a quack quack.

Old MacDonald had a farm. Ee-ii-ee-ii-o.

And on the farm he had some...

Audience: Pigs.

Gary/Audience: Pigs.

With an oink oink here. And an oink oink there.

Here an oink. There an oink. Everywhere an oink oink.

A quack quack here. A quack quack there.

Here a quack, there a quack. Everywhere a quack quack.

Old MacDonald had a farm. Ee-ii-ee-ii-o.

Well, you may or may not like that particular song but it is a song that you know and it does have a bouncy little rhythm to it and some good jingle qualities.

To give you the idea of this, we are going to put some affirmations to that song. Please turn to page 17 and you will see some alternate words. The first set of words is "*My consistent thoughts become my reality.*" Sing it with me....

*My consistent thoughts become my reality.
With a thought thought here and a thought thought there.
Here a thought. There a thought. Everywhere a thought thought.
My consistent thoughts become my reality.*

Now, that's a fun song, isn't it?. It can be a fun way to do your affirmations.

Let me ask you something. If you sing that song to yourself when you are driving and during dead time and so on, what would that do to your thinking process? What do you think? Who can tell me?

Audience: Reinforce it.

Gary: It would reinforce it. Of course. What else would it do? You would be more aware of what?

Audience: Of your thoughts.

Gary: Of what you are thinking. That's absolutely right. See, if you keep embedding "*My consistent thoughts become my reality,*" you'll start noticing the quality of your thoughts. It will also activate your antenna.

It will cause you to see the link between your thoughts and what is going on in your world. Very important. If I could give you a requirement from this seminar, it would be to sing that song frequently throughout the day. It would give you an invaluable awareness of where your thoughts are taking you. Let's sing it one more time.

Gary/Audience:

*My consistent thoughts become my reality.
With a thought thought here and a thought thought there.
Here a thought. There a thought. Everywhere a thought thought.
My consistent thoughts become my reality.*

Gary: Good. Let's put other words to it. [Still on page 17] This one happens to be for income. Notice I put there 7K a month. You could say 7 thou a month if you want. That may or may not be your goal. That's okay. This is just to give you the idea. Put your own number in, 10 or 3 or 15 or whatever is realistically possible for you. Here we go.

Gary/Audience:

*I earn seven K a month, very easily.
With a dollar dollar here. And a dollar dollar there.
Here a dollar. There a dollar. Everywhere a dollar dollar.
I earn seven K a month, very easily.*

Gary: Now, this is kind of fun, isn't it? See, if you keep putting in your mind, "I earn 7K a month," or whatever your number is, and you do it consistently, your system begins to get a different idea about who you are. You are going to start gradually, like a growing child, growing in the direction of earning \$7,000 per month. After awhile, you will look back and that \$3,000 a month doesn't make it. That isn't you anymore.

Vicky: What do you do if you don't want to limit yourself to a certain amount. You just really want to get all you can?

Gary: I suggest that you be specific, at first. Don't call it a limit because you can always raise it. Once you have achieved seven, for example, you could always go to ten and then to fifteen and on up from there. But when you say something nonspecific like, "*I make lots of money*," you have no way to measure your progress, do you? What is lots of money? You see. You want to make it specific wherever you can.

Now here's one I use myself. "*I'm an example of vibrant health.*" Do that one with me.

Gary/Audience:

*I'm an example of vibrant health. Just look at me go.
With a vibe vibe here and a vibe vibe there.
Here a vibe. There a vibe. Everywhere a vibe vibe.
I'm an example of vibrant health. Just look at me go.*

Gary: Good. Now, that's all to Old MacDonald Had A Farm. If you like the song, put your own affirmations to it. There's no rule, however, that you need to use that song. Use your favorite song...one that you sing often anyway.

I happen to have a song that I love to sing. I've always enjoyed it. It's called In The Early Morning Rain. How many have heard that song? [Hands are raised] Oh, that's a number of you. For those who haven't, let me just sing some of the opening bars to it. Then I'll tell you what I do with it.

*In the early morning rain, with a dollar in my hand.
And an achin' in my heart and my pockets full of sand.*

I love that song. I sing it all the time anyway. As long as it's going to echo in head, I might as well put my own words to it. So, I put several of my own personal affirmations in there. "*I'm an example of vibrant health*," is one. That's very important to me as you

can tell. I mentioned it many times. *"I make a difference where ever I go."* That relates to my connection with you and these seminars. *"My harmony with Adrienne creates a symphony you know."* That's my relationship with Adrienne. Those are all nice affirmations so I put them all together into this song.

Gary sings:

*I'm an example of vibrant health. I make a difference where ever I go.
My harmony with Adrienne, creates a symphony you know.*

Adrienne loves that, by the way.

I've always enjoyed Elvis Presley. You may not remember the first song that Elvis Presley ever recorded. It was not Heartbreak Hotel or Hound Dog or any of the songs you are used to. It was called That's All Right Mama. How many remember that? [Hands raised] I love that song. I sing it in my mind, *"That's all right mama."*

Now, I'm going to sing this song but I dare not do so without somehow paying tribute to Elvis. That's not easy for me to do because I don't look like him. And I don't wiggle like him. And I don't sing like him. But there is one thing I can do that he did. And that's give you an Elvis "lip." [Gary does an Elvis sneer]

Audience: [Laughter]

Gary: Remember that? Here's the song.

*Well, that's all right mama. That's all right for you.
That's all right mama, just any way you do.
Well, that's all right. That's all right.
Well, that's all right, now mama. Any way you do.*

[To Adrienne] Adrienne, please come up here for a second and sit right here next to me.

Since I enjoy this song, I have developed some affirmations to put with it. One of my goals is personal peace. I want to look beyond the aggravations in this world. I really want to see peace and harmony in everything and everyone that I see. That is very important to me. So, I have an affirmation that says *"Peace is my companion. Forgiveness is my friend. Health is my example and my talks are in demand."* That is several affirmations all in one song, right?

Adrienne: [Now on stage] If I choke on this, you're going to have to save me.

Gary: Okay. Are you nervous?

Adrienne: Yes. I'm not the speaker.

Gary: Okay. But anyway, we'll be driving in the car and she'll be sitting beside me and all of a sudden one of us will start singing. Then the other chimes in. Let's give them our little duet.

Adrienne: Okay.

Gary/Adrienne sing:

*Peace is my companion. Forgiveness is my friend.
Health is my example and our talks are in demand.
That's how it is. That's how it is.
Peace is my companion. Forgiveness is my friend.*

[Applause] Do you get the idea of it? See, that's a fun song. You may not like that particular song of Elvis' but I really do. And I sing it anyway. So I might as well put my affirmations to it.

What do you suppose repeatedly singing that song does to my thinking process? Do I start to notice peace out there more often? Do I gravitate in that direction? Sure. For example, when I witness criticism of someone else I tend to think, "*Well, where's the peace in that? That person shouldn't be criticized. Maybe they need some help. I wonder what would be useful here?*" I start thinking peace generating thoughts because I keep singing to myself, "*Peace is my companion, Forgiveness is my friend.*"

Another song, turn to page 18. That's Amore. Dean Martin. Remember that song?

Audience: Oh, yes.

Gary: The original words are on the top of the page. Let's sing them, okay?

Gary/Audience sing:

*When the moon hits your eye like a big pizza pie, that's amore.
When the world seems to shine like you've had too much wine, you're in love.
When you walk in a dream, and you know you're not dreaming, senore.
'Scusa me, but you see back in old Napoli, that's amore."*

Gary: For those of you with a weight issue. [From page 18]

As my scale goes around and says 1-3-0-pounds.....

Gary/Audience:

*As the scale rolls around and says 1-3-0 pounds, that's a'normal.
As my clothes feel so loose on my little caboose, I'm so trim.*

*When I walk in a room, all the heads they keep turning towards me.
'Scusa me, but you see, with this slender body, I'm so gorgeous.*

Gary: The use of affirmations is an extraordinarily powerful thing. But you must stay on the track. If you don't find a way to stay on the track, you will get derailed. That story has been told countless times. So....try putting your affirmations to your favorite songs. There's a beat. There's a cadence. There's rhythm. Repetition and emotion. Very powerful.

Hugs to all, Gary

Section 11

The Palace of Possibilities 29--Lessons from the O. J. Simpson trial

Hi Everyone,

I was fascinated by the O. J. Simpson trial.

But my fascination had nothing to do with Simpson's guilt, innocence or the ethics of any of the personalities involved. Instead, I was interested in the defense team's use of REPETITION and EMOTION to put their writing on the jury's walls. This was particularly true of Johnnie Cochran's closing argument. Whether or not we agree with the motives involved, there were some useful lessons from the O. J. Simpson trial.

First, a little background. You may recall that midway through the trial, Mr. Simpson was asked to try on the bloody glove that was left at the scene of the crime. To the eyes of most observers, including the jury, the glove didn't fit. The prosecution explained this away in a number of ways, including the claim that the wetness of the blood caused the glove to shrink. All these explanations were plausible but the fact remains, to most observers, the glove didn't fit.

There were many other inconsistencies in the evidence and, as you might expect, the defense team was quick to point them out. Also, they REPEATEDLY used the term "*a rush to judgment*" when referring to the prosecution's case. I'll bet they used that term over 100 times during the course of the trial. It became a repetitive slogan that made its way onto the walls of just about everyone listening. *A rush to judgment. A rush to judgment.*

Then, when it came time for the closing argument, defense attorney Johnnie Cochran reminded the jury that their duty was to acquit Mr. Simpson if they had a "reasonable doubt" about his guilt. However, Mr. Cochran chose to reframe "reasonable doubt" in a unique way and this reframe allowed him to effectively use the principles of REPETITION and EMOTION for writing on the jury's walls. He basically reduced the whole notion of "reasonable doubt" to one simple, poetic like mantra. "*When you weigh the evidence,*" he said,.

"If it doesn't fit, you must acquit."

That seemingly simple phrase was REPEATED throughout Mr. Cochran's closing argument. Each time he discussed evidence for which there was some controversy he would say...

"If it doesn't fit, you must acquit."

The mantra was said with cadence and rhythm to add an EMOTIONAL component. When Mr. Cochran discussed the conflicting timelines regarding the murders he said...

"If it doesn't fit, you must acquit."

When he contrasted Detective Mark Fuhrman's evidence with his apparent racial bias he said...

"If it doesn't fit, you must acquit."

And, of course, when he came to the part about the glove that didn't fit he said....

"If it doesn't fit, you must acquit."

I lost track of how many times Mr. Cochran repeated that phrase but each time he did so, he did it with an emotional sing-song, hypnotic type rhythm. He was writing that phrase on the jury's walls with REPETITION and EMOTION. He was also writing it on *everyone* else's walls, including mine. REPETITION and EMOTION. It was simple, non-complicated, to the point. *"It it doesn't fit, you must acquit."*

This went on for 2 or 3 hours and, after Mr. Cochran finished, he gave the floor to his colleague, Barry Scheck. Mr. Scheck was the lawyer with the technical DNA expertise. He visited some of the controversial parts of the DNA evidence for the jury but never once said, *"If it doesn't fit, you must acquit."* That was Mr. Cochran's line and it would have looked out of place for Mr. Scheck to say it.

Instead, Mr. Scheck did something extremely potent that added a punctuation point to Mr. Cochran's mantra and elevated the whole thing to big CAPITAL LETTERS on the jury's walls. After going over the controversial technical evidence he leaned over the podium and looked at the jurors straight on and said, slowly and deliberately,.....

"You know.....it just doesn't fit."

When he said that I immediately heard the echoes from my walls that was put there by Mr. Cochran....

"If it doesn't fit, you must acquit."

Incredible. This had to have been implanted within those jurors' minds. The defense team wrote masterfully on the jury's walls using the simplest of techniques. We can use these techniques too. We can use them in ethical ways on ourselves or on behalf of others. We can, for example, use them for forgiveness...

"The way to live, is to forgive."

OR we can use them for peace...

"My personal peace, becomes my release."

OR we can use them to motivate clients to tap on their own...

"To leave this trap, you must tap."

The possibilities go on. Advertising slogans, jingles, rhymes, mantras and the like are very powerful tools for writing on walls. If we think they are silly, we miss the point. These things are being done to us daily--very effectively. Why not take charge and do the same thing for ourselves? It is a choice, you know.

Sometimes we forget the fundamentals.

Hugs, Gary

The Palace of Possibilities 30--You have your hands on an emotional switch

Hi Everyone,

Beware! I can manipulate your emotions at will.

I can change your emotional state from glad to sad within moments and then change it back again moments later. Further, you are nearly helpless against my powers. The only way to truly avoid what I can do is to avoid me altogether. By that I mean don't listen to what I say and don't read what I write. That is your only true defense.

You see, I have my hands on an emotional switch that is capable of pointing your psyche in any direction I desire and, interestingly, you happily permit it. I'm not the only one with this switch, however. You have it as well. Everyone has it. That switch is our language--the words we use. Most of us aren't consciously aware of what we are doing with them.

Words are routine to us. We use them everyday by the thousands but don't give much thought to how they consistently and powerfully shape our lives. They literally dictate our emotional states. No? You think not? Then read the following....

"I feel so lonely. I'm in a dead end place loaded with despair, depression and disease. This desolate world is filled with violence and hatred. Life is the pits. It is what you do while you are waiting to die. I was robbed of my childhood and have been rejected ever since. I'm worthless, useless, hopeless, hapless and hugless."

Now read it again--this time more slowly--and notice how you feel as you read those "downer" words such as lonely, despair, desolate, die, robbed, worthless, hugless, etc.

Now contrast that with the feelings you get when you read the following.

"Today's an exciting day. It's awesome and loaded with possibilities. I can't wait to see what opportunities will show up next. Life is a fun zone loaded with smiles and thrills. It's magical. I'm inspired, energized, unstoppable and blessed to be alive."

The latter paragraph, of course, is much more uplifting to read. Did you ever stop to think why? Obviously, it contains more uplifting words. But what is it about those words that gives us that uplifting feeling? After all, those words are just made up of little marks on paper (or your computer screen) and sometimes those little marks look almost the same. The word gruesome, for example, looks quite similar to awesome. Yet it gives an altogether different feeling. Why?

Whenever we hear a word we must "internalize" it before we can fully understand its meaning. The word "airplane," for example, doesn't mean much until we make a mental picture of it or otherwise get an internal sense of what an airplane is. This is subtle, I know, but it's as if our system asks, *"What does this word mean?"* and, in an instant, the word is internalized within our system and given meaning. We must literally experience the word for it to have its full meaning.

We internalize words according to the writing on our walls and this is why the same word can have very different emotional impacts on different people. The word "Hitler," for example, has a far different emotional impact on a Holocaust survivor than it does on a 12 year old non-jewish history student. The word "slave" brings up different emotions within our African-American citizens than it does for Caucasians. Other examples are "Jesus," "cancer" and "sex."

It follows, then, that the previous paragraphs that I asked you to read were given their emotional content by the types of words they contained. In order for you to make sense of those paragraphs you had to internalize all the words and your resultant feeling was a reflection of how those words internalized within your system. You literally "experienced" each of those words in a mini way.

The influence of words is all around us. Words of every description are on TV, radio, books, magazines and the like. They are in our everyday conversations (including client conversations) and are constantly being internalized by us. Have you ever been around people who "take your energy?" Would you like to know why? Listen to their emotionally draining words. To understand them, we must internalize the words they use (such as depression, ugly, hate, etc.) and, as we do that, our emotional state heads downhill into the same desperate depths of desolation and devastation as the pathetic, emotionally impoverished person speaking them (oh ugh! parts of this I don't like to write).

On the other hand, pay attention to the motivating words used by people who inspire you. They are alive. They are vibrant, enthusiastic, empowering and passionate. They Touch the World and help form our Healing High Rise. They are joyous. They are spirited and

bring love and forgiveness with them. I know a writer and seminar presenter, for example, who purposely uses the word "awesome" and other inspiring words frequently throughout his presentations. Why? Because he knows that uplifting words are friendly, motivational and energizing. People internalize them and respond accordingly. He is now writing a series called *The Palace of Possibilities*. Read it sometime and look at the preponderance of uplifting words he chooses to use.

The words we use are very effective emotional switches. They bring about exhilaration or debilitation depending on how they are used. And it isn't just the words we read and hear that does this number on our emotions. The words we say are of particular importance. Further, the words we say habitually are mirrors of our core emotional states. We will cover this next time.

Hugs, Gary

The Palace of Possibilities 31--Watch your words

Hi Everyone,

Words, words, words. They are all around us. You just read about 10 of them and are about to read over 1,000 more. They are the primary means by which we communicate--the symbols we use to transmit ideas. The English language is particularly rich in symbolism and shades of meaning. It lends itself beautifully to metaphors, alliteration and descriptive phrases. Words are very powerful. They can be used to motivate, celebrate, complicate or aggravate.

I know we're talking fundamentals here but it's easy to forget the basics. After all, we're into EFT and powerful techniques for eliminating emotional baggage. Hooray! Stay with it. Learn more. But let's add positive elements along the way. It's easy to do. Why allow our vocabulary to work against us when we can easily shift it to work for us?

Last time we noted that the words we read and hear generate emotions within us. This is because we must internalize them in order to get their full meaning.

But what about the words we say (or write)? Do they also impact our emotional state? You bet! Before we say a word such as "depression" or "delightful" we must first internalize it to get its full meaning. Stated differently, we must think a word before we say it and by thinking it we internalize (experience) it in a mini way. This does not mean, however, that the mere utterance of the word "depression" causes us to tailspin into a major funk. Not so.

What DOES happen, however, is that the repeated use of a word (such as depression) causes repeated mini experiences of that word and those repeated mini experiences serve to condition us in the direction suggested by the word. It is the habitual use of given

words that move us in the direction of those words. Show me someone, for example, who consistently uses the word "stress" and I'll show you someone who usually experiences stress over even a minor incident. They condition themselves to feel stressed even when the incident involved might only call for a simple "Oh well" and a releasing breath (or a few taps).

There are countless instances of this. Someone, for example, who habitually uses the word "furious" to describe an angry state (even a mild one) conditions their system to experience fury even if the event calls for nothing more than an annoyed reaction. Show me someone who habitually says things like, "*That makes me furious,*" or "*I was furious about that*" and I will show you someone who frequently flies off the handle regardless of the severity of the incident. On the other hand, show me someone who habitually portrays anger as, "*That's annoying,*" or "*I was annoyed about that*" and I'll show you someone who is likely to be mild mannered and who rarely loses their cool, even over potentially intense issues.

We need to watch our words, especially those we use habitually. They tend to condition our emotional system and take us in directions.

As you may know, I love the word "awesome." I use it in an uplifting, even humorous vein. I also like passionate, energized, elegant and delightful. Magical is a good word too. So are first class, vibrant and marvelous. What do you think would happen to our ongoing emotional states if we purposely changed our vocabulary and replaced words like terrible, awful, afraid, exhausted, drained, etc. with more uplifting choices? Would we start to condition our emotional system in a more positive direction? Absolutely! What if all of our clients did this? Wouldn't such vocabulary shifts serve as mini-affirmations and move them in more useful directions?

Many people are caught in what I call an "emo-word loop" where their negative emotional state and their negative vocabulary reinforce each other. Their negative state causes negative words which, in turn, reinforce the negative state which, in turn, causes more negative words, etc. This loop will continue in its negative ways, of course, until it is interrupted. EFT can certainly interrupt it but so can the purposeful use of more empowering words. So why not use both?

We can certainly dig beneath the negative fears, traumas, guilt, etc. that contribute to the loop and use EFT to transform them into more useful "outside the loop" cognitions. This is likely to bring about a more vibrant emotional level as well as a more elegant supporting vocabulary. In the process, however, it would be so easy to consciously replace our negative words with more energetic choices. This can only escalate the process of healing and elevate us to more inspiring places in our lives.

Changing one's habitual vocabulary, however, does not always mean to substitute an unrealistically positive word for a negative emotion. For example, saying "*I'm vibrant*" to describe a feeling of depression doesn't quite cut it. It's a cumbersome, illogical substitution of words. But using words like "*I'm a little down*" or "*I'm about to turn the*

corner" bring about much less negative punch than "I'm depressed!" They serve to "take the edge off" an otherwise intensely negative word. Here are some more examples for taking the edge off. I'm sure you can expand on this list yourself.

- I can't (I don't know how)
- My problem (my challenge)
- I'm stressed (I could use a little peace right now)
- Breaking a habit (dissolving the need)
- I'm anxious (I need to redirect my energy)
- I'm exhausted (I need to refuel)
- I failed (I stubbed my toe this time)
- I'm lonely (It's quiet time right now)
- I'm lost (I'm looking for my next level)
- I'm nervous (I'm alert)
- I'm overwhelmed (I'm ready for new perspective)
- I've been rejected (I'm given new input)
- Cold calling (rapport practice)
- Closing a sale (welcoming someone aboard)
- I hate (I prefer something else)
- It's terrible (it needs improvement)
- Diet (developing new tastes)

The words we use are obvious echoes of the writing on our walls. Therefore, once we get the hang of listening to other people's words, we can read their walls with relative ease. I'm forever hearing other people's words as an aid to helping them grow. It's not a good idea, however, to spit someone's words back at them without first informing them of the "why" behind your doing so. It's a sure way to lose rapport. However, I find that artfully informing clients of the power of their own words usually results in acceptance and understanding. Many of them take to the idea quite readily and willingly choose better words.

The real trick, however, is listening to our own words and hearing our own stuff. When we get good at that, we have made a major leap forward.

Hugs, Gary

The Palace of Possibilities 32--A negative tug on my psyche

Hi Everyone,

I received the following message a few days ago from Maria Van Sertima regarding the shootings at Columbine High School. Her message is right on and beautifully illustrates many of the Palace Principles even though she emphasizes their power to create the negative. Our consistent thoughts become our reality and if those thoughts are

negative....guess what? I read her well thought out message several times and every time I got a negative tug on my psyche.

I didn't like it.

Why? Because I didn't like the words. They had real negative effect on me and, as I internalized them, I didn't like the feelings I got. Brrrrr!, I thought. Overdone.

However, I am quick to recognize that it wasn't me that didn't like it. It was the writing on my walls which evaluated what those words meant (on my terms, of course, not hers). I read words like suffering, tragedy, massacre & killers and kept getting "ughs" in my system. Words have power, great power. They can, and do, shift our emotions quickly.

The writing on my walls kept saying, *"She doesn't need to be so negative. She should lighten up. She's going overboard and ruining her point."* Remember, though, that her chosen negative words are not in my habitual vocabulary so they're not likely to go over well with the resident writing on my walls. I have been a student of words and their effects for many years and have chosen not to live underneath the thunderclouds of intensely negative words. I prefer the gentle rain. To me, death is a beginning instead of a tragic end. Killers are people who need help. Massacres are evidence of spiritual needs.

So, please read what I just said and then read Maria's message below. Chances are, you will judge the "rightness" or "wrongness" of our comments. You will side with one of us or land somewhere in the middle. You may even be adamant in your responses. What you are doing, of course, is consulting the writing on your walls about what is being said. The writing on your walls is thus judging the writing on Maria's walls and the writing on mine. Interestingly, your judgments will appear correct to you because, after all, they come from your version of the "truth" (as written on your walls). Maria's version or my version will be judged as proper only to the extent it reflects your version of the "truth." Otherwise, you may wish to dismiss it or, perhaps, vehemently oppose it.

You might also notice the power of Maria's words and how well she illustrates the concepts which have been developed within the Palace of Possibilities. She writes a very powerful, and poignant, piece. Here it is...

Hugs, Gary

Dear Gary and List,

The joy and excitement I felt during the [Las Vegas] conference was overshadowed by what happened at Columbine High School, and I probably speak for most of us here. The implications of that tragedy are slowly becoming explicit. What is our role in this tragedy of our nation? I say nation, because it is a national tragedy and, unfortunately, an indication of things to come. Let us make no mistake about this. As dedicated to helping

as we are, we must use our wisdom to attempt to see things to come as the outcome of present day practices. In this visionary role we must do what we can to prevent suffering and tragedies as much as we are eager to heal them.

For the last 15 years I have been very concerned about the use of our children's imagination through violent entertainment. In your hand-out [at the Las Vegas conference] "Tools & Rules #6" you state the well-known axiom: "The brain does not distinguish between what is real and what is vividly imagined. Imaginary experiences are recorded as though they are real." If this is true for adults, how more true it must be for children. " God save us from our children," is the cry of many parents in this land, as we speak. With our emphasis in the "Palace of Possibilities" on the "writings on our wall", in treating children we must do our utmost to prevent the imprint of ghastly writings on those impressionable walls. I have been considering the possibility that destructive messages imprinted on the walls of today's children frequently come from violent entertainment, especially video games, not from abusive parents. This is one possible explanation for so many young killers coming from average, normal, or "good enough" homes.

Alongside with treating children for vicarious traumatization through video games and movies etc., we must also pay attention to their continued exposure to the source of their traumatization and do what we can to remove them from their lives. The American Medical Association called violent entertainment America's number one health problem. Watching the videos the Columbine killers created on the internet (altering a game called Doom to fit their projected massacre at the High School) should be a wake up call to all mental health professionals and healers to the vile use our children's imagination is put. Let us not be the last ones to know this. I am reminded that none of the "experts" (sociologists, historians, philosophers etc.) predicted the eruption of youth rebellion in the 60s.

Human imagination is our province of expertise, because all wonderful changes happen on that level. The envisioning, the excitement, and planning of violent acts also happen in the human imagination. Addiction to violence should be treated like all other addictions and the first thing regarding the young is prevention. Keep them away from the noxious "substance"!

Our mind, and more specifically our imagination, is the locale of the "Palace of Possibilities" both good and bad. Rehearsing massacres may be as life changing, and an indication of things to come, as the "phantom home run". How chilling!

Best regards,

Maria Van Sertima

P.S. FROM GARY: I wonder what would happen if we suddenly realized that EVERYONE responds according to the varying writings on their walls. I know you already recognize this phenomenon but what if we REALLY internalized it and held in this light ALL of our clients, parents, children, lovers, employers and "enemies" who "disagree with us." Might peace and forgiveness be a little easier to come by? After all, who could get upset over a disagreement when it is recognized that both sides are merely pounding the table as though all the stuff put on their walls by parents, coaches, religions, schools, TV, books, etc. is true?

Section 12

The Palace of Possibilities 33--Filling in the blanks

Hi Everyone,

An empty coke bottle was the star of a movie many years ago.

If you saw *The Gods Must Be Crazy* then you already know the many lessons it has for us. In that movie an empty coke bottle was thrown out of a small airplane while flying over a sparsely populated, "uncivilized" tribal land. The natives found it and, having no writing on their walls about coke bottles, were quite puzzled about it. They didn't know what to make of this strangely shaped thing with white curvy markings on it. Where did it come from? Did it grow on a tree? How could something so hard be so transparent?

To give this coke bottle meaning, the natives had to "fill in the blanks" as best they could from the writing on their walls. The natives made up all kinds of meanings for this "gift," including the assumption that it must be an omen from the Gods. It became a prized possession and various factions of the tribal community had fights over it. It caused so much stress and consternation that the natives finally concluded that the Gods must be crazy. So they threw it off of the edge of the world (a high cliff) in an effort to give it back to the Gods.

There is an old saying that goes, *"Nothing has any meaning except the meaning we give it."* I have found it quite useful over the years but wish to restate it now to fit within the Palace of Possibilities metaphor. Restated, it goes like this, *"Nothing has any meaning except that which is written on our walls."*

Indeed, our personal meaning for everything from a coke bottle to the Bible is written on our walls. This meaning includes, of course, the many shadings that reflect our personal experiences. Hand me a baseball, for example, and I will hold it fondly and recreate within myself the many great baseball memories that shaped my early years. Hand a baseball to someone else, however, and it will simply be an inanimate object that other people use to play a silly game. They may even greet it with disdain if it represents the rejection of not being chosen for the team. A baseball is a baseball. But the meaning we give to it can be widely different. It's all written on our walls.

It should be clear by now that we constantly consult the writing on our walls in order to derive meaning from the barrage of sensory data we receive all day long. Even as you read these words your system is asking, *"what do these words mean"* and, of course, you get a reflection from the writing on your walls that serves as your answer. Your system compares the words you are reading with your existing database of experiences, beliefs, etc. (writing on your walls) and interprets the words for you. This is subtle, of course. Very routine. We rarely give the process any more than a passing thought. But, like breathing, we do it all day long.

But what do we do when we come across something for which there is no writing on our walls? How do we make sense of it when our walls are blank on the subject? Simple. We do what the natives did with the coke bottle. We make up a meaning that fits as closely as possible within the "truth" that is already written on our walls. The resulting "meaning" is probably fictitious, of course, but that doesn't keep us from doing it. It is a human need to make meaning of the world around us and we will always (yes, I said always) do it in a manner that fits within our existing beliefs.

Observe children in this regard. They often come across new things (at least new to them) and they make up meanings for them by "filling in the blanks" from the limited writing on their walls. Thus an earthquake is a monster stopping its feet and Preparation H is what Grandpa uses for toothpaste. When children do this, we call it fantasy. But when we do this, we call it reality.

As adults, we don't often come across totally new items in our environment but we do experience partial information with great frequency. To give full meaning to this partial information we (like the children) fill in the blanks from the writing on our walls. The Vietnam Veteran who hears the word "war" fills in the blanks with a far different meaning than does the teenage videogame player. The victim of an abusive father fills in the blanks regarding Father's Day much differently than do others.

This is critically important to recognize because it is at the very center of emotional healing. Therapy clients are constantly filling in the blanks to make meaning of the world around them.

Listening to clients as they fill in the blanks leads to big clues regarding core issues. True healing on these issues is evidenced by how they fill in the blanks before and after using EFT. This is important. Very important. In some cases, listening to the changes in how clients fill in the blanks can be more useful than the 0-10 scale because it often points to more global healing. The 0-10 scale is quite useful, of course, but nothing is as useful as the cognition change that is evidenced by how the client fills in the blanks. That cognition change is the true bottom line.

Finally, there is a freedom involved in fully recognizing what we do with the writing on our walls. Recognizing that everyone (including ourselves) constantly consults that writing for their version of the "truth," leads to more peaceful understandings and forgiving attitudes. It helps us to stand back from disagreements and de-personalize other people's actions. After all, they're just spouting off what other people have written on their walls as though it was somehow the "truth." It allows us to smile at our own comedies and recognize our personal "limits" as being mental fictions that are little more than hand-me-down beliefs from previous generations of parents, teachers, peers, etc.

The peace that comes with this understanding serves to lower blood pressure, enhance relationships and enrich life. All that from a simple mental perception. Not bad, eh? Even the price is right.

Hugs, Gary

The Palace of Possibilities--Conclusion

Hi Everyone,

Have you noticed that, in this series, I didn't tell you anything you didn't already know? Sure, I may have pulled together a few concepts in a unique way and maybe I used some interesting metaphors. But the bottom line is that you already knew this material. I just brought to your attention things like....

1. Our consistent thoughts become our reality.
2. Our cans, can'ts, shoulds, shouldn'ts and other beliefs regarding our version of the "truth" were written on our walls by well meaning parents, peers, teachers, religions, TV, books, etc. Many elements of this "truth" are hand me down fictions that seem real and serve as our "limits."
3. We constantly consult the writing on our walls to make meaning of the things we see, hear, feel, etc.
4. It is much easier to see the writing on someone else's walls than it is to see the writing on our own. That's because our version of the "truth" is, indeed, the "truth" (at least to us). Everyone else's needs help.
5. Affirmations always work but we must be careful to discern the true affirmations. Often our true affirmations are the tail enders (or yes buts) that show up at the end of an otherwise positive affirmation.
6. EFT is an impressive tool for ridding oneself of tail enders. Without it, people are likely to keep affirming their tail enders and stay stuck where they are. They will thus think that affirmations don't work when, in fact, they are working beautifully.
6. Dreams don't always come true but they DO take us in directions.
7. The way to do whatever we want to do already exists. We need only tune into it. Our antenna will find the "how" for us. This antenna (our brain's reticular formation) is one of our greatest gifts. We need only establish an important goal to activate it.
8. Our words have great power. The habitual use of emotional words causes mini-experiences within us and conditions us in the direction of those words.

We live in a Palace of Possibilities. We always have and we always will. The joys and abundance available throughout the Palace are our birthright. We have been conditioned otherwise, of course, by all that has been written on our walls.

This writing contains many "limits," including things like: (1) we are too old or too young to venture into some areas of the Palace (2) women are limited in the business world (by the "cellophane ceiling"), (3) certain ethnic groups should know their place, (4) to become financially wealthy we must be lucky or greedy, (5) we should grow up and quit dreaming because dreams are for kids, (6) children should be seen and not heard even when they become adults, (7) love is something we must seek from external sources rather than something that is generated within, (8) we should never stand out in a crowd because other people will judge us, (9) our opinion doesn't count unless we have a consensus behind us, (10) we must have a license and a long list of credentials to be respected as a therapist.

Some of these things seem real, of course, but that "realness" is nothing more than the fictional writing on our walls. All of this so called "reality" has been violated many times by people whose main tool was simply a goal supported by their dreams and affirmations. The way to do anything you want to do already exists. You need only tune into it.

There is another dimension to our existence that we tend to overlook because it is not contained within the familiar three dimensions of space. It is the dimension of thought. Thoughts are things. They have no limits unless we choose to limit them ourselves. We can imagine anything. We can dream things and make missions out of them. No telling how far they will take us. How exciting! How awesome! Thoughts move and shape our individual worlds as well as the world around us. Thoughts make things happen and....

....our consistent thoughts become our reality.

Love to all, Gary