

The Instruction Manual For The Mind

I don't know how the sun makes light ...
But I know how to use the light to my benefit.

I don't know how a computer does what it does ...
But I know how to use a computer to my benefit.

I don't know how the mind does what it does ...
But I know how to use the mind for my benefit.

Barry Jones



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THE INSTRUCTION MANUAL FOR THE MIND

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CHAPTER 1

IS THAT A LIGHT AT THE END OF MY TUNNEL?

Picture the scene: You're driving down a motorway, and your car breaks down. You pull over to the side of the road, open the bonnet and look in amazement at the engine and all its electronic components, not knowing what to do or where to start to make it work again. You're stuck there!

However, if someone came along and gave you the instruction manual and taught you the basics, the chances are that you would be able to fix the problem on your own and get back on the road and continue your journey. Not only that, in the future, if your car went wrong again, you would be able to fix it on your own.

As a parent of 2 wonderful children, I can honestly say that there was something missing when my children were born ... an instruction manual! How wonderful it would have been if there had been a big thick book that taught everything you needed to know about how to bring up a child, what to do, what to say, even just understanding how that little being works would have helped.

Then as we get older and start to think for ourselves, how wonderful it would have been if there had been another manual to help us understand how our minds work, why it does this, why it does that, why we can't stop doing or feeling this or why can't we achieve that. Why are we not successful or happy, how can we improve what we do, why can't we lose weight, why can't we stop smoking, the list is endless.

As a Harley Street Therapist and Life Coach I am being honest when I say I have no idea how the mind actually works. What I mean is that I, and most other people for that matter, have no idea *how* the mind actually stores memories, smells, thoughts, feelings or emotions. We have no idea *how* the mind links thoughts to images and feelings. In fact, even the most accomplished neuro surgeons in the world wouldn't be able to tell how it actually works. Sure they know which *part* of the brain holds this bit of information or does this or that job, but how it does it is a complete mystery to say the least.

Following my years of working with people's minds, developing different techniques and helping them to resolve their issues, whether it is to stop smoking, lose weight, get rid of their depression, anxiety, panic attacks etc, one thing that I have learned is this:

The mind is very complex. However, what it does and what it can do is very simple.



Let me explain. If you took the most basic electronic calculator and took it apart, have a look at all the electronics in there and try to tell me how it works Like me, you'd have no idea. But it doesn't matter, because we don't need to know how it does what it does, we just need to know that when we hit the number "1" button, followed by the "+" button, and then the "1" button again followed by the "=" button, it will add these two numbers together and give us an answer ... simple.

If you met a Russian who couldn't speak English and you couldn't speak their language, you would not be able to get them to do anything for you. But if you

learnt Russian (or read the instruction manual that came with the person) you would be able to communicate and get them to do what ever it is you wanted them to do.

It's simple. Read the instruction manual for the *mind*, learn to speak its language, and it will do whatever you want it to do (within reason of course). When you're feeling sad, re-programme it to feel happy, when you feel scared, ask it to make you feel brave. When you're procrastinating, ask it to give you the motivation to get on with your tasks.

So what of this book? Just another self help book? Just another passing fad? Well, to be honest, that's up to you. If you read this book, this instruction manual, and expect it to transform your life as you finish the last page, as most people do with self help books, this is not for you. But if you want to learn how to be able to communicate with your mind and get it to change and do the things you want it to do, the way you want it to do it, then read on.

And whilst you read this manual, be realistic! By that I mean, man used to totally believe the world was flat and that was the end of it. Then one day, someone proved this was wrong ... and, lo and behold, the whole of mankind changed their beliefs to a new way of thinking. You'll read things that you may not agree with or you think are impossible or far fetched Just have an open mind and apply the techniques and watch what happens. Remember, we, as mankind, used to scoff at people who once told us we would

go to the moon or fly or be able to give someone a new heart. It was only with an open mind and trying new techniques that we made it possible. And let's face it;

What you are doing at the moment isn't working ... so try something else!

The ideas, techniques and belief changing systems you are about to read, I use everyday in practise in Harley Street. When someone books in to see me they always ask "how many sessions will I have to have?" For most, my answer is "just one session!" It amazes me how therapists have to see a client maybe 10, 15 or more times just to change a client's basic programming and belief systems. For most, all I will do is to teach them how their mind works and let them go away and make the changes.

I teach them to fish ... I don't catch the fish for them.

CHAPTER 2

YOUR MIND ... YOUR BEST FRIEND YOUR WORST ENEMY!

First, let's understand the basic elements of the mind. There are two parts to your mind. There's the conscious mind, the bit we like to think is "me", this is "me" that's all there is "me"! NO! The conscious mind is only 10% of your total mind.

The bit that is in control on a day to day basis is the unconscious mind (or as some like to call it, the subconscious mind). The unconscious mind makes up 90% of your mind and is the part that controls your automatic (autonomical) functions such as your breathing, heart rate, body temperature and so on. It's where you store all your habits, beliefs, feelings, emotions and so on and, most importantly, it's where your *protection mechanism* is housed (more about that in a minute).

For the purposes of this book, when I use the word *pain*, I am referring to physical, mental and emotional pain.

There are four things you should know at this point about the unconscious mind that form the basis of everything I'm going to tell you.

Firstly, the unconscious mind works in a very basic way. You programme it with your beliefs (your programmes), starting from the day you were born, and it then runs your life based on those beliefs.

Secondly, everything you say, do, think or feel has to first pass through your protection mechanism which will then (based upon the beliefs you have installed) decide which is the least painful option and make you go down that route.

Thirdly, surprisingly, the unconscious mind does not understand words, it only understands pictures or symbols.

Fourthly, whatever you are thinking about, your body thinks it is actually happening and responds accordingly.

The whole of my career as a therapist/ consultant/ life coach is based on these four simple points.

Let me elaborate:

The first point:

When you were born, there were only your autonomic processes programmed in your unconscious mind. Breathing, body temperature, growing, heart rate etc. All of those processes that we take for granted and for most of us, have never thought about. These are the processes that keep us going and keep us alive.

From the moment you were born, you started to programme your unconscious mind ... you started to accept beliefs that would become the basis of who you are right now. For example, there was a day when you didn't know what fire was and that it could hurt you. One day as a toddler, you may have put your hand so close to a fire, it burnt you.

The belief that you installed would be that *fire is dangerous* and can cause pain. From that day onwards, every time you went near a fire, your protection mechanism would refer to your belief system and calculate that fire equals pain, and would automatically make you stay away from the fire. Simple!

Your belief system (programming) continues to build and change every single second of every day for the rest of your life. You may install a belief because of something you experienced (as in the fire example above), or a belief by accepting beliefs from others.

A good example of this is when a mother is scared of spiders and goes into a blind panic when she sees one. If the child sees this, then the same belief is installed that spiders equal pain and will respond in exactly the same way.

Then again, you may be forced to install a belief. For example, tell a child that it is stupid enough time and time again, and it will install that belief and act that way.

The sum total of who you are right now, is the sum total of all of the beliefs you have accepted or installed from the day you were born. In essence, you should be able to write down all your beliefs in a very long list. Have a look at them ... very closely ... and you'll realise that.

A lot of this programming is working against you!

You may also have a belief that says "spiders are dangerous ... spiders equal pain!" (remember, when I use the word "pain", I am talking about physical, mental and emotional pain Let's just use the word "pain"). Most people have never been attacked or hurt by a spider, and I imagine you don't even know of someone who has been hurt by a spider. And yet, you have installed a belief based upon hearsay.



If you ever came into contact with a really safe and friendly spider, you would then go into what you call is “panic” and sweat and tremble and possibly even run away! Why? Because you believe that the spider equals pain and your protection mechanism was set into action based on that belief.

If a zoo keeper who looks after spiders came to pick up a spider with his bare hands, he doesn't go into a blind “panic” ... why? ... Because he doesn't have the same belief as you, that spiders equal pain. What is the difference between him and you? ... a simple belief!

Let's take a look at another example. A man gets bullied at work causing him emotional pain. From that day onwards, his belief is that “work equals pain”. The next day when he gets up to go to work, his protection mechanism addresses his belief system and has to make a decision as to whether to go to work or not.

If the unconscious belief is that work equals pain, then it is going to try to protect him from that pain by making him stay at home. It will come up with reasons why he shouldn't have to go to work and other things that he could be doing instead, he will even convince himself that he didn't like the job anyway. It is also very common for people to become “ill” and have to stay away from work. Does this sound familiar?

In short, your belief system, your programming, is the reason for everything you are and do.

Change your beliefs, and you change who you are and what you do.

To elaborate on the second point:

“Everything you say, do, think or feel has to first pass through your protection mechanism which will then (based upon the beliefs you have installed) decide which is the least painful option and make you go down that route.”

The primary function of your unconscious mind (and above all else) is to protect you and keep you alive, it is there to keep you from any kind of pain! What a wonderful thing this is, it keeps us alive, it keeps us free from pain ... but beware,

It is the cause of 90% of your problems in your life!

Wow, what a statement! Surely my knight in shining armour, my protector, couldn't be the cause of all of the negative issues in my life! ... read on, be enlightened and then do something about it.

Your protection mechanism isn't some wise old wizard sitting on a rock with his staff holding a magic oracle glass ball in front of him, no, it's a simple equation. Just for a moment, let's bring back that cheap calculator we spoke about earlier. Your protection mechanism is just like the calculator:

It doesn't “think” ... it just “does”.

Chapter 2 • Your mind ... your best friend – your worst enemy!

A calculator doesn't think about the consequences of the answer it gives you, it just does what it was told to do based upon the programming that was put into it.

Let's say that this calculator was wired up to a bomb, and this bomb would detonate if the calculator completed an equation that came to "5".

When you tap in the equation "1" + "4", the calculator doesn't all of a sudden stop and think about the fact that if you push the "=" sign, the result will be "5" and the bomb will blow up It just does what it was programmed to do, regardless of the consequences.

This is exactly how your protection mechanism works:

Based on the beliefs (programming) you have installed, your protection mechanism will *make you take the least painful option every time.*

This could, potentially, be the most important insight that you could take on board in your whole life, so I'll say it again:

Based on the beliefs you have installed, your protection mechanism will *make you take the least painful option every time.*

It sounds like a great idea and should work wonderfully for you and give you many years of a care free life ... yes ... it should but, only if the beliefs

you have installed are the right ones (and trust me, most of the beliefs that you have installed aren't the right ones or they have become outdated).

Let me give you a very deep rooted example of this. I make no excuses for the gravity of the example: this is what I do and deal with on a daily basis.

I have a lot of success working with clients who have been sexually abused or raped. Let's say that a young girl at the age of eight gets abused.

Her belief from that day onwards is that "men equal pain". To protect her from the pain of men; every time she comes into contact with men, her protection mechanism does whatever it can to keep her away from men by giving her fear so that she will move away from "painful" men. So she keeps away from all men.

The protection mechanism will also have to keep men away from her. One of the ways it does this is to put an enormous amount of weight onto the little girl and turn her into the proverbial "little fat ugly duckling" (no offence intended) and make her unattractive to men, causing men to stay away from her.

Her protection mechanism then says "there you are, I have done a good job, I have protected you from what you told me was painful and men are keeping away from you" The unconscious mind is happy that it has done a good job, and the conscious mind (the little girl) is very happy with the whole scenario.

20 years later, she comes into my office and says “I don’t know what’s wrong with me? I want to have a relationship with a man, but I fear them and am afraid to get close to them. I want to get married and have kids, but I keep on trashing my relationships for no obvious reasons And god help me, I’m so overweight and just can’t seem to lose it!”

At this point I will say “you were sexually abused weren’t you?” to which she will say “how on earth do you know that? I have never told anyone that in my whole life!”

You see, she is still running the same old programming or beliefs she installed 20 years ago that *men equal pain*, and although the unconscious mind thinks that it is still doing a good job, the conscious mind (the girl) now wants to have a relationship with a man.

Can you see how your beliefs can work against you, especially old outdated beliefs that were useful at the time, but have now become insignificant and work against you as you get older.

I can imagine that it’s at this point that you will put the book down, slap yourself on the forehead and say “oh my god ... so this is why I am like this” or “so this is why I can’t do that” and so on. Make no bones about it, your protection mechanism doesn’t “think” about the decisions it makes, it just makes a decision to make you do the least painful option based upon your beliefs!

We'll come back to this issue quite a few times as we travel along your journey of change.

To elaborate on the third point I made earlier:

“The unconscious mind does not understand words, it only understands pictures or symbols”

This is important because, if we are to communicate with it in its own language, so that we can change things around, we have to understand its method of communication.

Let's go back millions of years when we were Stone Age men and women. We didn't have a language then, we didn't talk, we used our body language to communicate.

Think about it. If you're in the library and you aren't allowed to talk, how would you get your friend to come over to you? You would point a finger at them and then gesture with your hand to come towards you!

They understood you, but you didn't use any words? If you want to communicate with someone that you are not happy with what they are doing, you can simply drop your eyebrows by a few millimetres and draw them together. They will understand what you are “saying”, but you didn't use any words? No, the unconscious mind only understands pictures or symbols and this is where your imagination comes into play.

Think of your imagination as a TV screen placed between your conscious and unconscious mind. When I say something like “dog”, you can now see a picture of a dog in your imagination or on your TV screen. You have to! The unconscious mind doesn't understand the word, but it does relate to the picture you displayed.

If I said “pink dog”, your mind has to go into your memory banks and find the picture that relates to the word “dog” and then find the thing that relates to the word “pink”, in this case a colour. It then displays a dog that is coloured pink in your imagination.

Here's an anomaly:

Did you know that the unconscious mind doesn't understand the word “don't”?

Think about it. If I said to you “don't think of a green elephant” .. what are you thinking of? ... a green elephant.

If I said to you “don't think about the last time that you were sad” ... what are you thinking about? ... the last time you were sad!

And this brings me on to elaborate on the fourth point I made earlier:

“Whatever you are thinking about, your body thinks it is actually happening and responds accordingly”.

Humour me for a moment. Let's say that I took the top of your head off and gently lifted your brain out of your skull by a few centimetres. There is only one thing that is stopping me taking your brain fully out of your skull, and that is your spinal cord.

The only way that your brain, your mind, is connected to the whole of your body, is through the nerves, the wires if you will, that come out of the brain and they then distribute the messages throughout your body!

Humour me again. The only reason why we have a body is so that we can:

get blood and therefore oxygen to the brain so that it can keep functioning.

Why do we have arms? So that we can pick up food to put in our mouth which chews the food and swallows it down to the stomach which digests it taking energy from it so that the body can function and draw in air which contains oxygen ... so that the brain can continue to function.

Why do we have legs? So that we can transport the body to the place where we can find food so that we can pick it up with our arms to put into the mouth And so on.

Why do we have eyes? So that we can see where to direct the legs to go to find the food that ... I think you get the picture now!

It's quite a daunting thought if you think about every part of your body and ask why we have those parts ... all to keep the brain functioning. We were once just a blob of "goo" called an amoeba, but the gooey blob needed to transport itself to where the food was so it grew legs, it needed to grow arms to be able to pick the food up and so on. If you really want to perplex yourself and spend the rest of your life gazing into the distance in deep thought, ask yourself this question:

What is the purpose of the brain that holds the mind in the first place? ...

I digress. So, we can deduce that the only connection between the brain (the mind) and the whole of your body is the spinal cord. And, think of it this way, the only way that the body knows what to do, is to look at what is on the TV screen called the imagination and respond to it. This is where it gets its instructions and its directions from.

Think about it. If I were to say to you "walk to the door over there". Firstly, to understand what I was saying, you would have to see a short movie in your mind comprising of a picture of the door and what walking was. Because your body responds to whatever you are thinking about, it then walks you to the door! Result!

If you were a person with a fear of spiders, and I said to you "close your eyes and imagine a spider walking slowly up your arm now", you would see a picture of that, and your body would think it is actually

happening and therefore respond according to your beliefs which is “spiders equal pain” and so your body would respond by giving you feelings of fear and possibly even make you rub your other hand up your arm to brush off the “spider”.

If I said to you “don't think of the itchy spot that you have on the left side of your nose”... guess what you would eventually do? You would scratch the side of your nose! Result!

We all know of the common trait that when someone around you yawns, you want to yawn or you do actually do it! How does it work?

Well, when someone yawns in front of you, you see a picture of this on your imagination TV screen so you can understand what you are seeing. And, because the body responds to whatever you are thinking about or imagining, you then yawn as well! Result.

Try it with someone around you. Tell them, as you furiously scratch yourself, that you think that there is a nest of ants somewhere here ... then watch them start to scratch unconsciously! Fun for all the family!

These are the basics of the mind that I use every day in my therapy practise. I teach people these basics, then get them to change the old unwanted beliefs they have installed so that they get a different response from the protection mechanism which was causing the “problem” in the first place.

Chapter 2 • Your mind ... your best friend – your worst enemy!

And be clear on one thing, the unconscious mind is always doing a good job, it's always doing the right thing! If you get fear when you get near a spider, the unconscious mind is doing exactly what it is supposed to do, it is doing what you told it to do and that was to keep you away from spiders because “spiders equal pain”.

It was you that put the belief in there that “spiders equal pain”, the protection mechanism is only doing what you asked it to do.

Change the belief and you will change the way you respond!

CHAPTER 3

WHAT IS WILLPOWER?

I'm sure you've often heard or even said it yourself on occasion "I just don't have the willpower to do x, y or z".

Have you actually thought about what willpower is?

When I ask my clients to explain what they think willpower is, the general consensus of opinion is that it is some kind of force that makes you do or not do something. And when I ask them why they don't increase or change their willpower, they generally say that they don't know how to.

It's for this reason that I have written this book. It's an instruction manual to teach you about all of these "things" that you don't know, have never thought about or been taught.

So what is willpower? In essence I have already told you, but I'm sure you haven't put two and two together yet (no disrespect meant). Not a problem, you're only just beginning to think in this new way so I will enlighten you.

Let's go back to the belief system that you have installed (the programming).

As I have already said, when you make a decision to do something, the options are always run through your protection mechanism first. The protection mechanism will always *make* you go to the least painful option and will deliver this option to "you", the conscious mind, and then you will act it out. This, my friends, is *willpower!* Nothing more and nothing less.

Let me use an example:

Someone comes to me and says that they want to stop smoking but they don't have the willpower. So I say to them "look, I won't hypnotise you to stop smoking, but I will follow you around for a few weeks with a shot gun. And if you put a cigarette in your mouth, I will blow your head off! ... what will you do?" The answer to which will be "well, I won't have a cigarette then!". But surely they are now using their willpower to stop themselves smoking at this point?

Let's go back over this issue but go "behind the scenes" to see what is actually happening.

Before the client came to see me they had two options in their mind:

- 1) To stop smoking
- 2) To carry on smoking

Their belief system said something like this:

- 1) If I stop smoking: it's really hard to do and will cause me discomfort for quite a while and I'll miss out on something that I enjoy and I'll be losing a friend and I won't be able to take breaks at work with all the other smokers and I won't look cool and trendy like the big film stars etc. In short, their belief system says that to *stop smoking is painful*.
- 2) If I carry on smoking: I will still have my buddy, my crutch, I won't have those nasty after effects, I'll feel part of the crowd when we go out for smoke breaks, I'll look cool like the film stars etc. In short, their belief system says that to carry on smoking will be the *least painful* option.

When you say to yourself “shall I stop smoking or shall I continue?” The protection mechanism consults your belief system and processes these two beliefs above, and will always make you go to the least painful option which, in this case, is to carry on smoking.

Bearing in mind that the protection mechanism is part of the unconscious mind which is 90% of your mind, and “you” (the conscious mind) are only 10% of your mind ... guess who is going to win every time?

This is what willpower is. That 90% making you go to the least painful option (or the path of least resistance).

I'm sure you've heard many a time when people say that they are having a battle in their mind over a decision, well, this is the conscious and the unconscious mind going against each other (guess who wins though!).

It's like "you" the conscious mind is a little guardian angel sitting on your right shoulder saying "I don't want to smoke, it's horrible and it's killing me" whilst the little devious devil (the unconscious mind) is sitting on your left shoulder saying "but it's cool to smoke, smoking is my buddy, my friend and if we smoke, we won't have those nasty withdrawal symptoms". The 90% sized little devil will always win!

So how do you control your willpower and make it do what you want it to do? ...easy ... you change the beliefs (or programming) that you installed concerning the issue in the first place.

Let's do it now. Change your way of thinking (your programming) to this:

1) If I stop smoking:

My health will improve

I will lessen my chances of future illnesses like cancer, COPD, skin diseases

My family will be proud of me

I will live longer and be there for my children

I'll save myself about £2000 a year

I will show that I can actually control my habits

I won't smell like a dirty ashtray anymore.

In short, the belief system now says that stopping smoking is pleasurable.

2) **If I carry on smoking**

I increase the chances of getting cancer, COPD, skin diseases

My children will think I'm going to die on them

My children might even think it's ok to take the habit on themselves

I will be burning £2000 a year

I will be allowing the smoking habit to control me etc.

In short the belief system now says that to carry on smoking is the more painful option.

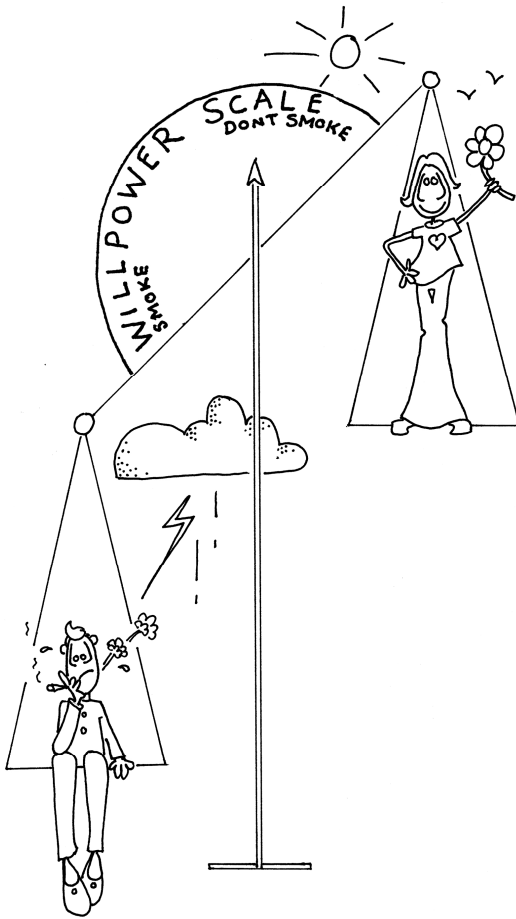
Now put these two beliefs through the protection mechanism. Which will it choose? The least painful option which is to stop smoking! Result!

So you can see that by simply changing your beliefs about something, you can increase your willpower and make it do what you want it to do.

Remember that this process is happening every single second of the day for your whole life. If you find that there is something that you just can't seem to get around to doing, write down the beliefs that you have about the issue (as I did above) and notice that you perceive "doing" this as more painful in your belief system than "not doing" it.

If that's the case, then change the beliefs. Think of all the good things that will happen if you do it. Think of all the bad things that will happen if you don't do it. (or visa versa if that is the case).

Change your beliefs and you change the way you respond!



CHAPTER 4

WHAT IS PROCRASTINATION ... AND HOW DO I CHANGE IT?

Procrastination is basically the effect of your willpower facing the wrong way, as shown before. When I do life coaching with clients, I quite often get asked

“Why do I procrastinate, how can I stop it?”

The reason that we procrastinate or “put things off”, is because we attach more pain to getting the job done and less pain to sitting on our butts and doing nothing! You have programmed your belief system in such a way that when the options (the beliefs) go through the protection mechanism, it chooses the least painful option and gives you the wrong outcome (or the outcome that you didn’t particularly want).

This willpower (or “force” as some would like to call it) makes you put the job off until some other time! You procrastinate!

I’m guilty as hell when it comes to procrastinating, and as the old saying goes, I’ll do something about it tomorrow!

Do you know that this book could have been written about 5 years ago, and I did actually have it planned out in my mind as to how it was going to go chapter for chapter. But guess what? My belief system at the time was something like this;

- 1) If I write my book, it will mean doing loads of really boring and tedious research, it will mean locking myself away from my family and friends for about 100 hours, I will have to stare at my laptop and type and read and type and re-read.
- 2) If I don't write my book just now; I can spend time with my friends and family, I can watch as much TV as I want, I can go out and have fun, I can write and record more music (my hobby) and so on and so on.

Process that through the protection mechanism and guess what I did? ... yup, sit on my butt and do nothing! That's how it's been for nearly five years. Then my belief system changed. I *would* like to take credit for this change because of my drive and enthusiasm, but that's also taking time off until tomorrow! No, it was my partner who sowed the seeds of change here.

You see, there's a house just up the road from us that we've always wanted to buy but it never came on the market, and when it finally did, it was way too

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expensive for us. So my partner said “why don't you write your book, and with the income from that we could buy our dream house”.

So I sat down and re-defined my belief system with regards to me writing this book;

1) If I write my book:

I can buy my dream home
I can have my own recording studio in my house
I will get my publisher off my back
We can build a stable in the huge garden and have our horses nearby
People will think I am actually rich!

2) If I don't write my book now:

I may miss my last opportunity to buy my dream house
I will see myself as a failure for procrastinating
My publisher will continue to hound me
I will only waste my time watching pointless TV shows etc.

Having processed these new beliefs through my protection mechanism ... well, here I am writing my book and thoroughly enjoying it I have to say.

Pah! ... procrastination ... who needs it!

“PROCRASTINATION”

