

LESSON EIGHT

THE POWER OF PRAXIS

Aligning You with You So We All Win



Habits are ideas that automatically express themselves through behavior without any conscious thought; they are ideas that are fixed in the subconscious mind. Nonproductive habits can be overpowered through the repetition of new beliefs that are planted in the subconscious mind with strong emotion, resulting in a new habit.

KEY POINTS

- Napoleon Hill writes, *“no one’s ready for a thing, until they believe that they can acquire it. The state of mind must be belief and not mere hope or wish.”*
- Our belief system is based upon our evaluation of something and frequently if we reevaluate situations, our belief about those situations will change.
- You will never go beyond where you BELIEVE you can go.
- Praxis is the integration of belief with behavior.
- We have belief on two levels. Belief in our educated mind, based on logic, based on what we see and on the information that we gather. Then we have belief on a very deep level, on a subconscious level; belief that controls our behavior and is part of the paradigm.
- With a team, it is essential that each member believes, on an emotional level, that which they verbalize. They’ve got to practice the word praxis, begin to integrate some of their beliefs with their behavior.
- On a conscious level and on a logical level, we can ‘think’ it’s true and we can ‘say’, “yeah, I can do that”. However, one must BELIEVE at a deep level, from deep in the psyche that it is true. If we do not, then we must change that part of the paradigm.
- The truth is you can do anything, but you’ve got to believe it; without BELIEF, it is not going to happen.
- The thoughts that we internalize set up the vibration, vibration causes the action, action causes the reaction. It’s the action/reaction that creates the result BELIEF—you’ve got to believe it can be.

THE POWER OF PRAXIS INDIVIDUAL WORKSHEET

1. Look at the following words and describe what your present results are in these areas.

FINANCIAL WEALTH

How long could you maintain your present lifestyle if your present income were to stop?

What is the most you have ever earned in a year?

How much money would you have to earn before you considered yourself wealthy?

BUSINESS

If an outside consultant were to analyze what you do and how well you do it, would they consider you to be successful? Discuss.

ECONOMY

How does the economy affect you personally?

VACATIONS

How often do you take a vacation? Where do you go? What kind of accommodations do you have when vacationing? Do you freely participate in activities of choice while vacationing?

Do you own your own home? _____

How would you describe the house you live in?

RELATIONSHIPS

Describe the relationships you have at home.

Describe your relationships at work.

Describe your social relationships.

[illegible]

2. Now take each of these words again and imagine what these areas of your life would be like if you were to create what you WANTED. Answer the questions as if you have created what you wanted. Think, don't just jot anything down and don't spend any time wondering whether or how it's going to happen. That is irrelevant at this point in your transformational process. Look at the same questions you answered before and then put your imagination to work. How would you like to see each of these areas. Think of a first class vacation, your dream home, the kind of income you've always dreamed of ... describe what you want.

How much money would you have to earn before you considered yourself wealthy?

BUSINESS

If an outside consultant were to analyze what you do and how well you do it, would they consider you to be successful?

ECONOMY

How does the economy affect you personally?

VACATIONS

How often do you take a vacation? Where do you go? What kind of accommodations do you have when vacationing? Do you freely participate in activities of choice while vacationing?

HOME

Do you own your own home? _____

How would you describe the house you live in?

RELATIONSHIPS

Describe the relationships you have at home.

Describe your relationships at work.

Describe your social relationships.

Take a few minutes to relax and review what you have just written, describing how you want these areas of your life to be. Also realize, these are just suggested areas, you can do this with any area of your life. Whether you believe you can live this way or not really doesn't matter at this point. The only thing that matters is —do you want to? If your answer is yes, that would indicate that what you wrote describing your life at present, would be categorized as what you don't want.

Take each of the areas that you have described and establish a written statement in the present tense. Then begin re-reading and re-writing the statement. As you re-write and re-read it, let yourself feel and act like the person the new belief describes. At first the exercise will appear to be futile; however, if you keep impressing it upon the subconscious mind, it will ultimately become fixed there and become a new habit. And while you are doing this, the old belief will die for lack of nourishment. This is the Praxis Process – it works every time, for every person. Don't question it, just do it.

THE POWER OF PRAXIS TEAM WORKSHEET

1. Look at the following words and describe what the team's present results are in these areas.

FINANCIAL RESULTS

What is the best result this team has experienced over a given period of time?

TEAM DEVELOPMENT

If an outside consultant were to analyze how harmonious your team is functioning, what would they say?

CLIENT/CUSTOMER DEVELOPMENT

On a score of 1-10, how well do you do in improving in this area every month?

ECONOMY

Do you believe the economy is affecting your business?

RELATIONSHIPS

Describe your relationships with your team members.

What you have described in the above exercises is an expression of how your team is being controlled in each of these areas by the team's subconscious mind (i.e., culture). It is part of the team's paradigm and has absolutely nothing to do with what the team is capable of creating. These results represent beliefs that have been established over a period of time. As new members join the team, they accept these results as the norm, never asking whether these results can be improved. To establish new results you must first establish, on a conscious level, what the team believes they are capable of creating. When the team has that completed, each member of the team must then plant that new Belief in their subconscious mind, establishing a new team paradigm.

THE BEGINNING OF PRAXIS AT WORK

- Now take each of these words again and imagine what these areas would be like if the team created what the team WANTED. Think. Don't just jot anything down and don't spend any time wondering whether or how it's going to happen. That is irrelevant at this point in the team's transformational process. Look at the same questions the team answered before and then put your collective imagination to work. How would the team like to see each of these areas ... describe what the team wants.

FINANCIAL RESULTS

What is the best result this team has experienced over a given period of time?

TEAM DEVELOPMENT

If an outside consultant were to analyze how harmonious your team is functioning, what would they say?

CLIENT/CUSTOMER DEVELOPMENT

On a score of 1-10, how well do you do in improving in this area every month? ____

ECONOMY

Do you believe the economy is affecting your business?

RELATIONSHIPS

Describe your relationships with your team members.

Take a few minutes to relax and review what you have just written describing how you want these areas of your team to be. Also realize, these are just suggested areas, you can do this with any area. Whether you believe you can function this way or not really doesn't matter at this point. The only thing that matters is does the team want to. That would indicate that what the team wrote describing the results the team is achieving presently would be categorized as what the team doesn't want.

Take each of the areas that the team has described and establish a written statement in the present tense and then begin re-reading and re-writing the statement. As the team re-writes and re-reads it, each member should let themselves feel and act like the person the new belief describes. At first the exercise will appear to be futile. However, if each member of the team keeps impressing it upon their subconscious mind, it will ultimately become fixed there and become a habit. And while the team is doing this, the old belief is dying for lack of nourishment. This is the Praxis Process—it works every time for every team. Don't question it, just do it.

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

1. **Review** the ideas, exercises and tools you have received in this Lesson Eight 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.