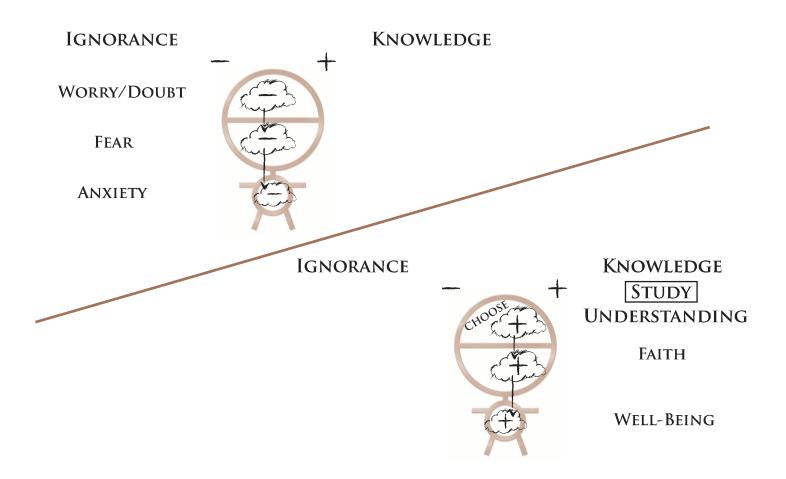
LESSON SEVEN

TRAMPLE THE TERROR BARRIER Identifying and Avoiding the Land Mine that Will Sabotage Your Success





TERROR BARRIER INDIVIDUAL WORKSHEET

1. Review the goals that you established in Lesson One. Ask yourself, is this what I really want, or is this what I am settling for.

2. If you knew that you had all the talent, ability and resources that you require to

accomplish something beyond that which you are working on, what would that goal be? In the space provided, describe it in as much detail as possible.



3. At this point what you have just written will be categorized as a Y type idea. The fact that you want to do it and you can mentally see it, definitely puts it in the Y category. Without getting emotionally involved, keep this idea strictly in your conscious intellectual mind and begin to describe what your life would be like if you actually accomplished this goal. Play the "if" game and list all the benefits that would accrue to you.

If I did this, this would happen ...
If I did that, that would happen ...

List as many benefits as you possibly can, without getting emotionally involved.

	re not deciding to do it, you are just thinking about it. You your old paradigm at all.
benefits a person vand you were mak	game with yourself. Just suppose you looked at all the would receive from going ahead with a goal they described, ing a written report to them advising them on how foolish to step out and move into action on the goal. What would Put it in writing.

TEADS DOLIDES AND MODDLES

5. Now consider this—most people are reluctant to step out and act on a big idea for fear of what they will lose.

Clearly understand that when you get to the end of the road and you leave this planet, moving on to the next phase of your eternal journey, everything you think you own is going to belong to someone else. You see the truth is you never own anything; you are merely a custodian, you just have it to use while you are here.

Also understand this, that everything you have is according to your level of conscious awareness and if you lost it all through an error of judgment, you would have it all back in a relatively short period of time.

Make a decision that you are going to bust right through that terror barrier—but it must be real, this is referred to as 'Imagined Reality.' You must let yourself become emotionally involved with this Big New Goal and ready to move. The moment you do what we are instructing you to do, Fear, Doubt and Worry will speed straight into your mind.

Isolate these Fears, Doubts, and Worries—now list them in the space provided below.

FEARS, DOUBTS AND WOR	KRIES		



6. One eliminates fear through intelligent action. Go back and analyze each of

your fears and you will quickly realize they have no foundation. You have created them in your own imagination, therefore you can eliminate them. Realize the worst that can happen is never very bad yet the best that can happen is generally incredible. Now take each one of the fears that you have just listed and in the space provided explain what you are going to do about them. Get busy and do it. Burst through the terror barrier and enjoy the freedom which is and always has been your birthright.	÷

TERROR BARRIER TEAM WORKSHEET

1.	Review the team goal established in Lesson One. Each member of the team, ask yourself, is this what we really want for the team, or is this what we are settling for. As a group, come up with a consensus on this point.
2.	If you knew that the team had all the talent, ability and resources required to accomplish something beyond that which the team is presently working on; what would that goal be? In the space provided, describe the goal in as much detail as possible.
_	
_	



3. At this point what you have just written will be categorized as a Y type idea. The fact that the team wants to do it and can mentally see it, definitely puts it in the Y category. Without getting emotionally involved, keep this idea strictly in your conscious, or intellectual, mind and begin to describe what your lives would be like if the team actually accomplished this goal. Play the "if" game and list all the benefits that would accrue to you and the team.

If I did this, this would happen ...
If I did that, that would happen ...

	List as many benefits as you possibly can, without getting emotionally involved. At this point the team has not decided to do it, the team is just thinking about it. You are not disturbing your old paradigm at all.
4.	Now have the team play a mental game. Just suppose each of you looked at all the benefits a team would receive from going ahead with a goal they described and you as a team were making a written report advising them on how foolish they would be not to step out and move into action on the goal. What would you say to them? Put it in writing.



5. Now consider this—most people are reluctant to step out and act on a big idea for fear of what they will lose.

Also understand this, that everything you have is according to your level of conscious awareness and if you lost it all through an error of judgment you would have it all back in a relatively short period of time.

Make a decision that each member of the team is going to bust right through that terror barrier—but it must be real, this is referred to as Imagined Reality. The team must become emotionally involved with this Big New Goal and ready to move. The second the team does what we are instructing you to do, Fear, Doubt and Worry will come screaming into your mind.

Isolate these Fears ... Doubts ... and Worries and list them in the space provided. This is where each member of the team must be open and honest and willingly state what their fear might be. One of the greatest deterrents is that people are afraid to admit what they are afraid of and yet it is the most common thing to happen to an individual when they move into a new arena—fear arises. Clearly understand, when fear enters, logic leaves, and we revert to habit. This is where each member of the team helps the others to overcome their fear—one of the greatest benefits of a team.

FEARS, DOUBTS AND WORRIES			

6.	You eliminate fear through intelligent action. Each member of the team, go back and analyze each of your fears and discuss them. You will quickly realize they have no foundation. You have created them in your own imagination, therefore you can eliminate them. Realize the worst that can happen is never very bad yet the best that can happen is generally incredible. Now take each one of the fears that you have just listed and below list what you are going to do about them; get busy and do it, burst through the terror barrier and enjoy the freedom which is and always has been your birth right. Each member of the team should write an action step.

THE THREE R'S EXERCISE — REVIEW, RE-THINK, REWRITE

- 1. Review the ideas, exercises and tools you have received in this Lesson Seven of *Thinking Into Results* and outline what you have learned.
 - 2. Re-think what action steps you will take based on this Lesson that will move you and your team closer to the goals you identified in Lesson One.
- **3. Rewrite** your goal. Does your goal need clarification? Is the image clear? If you gave the written description of the goal to an absolute stranger, would that description create a picture in their mind that is the duplicate of the one you are holding in your mind? If not, bring more clarity to the written goal.