

PARADIGM

SHIFT

REWRITE YOUR **PROGRAMMING** | TRANSFORM YOUR **LIFE**

BOB PROCTOR & SANDY GALLAGHER

PARADIGM

SHIFT

NAME

DATE

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INTRODUCTION

This is a special program. It's different. Like all of the programs created by the Proctor Gallagher Institute, what you get out of this program is going to be dependent entirely upon yourself. You will find that one person will get something out of this that another person won't get. You'll find you will benefit if you, in socializing, share what you are learning with someone else. At some point you may have an Aha moment. Share it with one of the people you're talking to. They may say, "Gee, I never thought of that." It's how you think that really makes the difference. All of us can improve.

Chapter 11 in The Science of Getting Rich is "Acting in a Certain Way." You might believe that's where your focus should go – on your actions. But that is a very limited and physical way of looking at things ... our perception, to a large degree, is caused by our paradigm. When you find people wanting to achieve better results, they generally attempt to change what they're doing. While that may produce temporary results, for permanent improvement you've got to go beyond that. You've got to get right into your thinking. You've got to get right into your thinking and your paradigm. Actions are the expression of what's going on inside.

Many years ago a very wise mentor gave us a very important lesson. He said, "A person can never "do" better than they do."

You might want to run that around your mind for a little while because it's a bit tricky. A person can never DO better than they do.

**Actions are
the expression
of what's going
on inside.**

PARADIGM SHIFT

You very likely remember when you were a child and your parents would ask, "Why'd you do that?"

You would reply, "I don't know."

"What do you mean you don't know? You know better."

"I know."

"Why'd you do it?"

"I don't know."

That kind of conversation could and probably does leave us with the idea that because we know how to do better, we should do it. And that, of course, is not true. The conscious mind is the part of our personality that gathers information (the knowing part). However, it is the sub-conscious mind that causes the action (the doing). And the paradigm (the programming in the sub-conscious) is what controls the habitual behavior. What you know how to do is not always in sync with the part of your mind that is in control of what you do, habitually.

At the Proctor Gallagher Institute we talk a lot about paradigms. To improve the quality of your life a Paradigm Shift is required. That's really what you were looking for when you got involved in this program. However, if asked, you might not be sure of what you were looking for. Whatever it is that you want to accomplish in life, if it is beyond where you are, a Paradigm Shift will be required.

PARADIGM SHIFT

Here is an important point to remember. It doesn't matter how good your life is, there's always a better way. Better is such a good word. It's that better way that our Soul is always seeking to express. The essence of who you are is reaching for that better way all the time. You are a Spiritual Being and Spirit is always for expansion and fuller expression. That's what causes dissatisfaction.

Most of us are raised to believe that dissatisfaction is not a good thing and are told we should be satisfied with what we've got. Dissatisfaction is a wonderful thing. We should never be satisfied. Dissatisfaction is what triggers our creativity. Dissatisfaction is what causes us to improve the quality of life for ourselves and those we serve. It was dissatisfaction that gave us the many benefits we enjoy today. We are living in the golden age we have been dreaming of and building toward for thousands of years.

We must realize we can find a better way for everything in life, but if we are going to enjoy a better life we must create it and that will call for a shift in our paradigm. That is really the focus of this program.

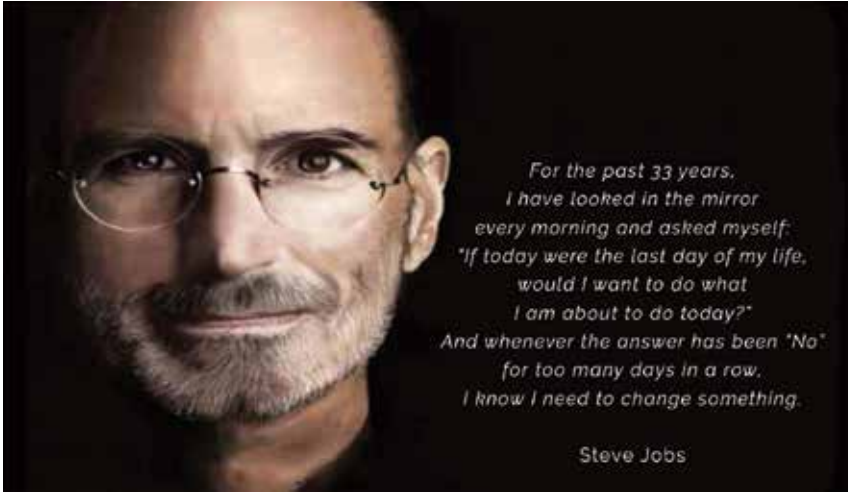
**It doesn't matter
how good your life is,
there's always a better way.**



YOURSELF

PARADIGM SHIFT

PARADIGM SHIFT



PARADIGM SHIFT

2. WHERE YOU ARE GOING → **DREAMS** (star)

1. WHERE YOU ARE

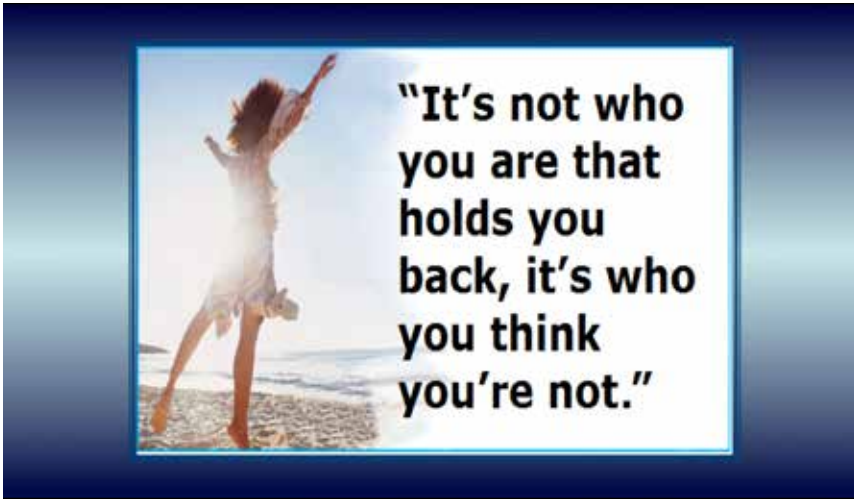
Paradigms

If it's so simple, and so obvious. Why are so many people stuck?

Two Things You Must Know To Create Wealth

PARADIGM SHIFT





Self-confidence
is the
first requisite to
great
undertakings.
-Samuel Johnson

Paradigms & Cybernetics

Paradigms and Cybernetics are both control systems and operate essentially on the same principle. Both maintain a definite course of action and will not deviate from the course that has been established. You must alter the Paradigm if you desire to achieve improved Results. Both Companies and Individuals have operating Paradigms.







YOURSELF

FROM *The Hidden Power* by Thomas Troward

PARADIGM SHIFT

PARADIGM SHIFT

26. a force which is much greater than we believe
27. ourselves to be, yet it is not separate from us and
28. needing to be persuaded or compelled, or inveigled
29. into doing what we want; it is the substratum of
30. our own being which is continually passing up into
31. manifestation on the visible plane and becoming
32. that personal self to which we often limit our
33. attention without considering whence it proceeds.
34. But in truth the outer self is the surface growth of
35. that individuality which lies concealed far down
36. in the deeps below, and which is none other than
37. the Spirit-of-Life which underlies all forms of
38. manifestation.

39. Endeavour to realise what this Spirit must be in
40. itself—that is to say, apart from any of the conditions
41. that arise from the various relations which
42. necessarily establish themselves between its various
43. forms of individualisation. In its homogeneous self
44. what else can it be but pure life—Essence-of-Life, if
45. you like so to call it? Then realise that as Essence-
46. of-Life it exists in the innermost of *every one* of its
47. forms of manifestation in as perfect simplicity as any
48. we can attribute to it in our abstract conceptions. In
49. this light we see it to be the eternally self-generating
50. power which, to express itself, flows into form.

PARADIGM SHIFT

51. This universal Essence-of-Life is a continual
52. becoming (into form), and since we are a part of
53. Nature we do not need to go further than ourselves
54. to find the life-giving energy at work with all its
55. powers. Hence, all we have to do is to allow it to rise
56. to the surface. We do not have to make it rise any
57. more than the engineer who sinks the bore-pipe for
58. an artesian well has to make the water rise in it; the
59. water does that by its own energy, springing as a
60. fountain a hundred feet into the air. Just so we shall
61. find a fountain of Essence-of-Life ready to spring up
62. in ourselves, inexhaustible and continually increasing
63. in its flow, as One taught long ago to a woman at a
64. wayside well.

65. This up-springing of Life-Essence is not another's—
66. it is our own. It does not require deep studies,
67. hard labours, weary journeyings to attain it; it is not
68. the monopoly of this teacher or that writer, whose
69. lectures we must attend or whose books we must
70. read to get it. It is the innermost of *ourselves*, and
71. a little common-sense thought as to how anything
72. comes to be anything will soon convince us that
73. the great inexhaustible life must be the very root
74. and substance of us, permeating every fibre of
75. our being.

PARADIGM SHIFT

76. Surely to be this vast infinitude of living power must
77. be enough to satisfy all our desires, and yet this
78. wonderful ideal is nothing else but what we already
79. are *in principio*—it is all there in ourselves now, only
80. awaiting our recognition for its manifestation. It is
81. not the Essence-of-Life which has to grow, for that is
82. eternally perfect in itself; but it is our recognition of it
83. that has to grow, and this growth cannot be forced.
84. It must come by a natural process, the first necessity
85. of which is to abstain from all straining after being
86. something which at the present time we cannot
87. naturally be. The Law of our Evolution has put us
88. in possession of certain powers and opportunities,
89. and our further development depends on our doing
90. just what these powers and opportunities make it
91. possible for us to do, here and now.

92. If we do what we are able to do to-day, it will open
93. the way for us to do something better to-morrow,
94. and in this manner the growing process will proceed
95. healthily and happily in a rapidly increasing ratio.
96. This is so much easier than striving to compel things
97. to be what they are not, and it is also so much more
98. fruitful in good results. It is not sitting still doing
99. nothing, and there is plenty of room for the exercise
100. of all our mental faculties, but these faculties are

YOUR SPIRITUAL DNA

"You are the offspring of a deathless soul." JAMES ALLEN

Continuous personal growth and increased prosperity in every area of your life are natural states in which you can and should live. Unfortunately, this type of lifestyle is not normal and therefore only enjoyed by a ridiculously small percentile of the population.

Your spiritual DNA, effectively expressed, is always for expansion and fuller expression. You are made in the image and likeness of the architect of the universe. The divine spark within you is always consolidating into awareness or fragmenting into the awareness of the created.

You are alive more fully when your attention is focused in the NOW moment. You lose your keen focus of being alive when you dwell on the memory of the past ... often coupled to multiple regrets for choices made poorly or not made at all. You are the confluence of a genetic pool of ignorance which dates back for many generations. The true beauty, the genius and the infinite power of your being has been buried under layer upon layer of damaging virus code from the moment of conception. These viruses have distorted your values, blinded you from what is really important and twisted the truth to the point that you are denying yourself on a daily basis many of the joys and much of the fulfillment that you could experience in life.

This program has been designed to assist you in expressing the true beauty that lies within ... your spiritual DNA, which can only be accomplished by eliminating the many viruses that have been passed down to you from your family tree.

Do not permit the apparent simplicity of the various exercises to deceive you. Every exercise has been created to assist you to eliminate viruses and take control of your life. We have graduated from the time where people were paid for what they knew. Today, it is absolutely essential that you perform. And, to perform at peak potential it is necessary that you eliminate the many viruses that have always obstructed your progress.

Intellectual comprehension of this material is not difficult. In a relatively short period of time, you will be prepared to correctly answer a battery of questions about this information. Then, you could very quickly say "I KNOW" with respect to the various topics you are about to study. However, KNOWING and DOING are poles apart. Our objective in this program is to close the distance within the Knowing/Doing gap.

*"Education does not mean teaching people what they do not know.
It means teaching them to behave as they do not behave." JOHN RUSKIN*

YOUR SPIRITUAL DNA IS PERFECT

... it requires no modification or improvement

... it is **ALL** Knowing

... it is **ALL** Powerful

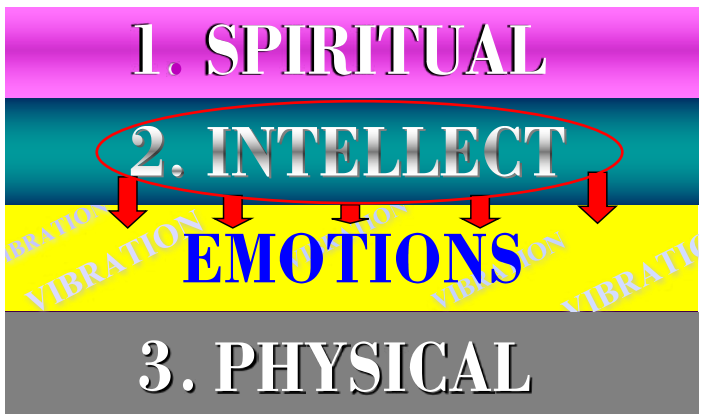
... it is **EVER** Present

... it is the **Real YOU**

You are the Offspring of a Deathless Soul

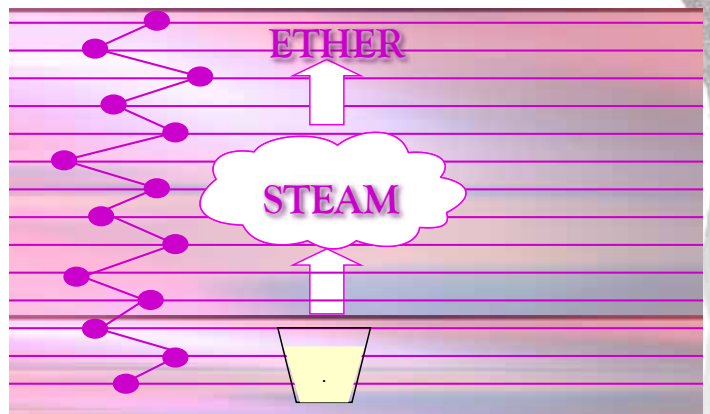
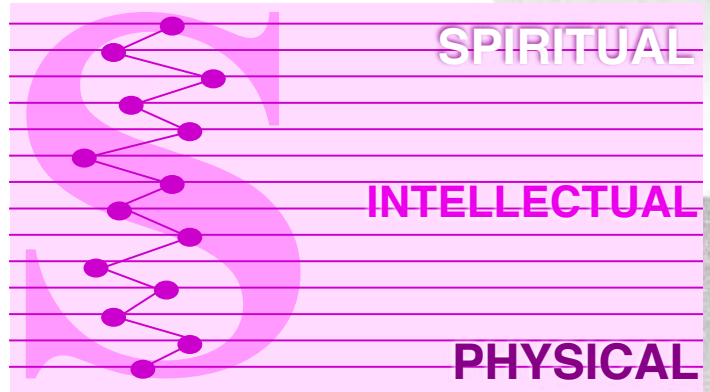
PARADIGM SHIFT

Your **S**piritual DNA is **P**erfect
...it requires no Modification or Improvement
...it is All Knowing
...it is All Powerful
...it is Ever Present
...it is The Real You
Are you truly what or who you pretend to be?



**Is 100 %
Evenly
Present In All
Places At The
Same Time**

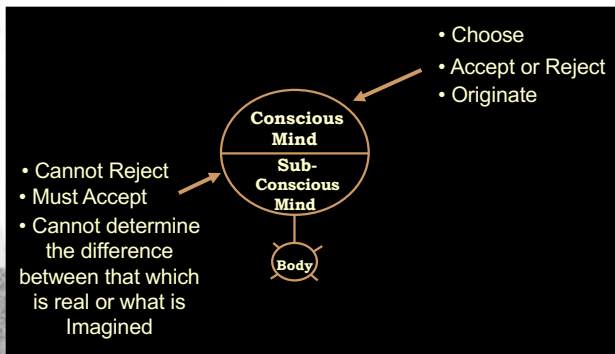
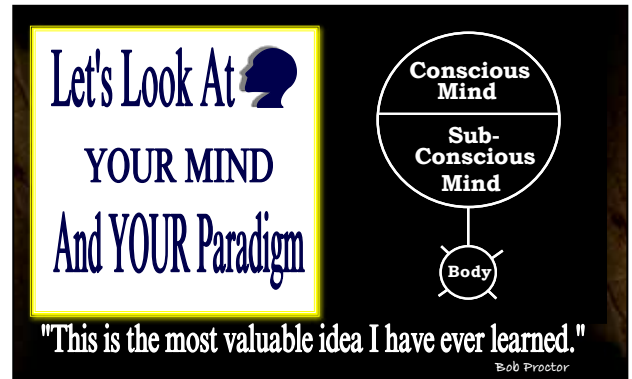
PARADIGM SHIFT

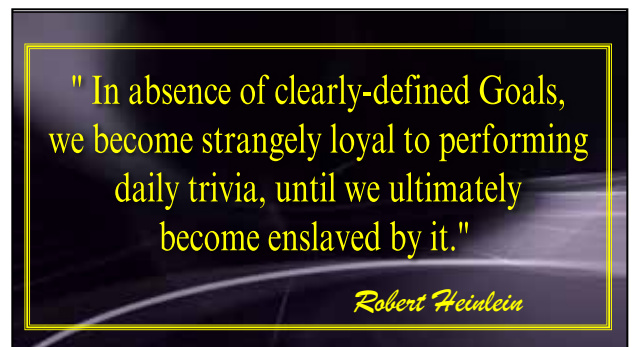


Understanding Precedes Change

To achieve true freedom, you must understand how the mind works. Since no one knows what the mind looks like, we must use our imagination to come up with an image to work with.

Let's take a look.

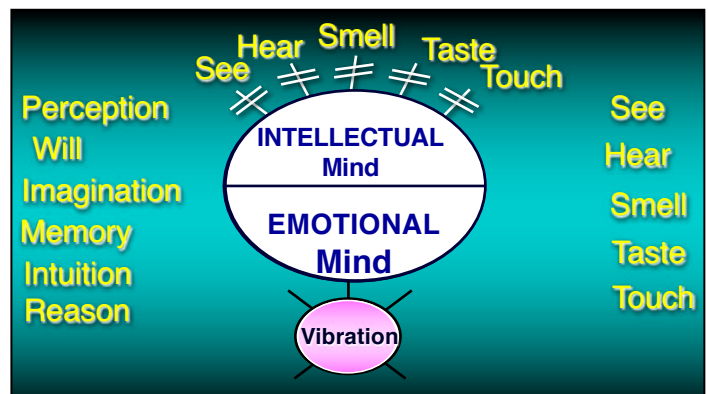
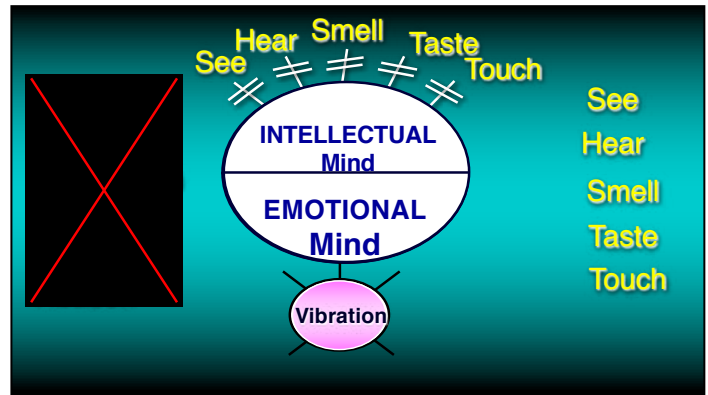




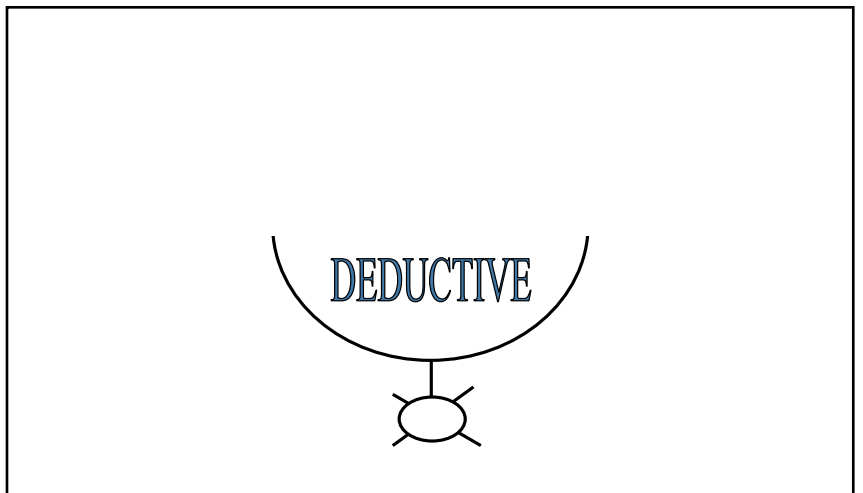
PARADIGM SHIFT

School gave us valuable knowledge
However **SCHOOL** never taught us how to alter our old **PARADIGMS**
Therefore we frequently do not do, what we **Already Know** how to do!

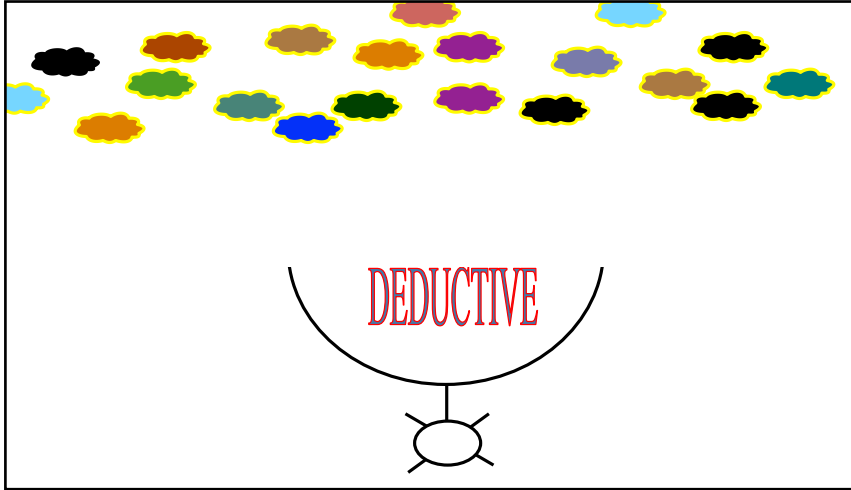
Superior Knowledge
Inferior Results
Causes Confusion & Frustration

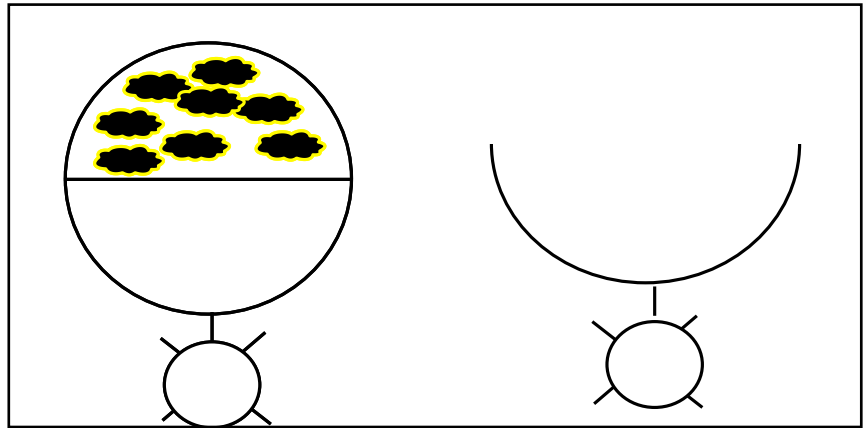


Deductive Reasoning



PARADIGM SHIFT





PARADIGM SHIFT

Now that you understand how your mind works, it is important to realize that any thought you consciously or unconsciously impress upon the subconscious over and over becomes fixed there. Fixed ideas (or habits) will then continue to express themselves without any conscious assistance, until they are replaced.

But where do these ideas come from?

To a large degree, we inherit our paradigms through our genetic and environmental conditioning.

PARADIGM SHIFT

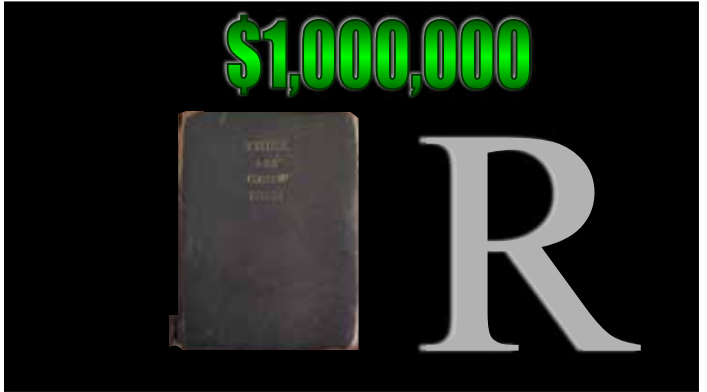
You were programmed, for example, by your parents' and ancestors' DNA, as well as many of their beliefs and habits — going back for generations. When you were a child, everything that happened around you went right into your subconscious mind because you had no ability to reject anything. Any ideas that you were exposed to over and over again were like seeds being planted in fertile soil. They took root in your subconscious, and became part of the paradigms that control almost every aspect of your life.

We're not taught about paradigms in school. So some 20, 30, 40, or 60 years later, we're still living the same way we were programmed as little kids.

Many of the wisest teachers of the past have been very clear on one important point that has to do with making a paradigm shift and recognizing problems we might have: we do not really believe something until we discover it for ourselves.

It is strongly recommended that you give serious thought to this particular subject because we have found it is one of the easiest subjects to be treated lightly and possibly skip over. However, if we do that, we're virtually guaranteeing that we will stay where we are. As we point out time and time again in our programs, nothing changes when the paradigms stay in control.

PARADIGM SHIFT



“There is a difference between WISHING for a thing and being READY to receive it. No one is ready for a thing, until they believe they can acquire it. The state of mind must be BELIEF, not mere hope or wish. Open-mindedness is essential for belief. Closed minds will not inspire faith, courage, and belief.

Remember, no more effort is required to aim high in life, to demand abundance and prosperity, than is required to accept misery and poverty.”





PARADIGM



PARADIGM SHIFT



PARADIGM POWER

No more effort or energy is required to aim high in life—to demand abundance and prosperity—than is required to accept misery and poverty. The difference between the two lies in your level of awareness.

The information in the Paradigm Shift Program is extremely powerful. It could set you free from the constraints that keep you from realizing your full potential and all of the good you desire.

However, you cannot be free until you know exactly what governs, shapes and directs your behavior, and ultimately, your results.

Everything taught here is based on the premise that your thoughts create your life. And, if you're not careful your thinking can be controlled by something called paradigms.

PARADIGM SHIFT

The mind is divided into two parts — the conscious mind (or the thinking mind) and the subconscious mind (or the emotional mind). The subconscious mind is your power center — it functions in every cell of your body.

Your conscious mind has the ability to accept or reject any idea. No person or circumstance can cause you to think thoughts you do not choose.

The thoughts you choose eventually determine the results in your life. All pain, pleasure, or limitation is either originated in the conscious mind, or accepted from an outside source—the things you see, hear, smell, taste and touch. As you accept a thought, it is impressed upon the subconscious mind.

As you can see from the image, your mind is the larger part of your personality. The body is the instrument of your mind. So when your thoughts are impressed upon the subconscious mind, those thoughts are expressed through you (because the subconscious mind is everywhere in your body) as feelings and actions. Your actions determine your results.

How a paradigm is formed

What are paradigms?

Paradigms are mental programs that have almost exclusive control over your habitual behavior, and almost all of your behavior is habitual. A paradigm that we leave in control is like an "operating system" on which your mental processes run.

Your paradigms create the prism through which you view and make sense of the world around you. When information is presented to your mind, your mind runs through all of the things it already knows about that piece of information. It figures out where it fits in with the bigger picture, and decides if the information is good or bad, desirable or undesirable, possible or not.

Paradigms in and of themselves are neutral. If your paradigms are positive, you will have a happy, growth-oriented life, a healthy self-image, and the ability to adapt successfully to changes, upsets, and unforeseen events.

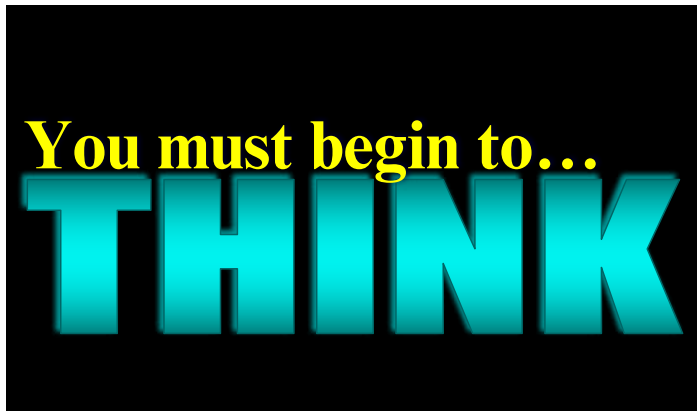
Conversely, negative paradigms can keep you stuck in old ways of thinking that can be very limiting. They keep you as imprisoned as do a cell and a set of iron bars.

Maybe even more so, since they imprison you in the place where all true freedom resides: the mind.

paradigm

...is a mental program that has almost exclusive control over our habitual behavior...

almost all of our behavior is habitual.



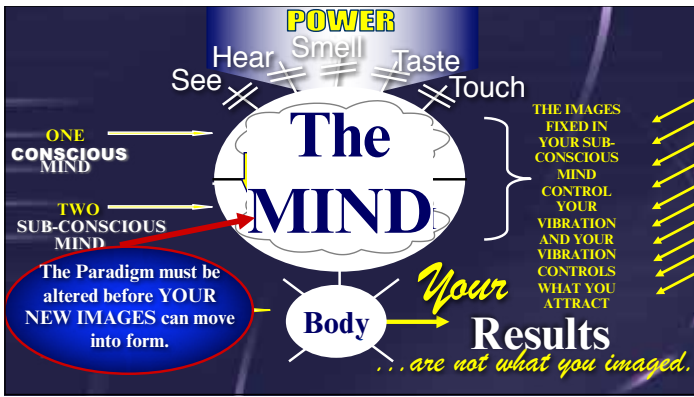
JUST IMAGINE
how your entire life will
CHANGE
as you begin improving
any or all of these
areas of your life.

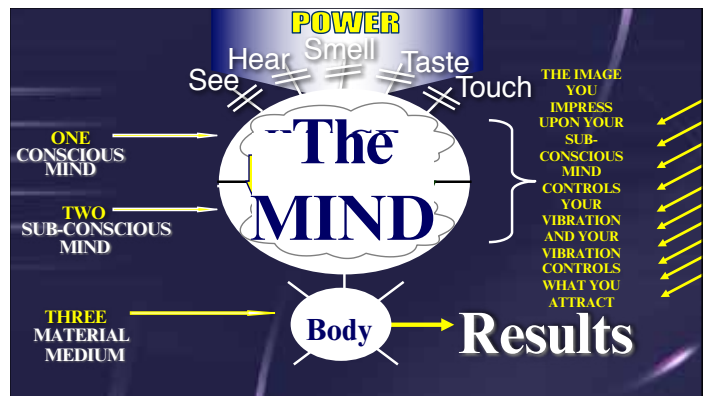
Your
ABILITY TO EARN MONEY
PERCEPTION
USE OF TIME
CREATIVITY
EFFECTIVENESS
PRODUCTIVITY
LOGIC

PARADIGM SHIFT

JUST IMAGINE
how your entire life will
CHANGE
as you begin improving
any or all of these
areas of your life.

THE CHANGE WILL BE
HUGE
AND...PERMANENT





STUCK

DISCIPLINE

...is the ability to
Give Yourself A Command
and then Follow It!

WANTS and Discipline NEED to be Connected

Seven Levels Of Awareness

7.	Mastery	Respond Think and Plan
6.	Experience	Your Actions Change Your RESULTS
5.	WISH	Give Yourself A Command and Follow it.
4.	Individual	You Express Your Uniqueness
3.	Aspiration	You Desire Something Greater
2.	Mass	Follow The Masses...Paradigms
1.	Animal	Re-act Fight or Flight

PARADIGM SHIFT



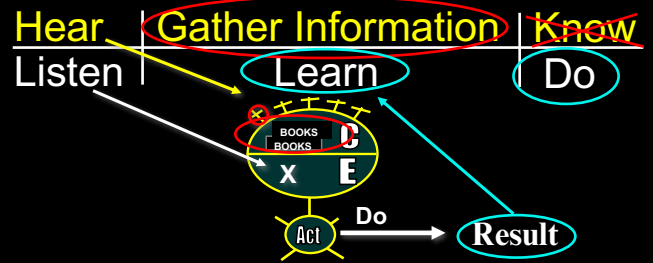
PARADIGM SHIFT

To learn we need a certain degree of confidence, not too much and not too little. If we have too little we will think we can't learn; If we have too much we will think we don't have to learn.



- Eric Hoffer

Yellow...Organized Education Model



White... Proctor Gallagher Model



R. Buckminster Fuller

“Never change things by fighting the existing reality... to change something build a new model that makes the existing model obsolete.”







**Your
Awareness
Is Blocked By
Layers Of Virus**

Let this
YELLOW
DOT represent
your Level Of
AWARENESS → •

**You eliminate DARKNESS
When you turn on the LIGHT**



PARADIGM SHIFT

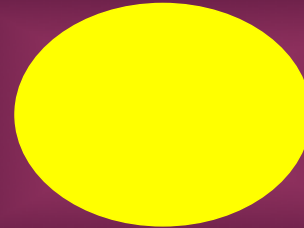
A person doesn't earn \$100,000 a year because they want to earn \$100,000 a year.

They earn \$100,000 a year because they are not Aware of how to earn \$100,000 a month !



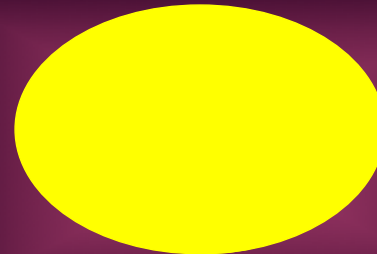
“Let there be Light”

It is a sad thing when you see a **CHILD** who is afraid of **The DARK** ...but it is even worse when you see an **ADULT** afraid of **The LIGHT**



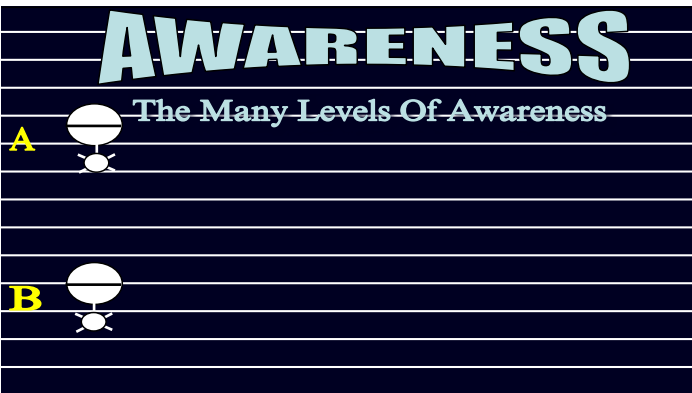
How do I Expand My Level Of Awareness ?

Effective Education ... combined with Professional Coaching; over a reasonable period of time, will eliminate Virus Code and Expand A Person's Level Of Awareness







"IT'S ALL IN AWARENESS"
There is a marvelous inner world that exists within man, and the revelation of such a world enables man to do, to attain and achieve anything he desires within the bounds or limits of Nature.




AWARENESS


A 


B 

What role does
AWARENESS
play in our
RESULTS

AWARENESS

A 

B 





LOW

AWARENESS

A 

B 

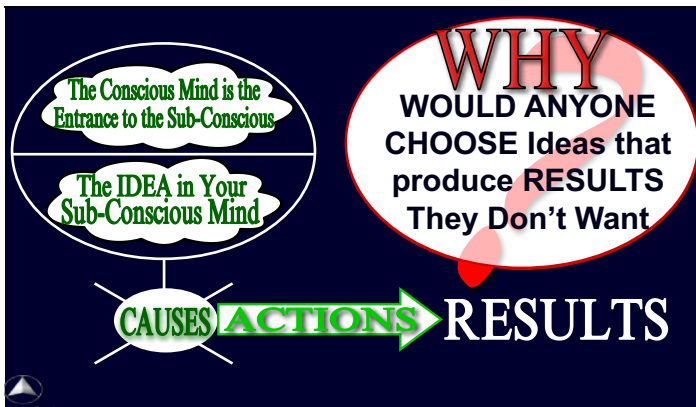
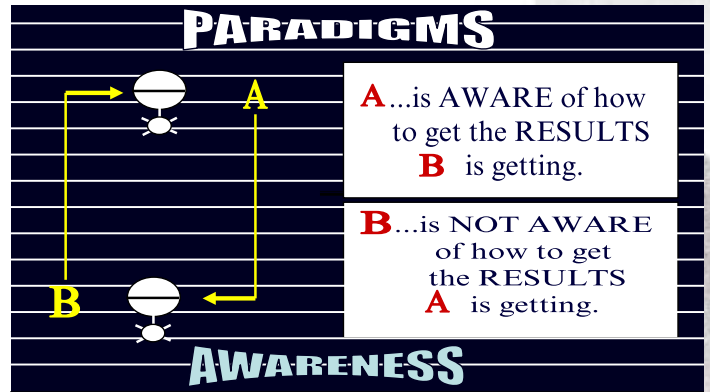
To The Development Of The Intellect





Developing Awareness Has Taken A Back Seat

PARADIGM SHIFT





THE PAST

PARADIGM SHIFT

PAST

We're going to begin to take a look at both our genetic and environmental conditioning that has been largely responsible for making us who we are, because that's where our paradigm came from. The more we understand it and how it originated, the better equipped we're going to be to change it ... to change the parts of it that are holding us back or keeping us where we are.

In the space provided, write some of the characteristics that you recognize, many of which might be very obvious, that you picked up or had passed along to you at the moment of conception from your parents and their parents.

Today, it's a known fact that 50% of our DNA comes from our mother and 50% comes from our father. This, of course, would be the same for them.

Let's take the time to look at your parents, grandparents and great grandparents on both your mother and father's side of the family. See if you recognize any characteristics that they have passed on to you, that do not serve you. This will be helpful in recognizing where these characteristics came from and replacing them with others that will serve you.

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You are the product of other peoples' habitual way of thinking



Great Grandfathers & Grandmothers



Great Grandfathers & Grandmothers



Grandfather & Grandmother

Today we understand half of your DNA comes from your mother and half from your father.



Grandfather & Grandmother



Father



Mother

SUB-CONSCIOUS MIND



PARADIGM SHIFT

Now that we've given some thought as to what was built-in to your personality from the moment of conception, let's take a look at what happened after you made your great debut on planet earth.

When you were born? _____
MM/YY

In which city/country were you born? _____

Where did you spend the first five or six years of your life? _____

What is the approximate population of the town/city where you grew up?

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Economically speaking, regardless of the country, in every city of any size there are generally three classes:

1. Wealthy
2. Middle Class
3. Poor

In which category did you spend the early part of your life? _____

Do you have siblings? Yes No _____ Brothers _____ Sisters

Where did you fit in from the youngest to the oldest? _____

PARADIGM SHIFT

What did your parents do for a living? _____

Did your family eat out at restaurants often? _____

Were you given an allowance? _____

Did your family go to church? _____

Did your grandparents live with you? _____

Did your parents own their home or rent? _____

What kind of car did they drive, new or used? _____

Did you have any pets? _____



THE PRESENT THE SHIFT BEGINS



PARADIGM SHIFT

PARADIGM SHIFT

1. The constant spaced repetition of ideas, that are essentially opposite to the Paradigm.

THERE ARE ONLY 2 KNOWN WAYS To Change A Paradigm !

2. The personal experience of an Emotional Impact.

Why Repetition Is Necessary When Changing Paradigms



*“To be able to shape your future, you have to be **WILLING** and **ABLE** to **CHANGE YOUR PARADIGM”***

JOEL BARKER

AUTHOR OF
“PARADIGMS”



mykie@proctorgallagher.com

PARADIGM SHIFT

Name the six people with whom you spend most of your time.

1 _____

2 _____

3 _____

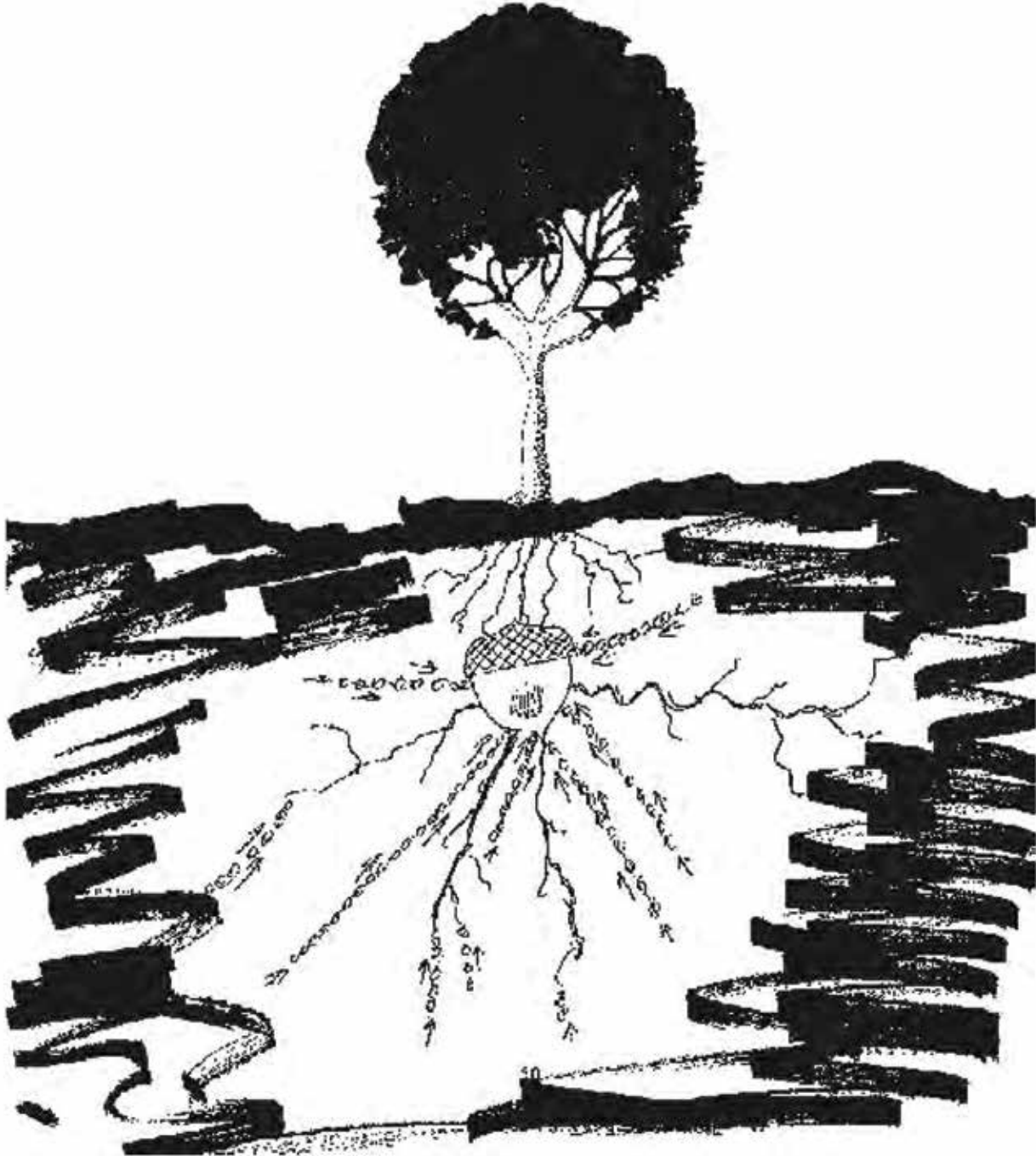
4 _____

5 _____

6 _____

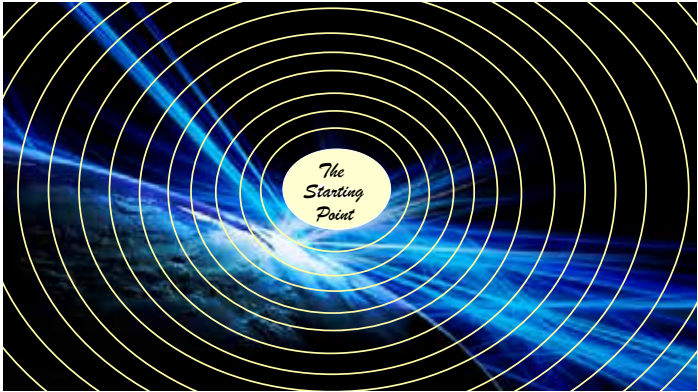
PARADIGM SHIFT

ENERGY IS ATTRACTED AND BECOMES ONE WITH THE ACORN



THE ACORN IS IN THE EARTH,
THE OAK TREE IS IN THE UNIVERSE.
THE LAW OF ATTRACTION BRINGS THEM TOGETHER.

GOALS



The Starting Point

*It's an old saying that
"Order is Heaven's First Law,"
and like many other old sayings it contains a much
deeper philosophy
than appears immediately
on the surface.*

PARADIGM SHIFT

Getting things into a better order is the great secret of progress, and we are now able to fly through the air, not because the laws of Nature have altered, but because we have learned to arrange things in the right order to produce this result—

...the things themselves had existed from the beginning of the world, but what was wanting was the introduction of a Personal Factor which, by an intelligent perception of the possibilities contained in the laws of Nature,

... should be able to bring into working reality, ideas which previous generations would have laughed at as the absurd fancies of an unbalanced mind.

PARADIGM SHIFT

"The lesson to be learned from the practical aviation of the present day is that of the triumph of principle over precedent, of the working out of an idea to its logical conclusions in spite of the accumulated testimony of all past experience to the contrary;

"and with such a notable example before us, can we say that it is futile to inquire whether by the same method we may not unlock still more important secrets and gain some knowledge of the unseen causes which are at the back of external and invisible conditions.

*and then by bringing these unseen causes into a better order make practical working realities of possibilities which at present seem but fantastic dreams."
Thomas Troward*

GOALS



PARADIGM SHIFT



PARADIGM SHIFT

"I'm grateful to the idea that has used me." ALFRED ADLER

The concepts and laws incorporated into the Goals lesson are universal — they will work for every person. This section is designed to assist you to bridge the gap between where you are in your life and anywhere your imagination will willingly take you.

You can have the things you want, all of them ... and, you will have them when you understand and apply each section of the Goals lesson.

Goal Achievers are interesting people; they are productive people. A Goal Achiever frequently accomplishes more with his or her life in one year than most individuals do in an entire lifetime and their income reflects that type of productivity.

An effective goal will inspire you and will also expand your level of conscious awareness. This higher awareness will automatically shift your perception of who you truly are and what you're capable of doing.

The beautiful truth is that there is no end to the benefits that will be derived from an effective goals program. The operative word is effective. An effective goals program begins by laying a solid foundation where all of the basic fundamentals of the human personality are covered. It clearly explains the creative process of life which is governed by exact laws.

Law is the uniform and orderly method of the omnipotent God.

Dr. Wernher von Braun, who many consider the father of space travel, said that the natural laws of the universe are so precise that we have no difficulty building spaceships, sending people to the moon, and we can time the landing with the precision of a fraction of a second. The success of the early space program which took place in the 60s is well understood by everyone.

That success was due to an understanding of and working in harmony with the natural laws of the universe.

A surface review and meaningful discussion of previous breakthroughs which were the result of individual goals will help prepare our mind for the work we are about to engage in. We have outlined four great success stories, three from the past and one from the present that should help us understand the tremendous success that is awaiting our acceptance.

PARADIGM SHIFT

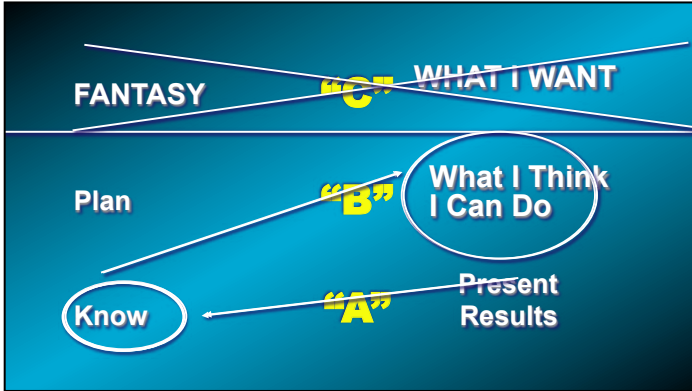


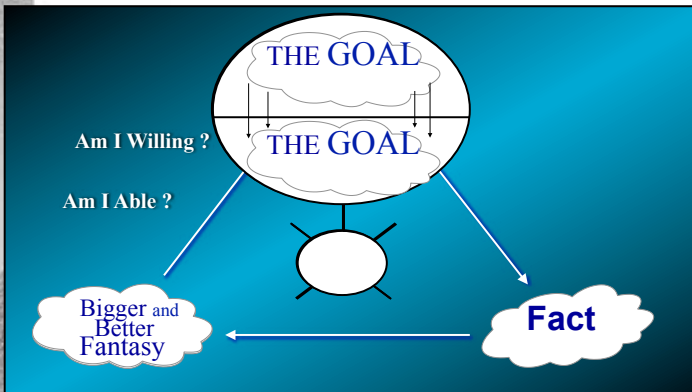
Creativity is the opposite of Routine
You Must Become Very Creative

	“C”	_____
	“B”	_____
KNOW	“A”	PRESENT RESULTS

	“C”	_____
PLAN	“B”	WHAT I THINK I CAN DO
Know	“A”	Present Results

PARADIGM SHIFT





PARADIGM SHIFT

GOAL ACHIEVERS

... MAKE THEIR GOALS WORTHWHILE

There are people who always play it safe. They never tackle more than they are sure they can handle without effort and risk. Thus they invite neither triumph nor defeat. They never learn the greatness of their mental ability, nor the strength of their endurance. On the contrary, Goal Achievers are potential pathfinders, eagerly in search of a trail to blaze. Make sure your goal is big and interesting enough to really fire up your emotions.

... MAKE THEIR OWN DECISIONS

Only YOU can decide what your goal is going to be. Although another person — your spouse, parent, employer or associate — may offer suggestions, YOU and only YOU, can make the final decision. There is no one in the entire world who is capable of setting your goal for you. If they try, and they probably will, do NOT permit it to happen. You will not commit yourself to someone else's goal or one you set to please someone else.

... CHOOSE WANTS NOT NEEDS

YOUR GOAL SHOULD BE SOMETHING YOU WANT, not something you need. There is no inspiration in needs; THERE IS INSPIRATION IN WANTS.

The goal does not have to be logical, in fact, you will probably be much more inspired if it is totally illogical. The road to your goal may be a rough one, therefore it is very important for you to be very emotionally involved with the idea of reaching your goal.

MAKE IT BIG AND MAKE IT BEAUTIFUL

When choosing a goal, you would be wise to remember that you're trading your life for that goal. You know that your life is not a practice run; this is it. Beautiful cars, houses, and vacations are probably on everyone's shopping list, but I have not met any person who would trade their life for any one or all of those things. You have infinite potential. There is no one alive who can even accurately guess at what you are capable of accomplishing. Regardless of the conditions or circumstances that may be presently affecting your life, I'm going to suggest that you mentally set aside any feeling of lack or limitation and attempt to follow the instructions I am about to share with you. There is a real possibility that by doing this, your life will never be the same again. Good things will begin happening with constant regularity.

PARADIGM SHIFT

"The absence of evidence is not the evidence of absence."

PRICE PRITCHETT

F _____

"C" _____

Napoleon Hill suggested, *"The imagination is literally the workshop wherein are fashioned all plans created by man."* He also told us, when we begin using our imagination, we are putting the most marvelous, miraculous, inconceivably powerful force that the world has ever known to work for us. Truly great goals are always originated in fantasy. Many people will tell you that fantasy is an idle waste of time, when, in truth, it is the first stage of creation for you when designing your future. It could not be any other way because you are moving into a new world, choosing to accomplish something far beyond anything you have previously accomplished in your past.

STRETCH

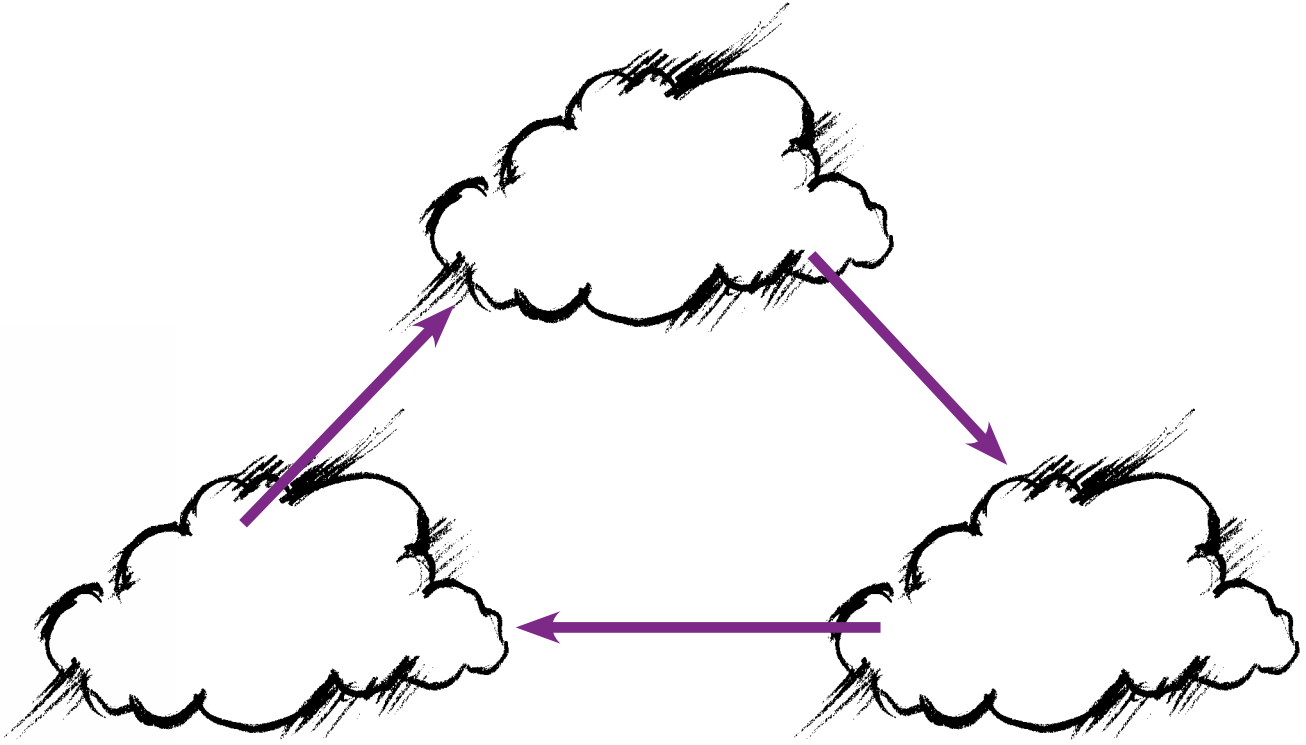
P _____

"B" _____

K _____

"A" _____

PARADIGM SHIFT



FANTASY _____

1. AM _____

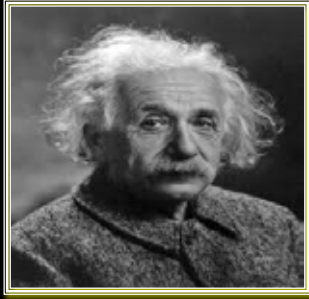
2. AM _____

THEORY _____

FACT _____

PARADIGM SHIFT

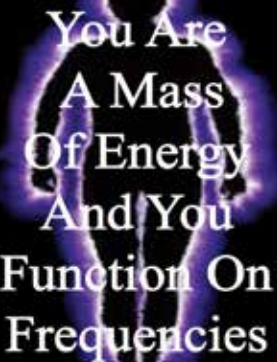
PERCEPTION MEMORY IMAGINATION REASON INTUITION WILL



“The intuitive mind is a sacred gift and the rational mind is a faithful servant.

We have created a society that honors the servant and has forgotten the gift.”

Albert Einstein

A glowing purple and blue silhouette of a human figure, standing with arms slightly away from the body. The glow is most intense around the head and torso.

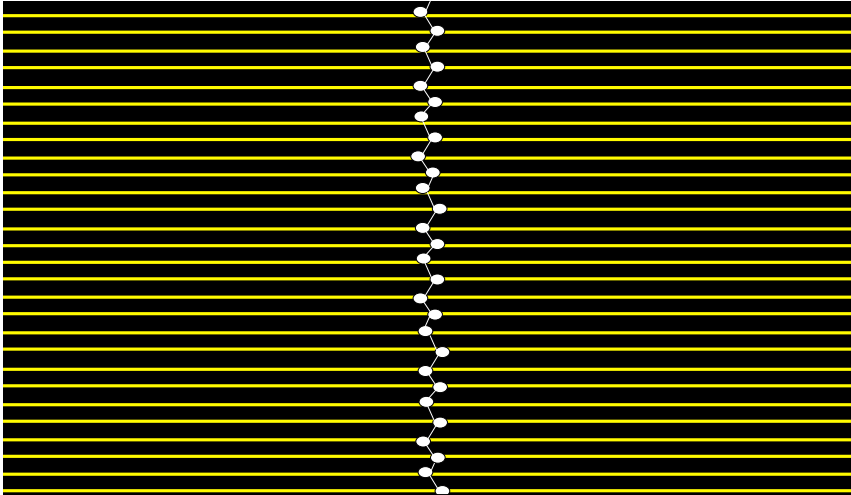
You Are
A Mass
Of Energy
And You
Function On
Frequencies

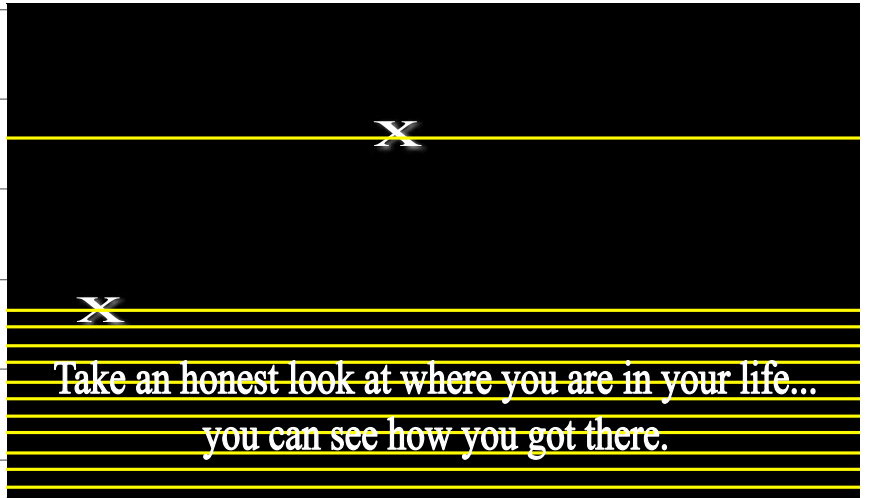
A FREQUENCY IS A LEVEL OF VIBRATION

A FREQUENCY IS A LEVEL OF VIBRATION

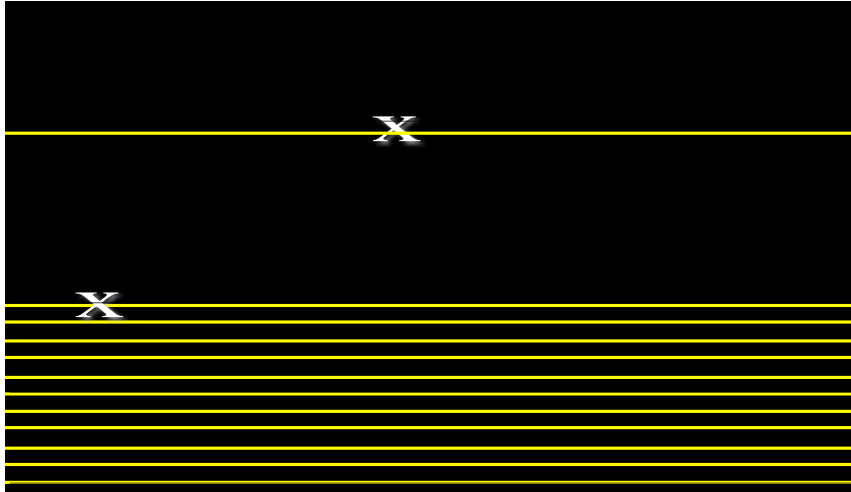
THERE ARE AN INFINITE NUMBER OF FREQUENCIES

PARADIGM SHIFT





PARADIGM SHIFT



The moment your belief matches with any state you fuse with it, and this union results in the activation and projection of its plots, plans, conditions and circumstances.

This new state of conscious awareness becomes your home from which you view the world.

It is your workshop, and, if you are observant, you will see outer reality shaping itself upon the model of your imagination.

PARADIGM SHIFT



Progress Of This Nature Is An Expression Of Higher Levels Of Awareness.

December 17, 1903



July 20, 1969



From Kitty Hawk, North Carolina to ... The Moon
In Just 787 Months.

PARADIGM SHIFT

You Don't Know How
C-Type Goal

BUT-You Know You Will
What YOU Really "Want To Do"

STRETCHING

B-Type Goal

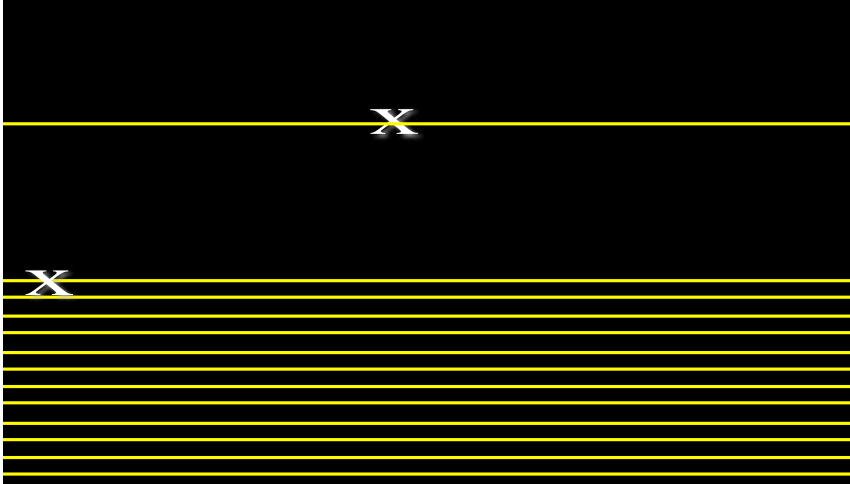
You Think You Can Do It

A-Type Goal

You Know How To Do It

To move to a considerably higher Frequency of thought you must first consent, and then adapt to the ideas and feelings the New Frequency represents.

At the suggestion of a move your Paradigm will instantly put up a Royal Battle ...and it will continually fight you. You must take Conscious Control over the Paradigm, remove and replace it.



CONTROL THE FLOW

*...of thought energy,
let it flow freely, to, and through you,
improving everything with which it connects.*

DECISION, TERROR BARRIER, VISION OF NEW PARADIGM



PARADIGM SHIFT

DECISION

THERE is a corollary element that must go hand in hand with the decision ... and that is commitment. **IT MUST BE A COMMITTED DECISION.** Most of us have weak decision-making muscles ... we do not even recognize what it means to make a real decision. We fail to realize the force of change, a truly congruent, committed decision makes. Part of our problem is that we use the term decision so loosely that it has come to describe our wishes, not our commitments. Instead of making decisions, we state our preferences. The word decision comes from the Latin roots, de, meaning from and caedere, meaning to cut ... therefore a decision means cutting from any other possibility. **A TRUE DECISION**, then, means you are committed to achieving a result, and then cutting yourself off from any other possibility.

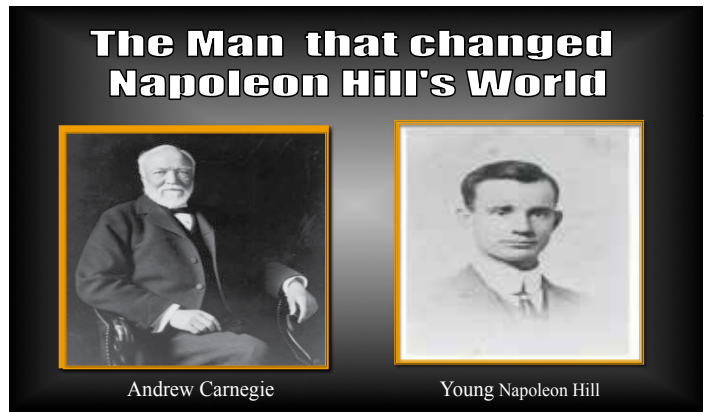
Committed decisions show up in two places—your calendar and your checkbook. No matter what you say you value, or even think your priorities are, you have only to look at last year's calendar and checkbook to see the decisions you have made about what you truly value. For example, I am committed to growth, both professionally and personally. A review of my calendar always shows multiple continuing education courses, seminars, and workshops in both the personal growth area, as well as in my profession. My checkbook is filled with tuition disbursements, purchases of books and videos. Bottom line ... see how you have reserved your time ... look at your expenditures ... those are the road maps to the decisions you have made in the past.

After making a true decision, especially the tough ones, we usually feel a tremendous burden has been lifted from our shoulders."

Dr. Carole N. Hildebrand

PARADIGM SHIFT



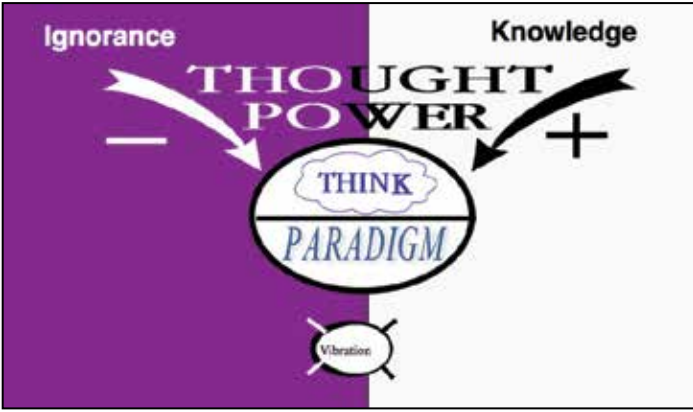
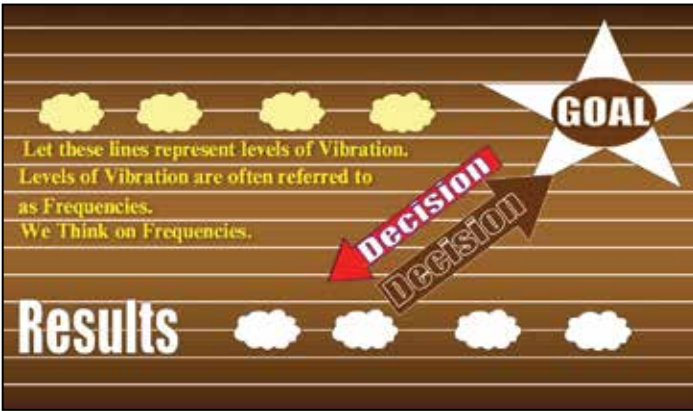


Andrew Carnegie

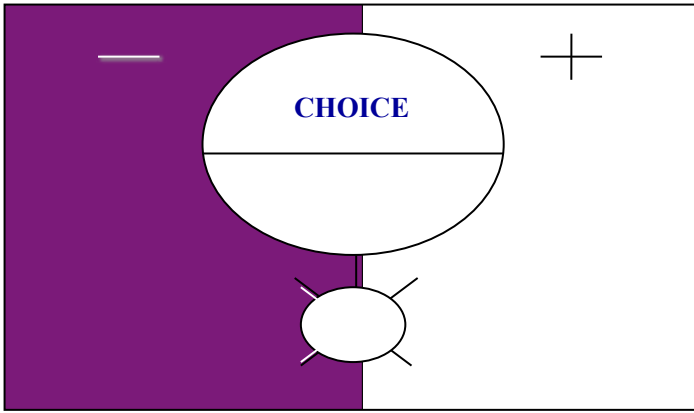
Young Napoleon Hill

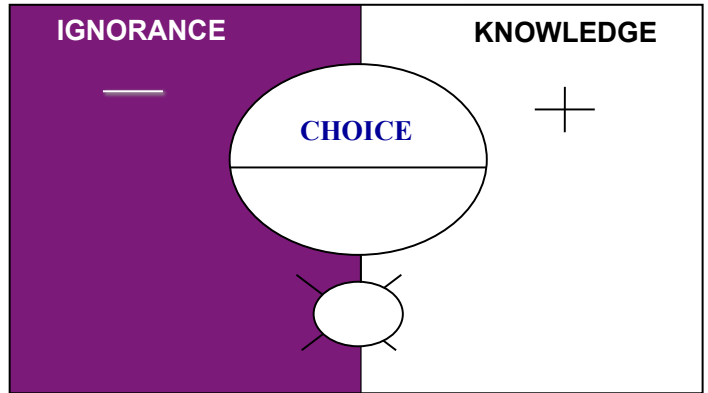
"Andrew Carnegie, I'm not only going to equal your achievements in life, but I'm going to challenge you at the post and pass you at the grandstand."

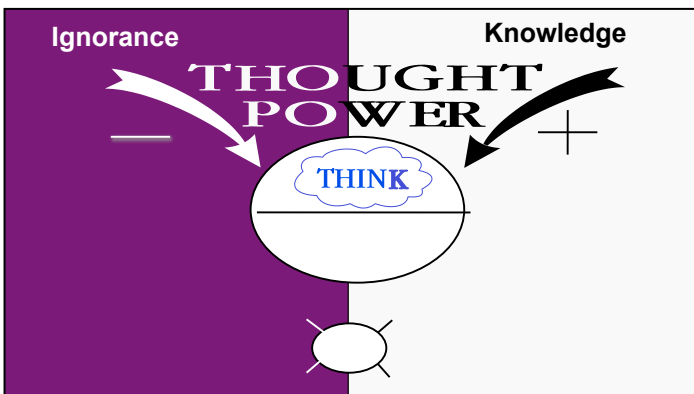
PARADIGM SHIFT



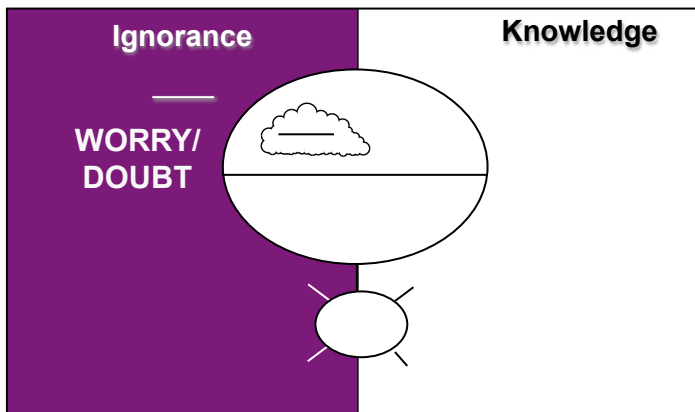
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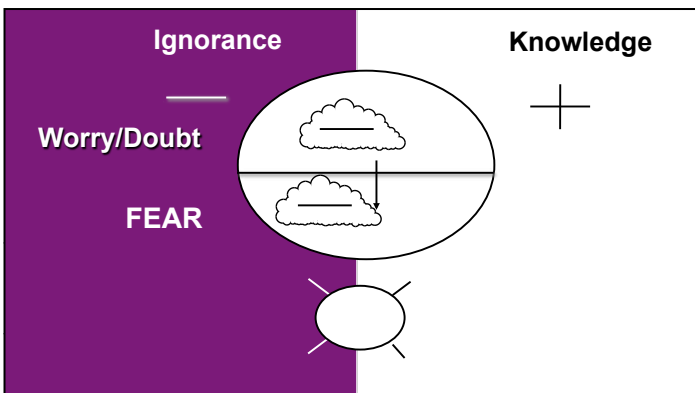


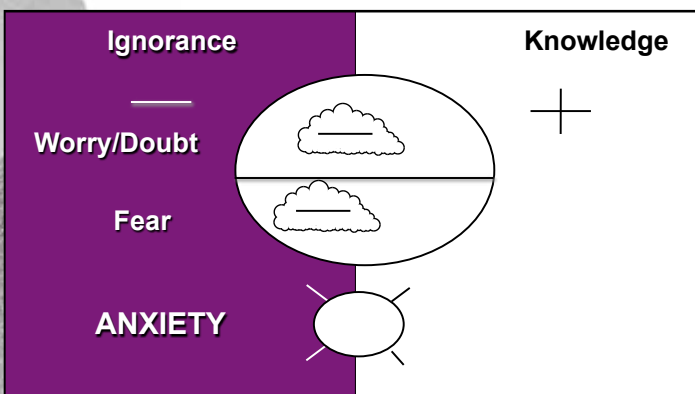




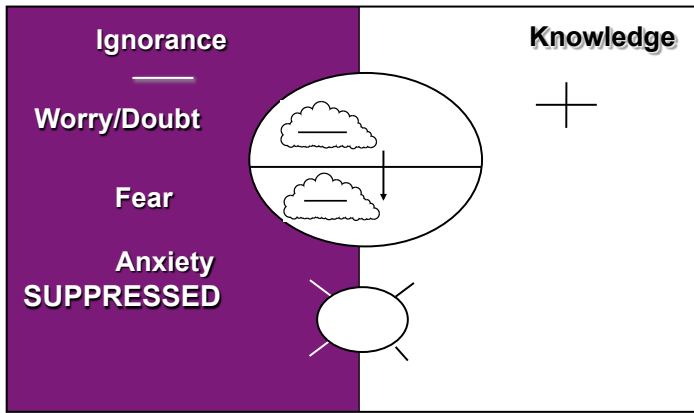
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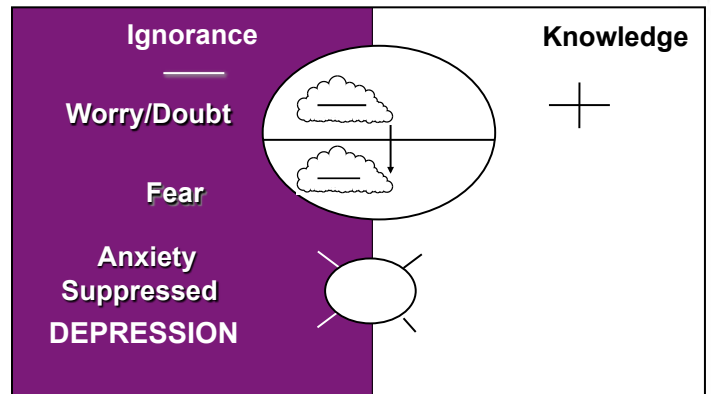


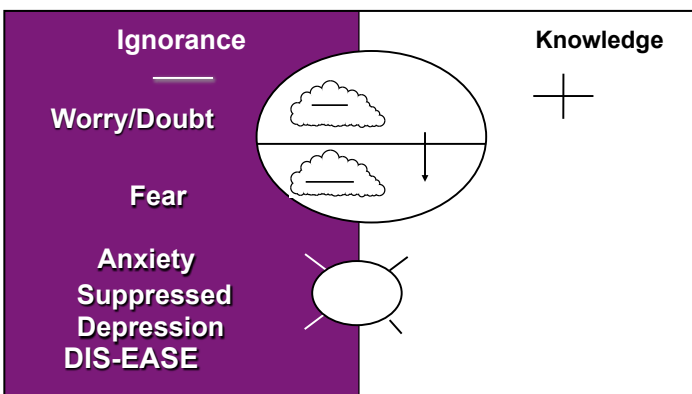




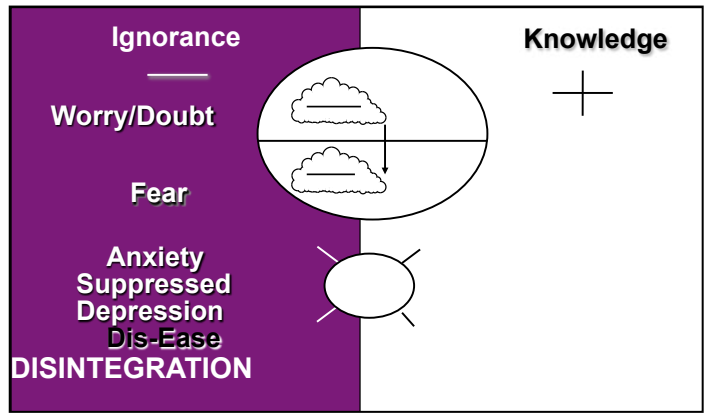
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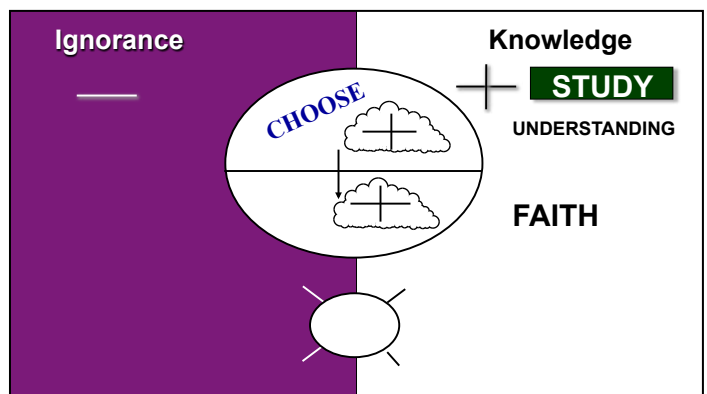
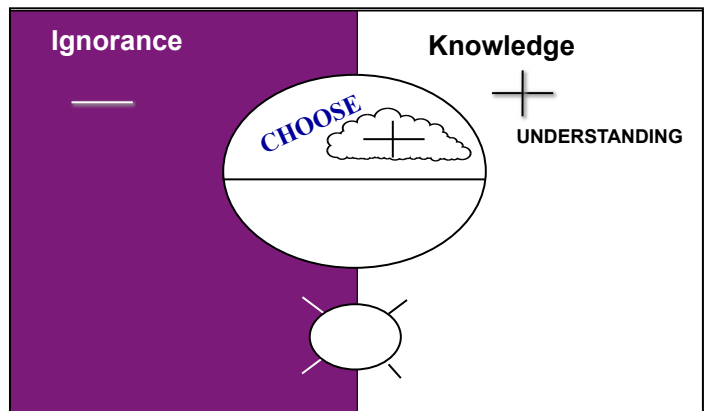
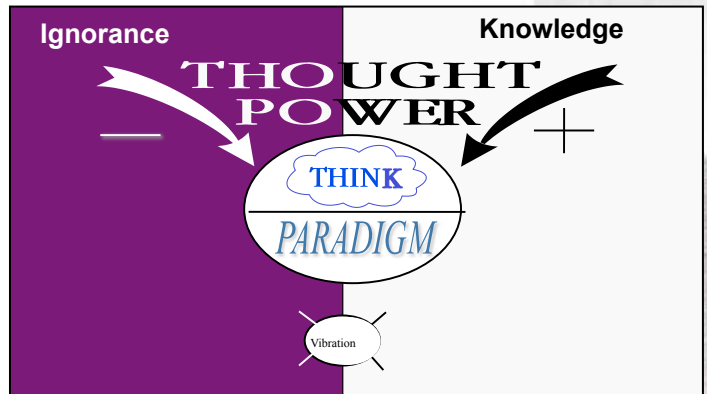


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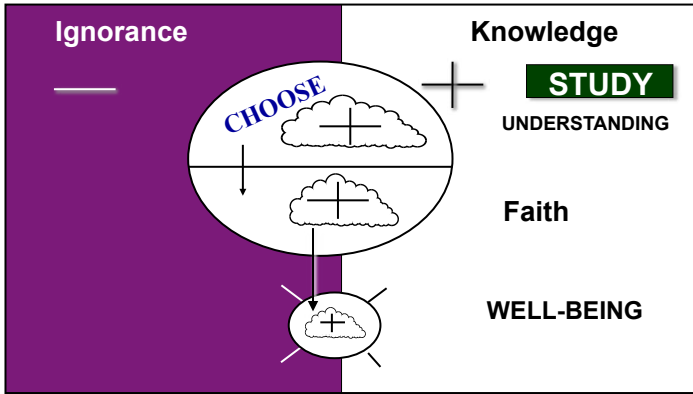


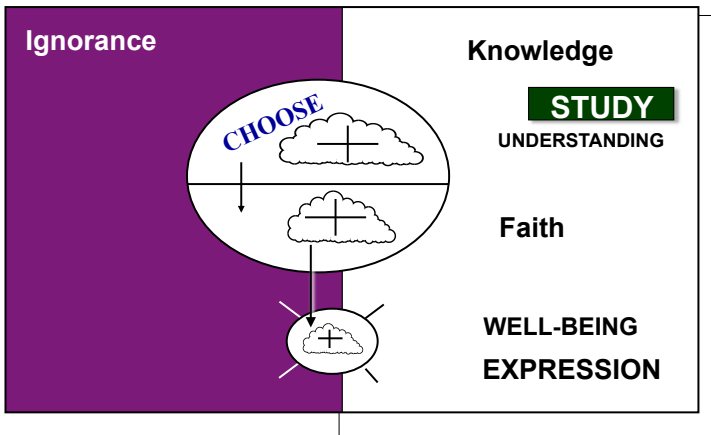


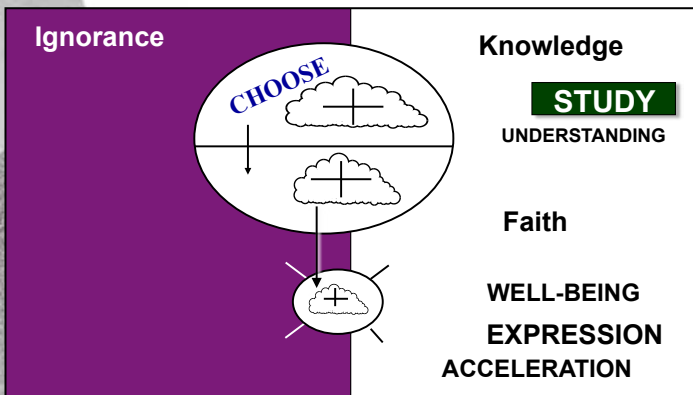
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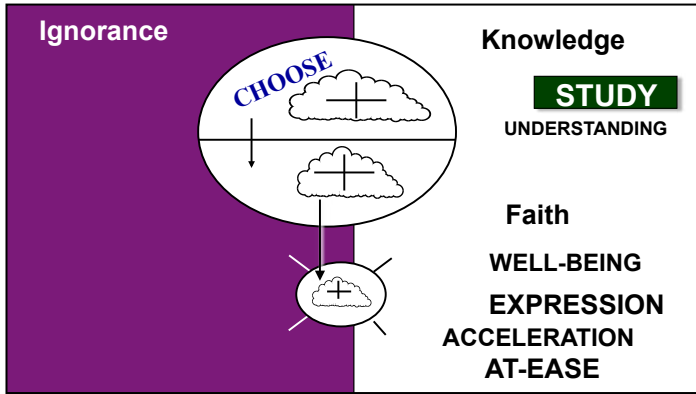
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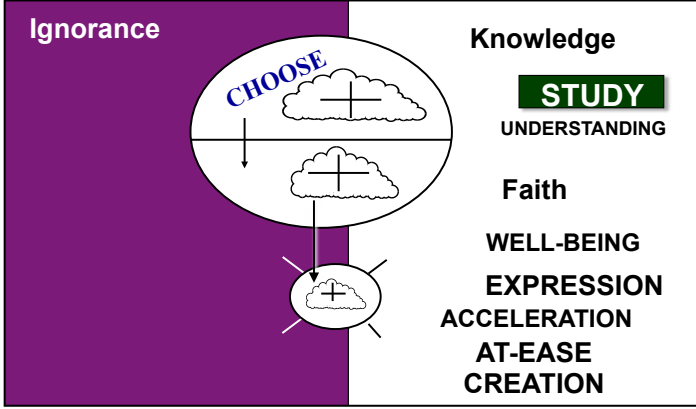


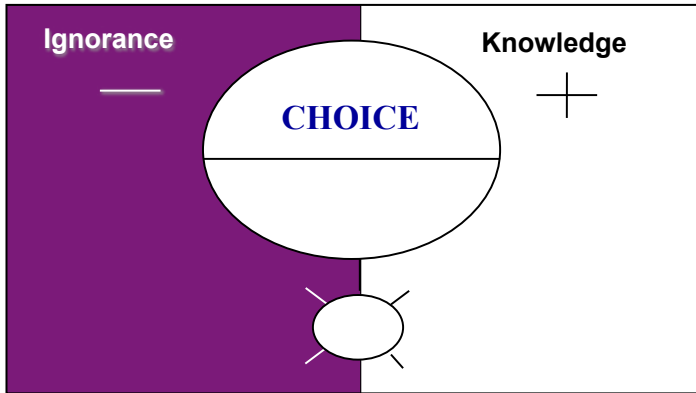




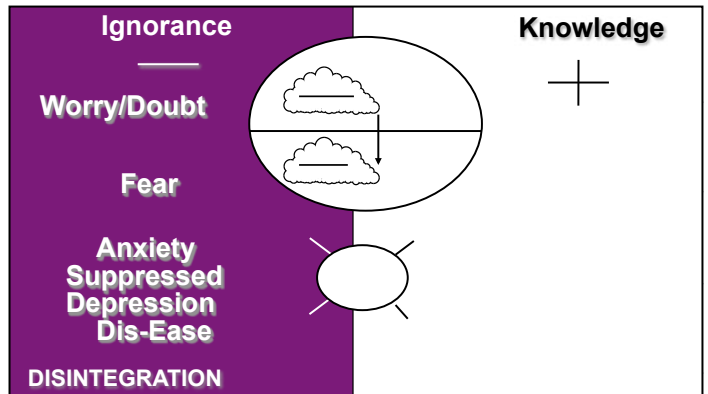
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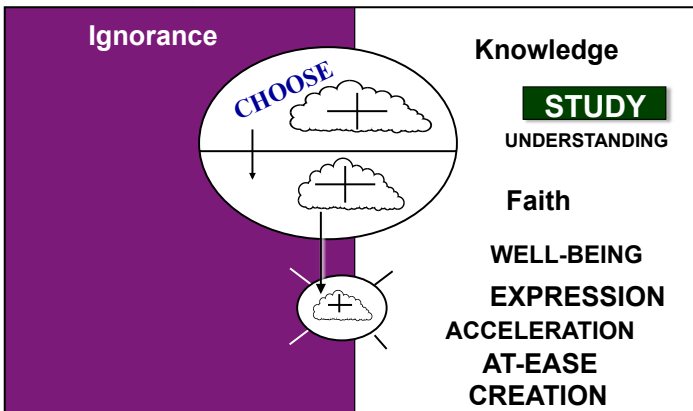






PARADIGM SHIFT



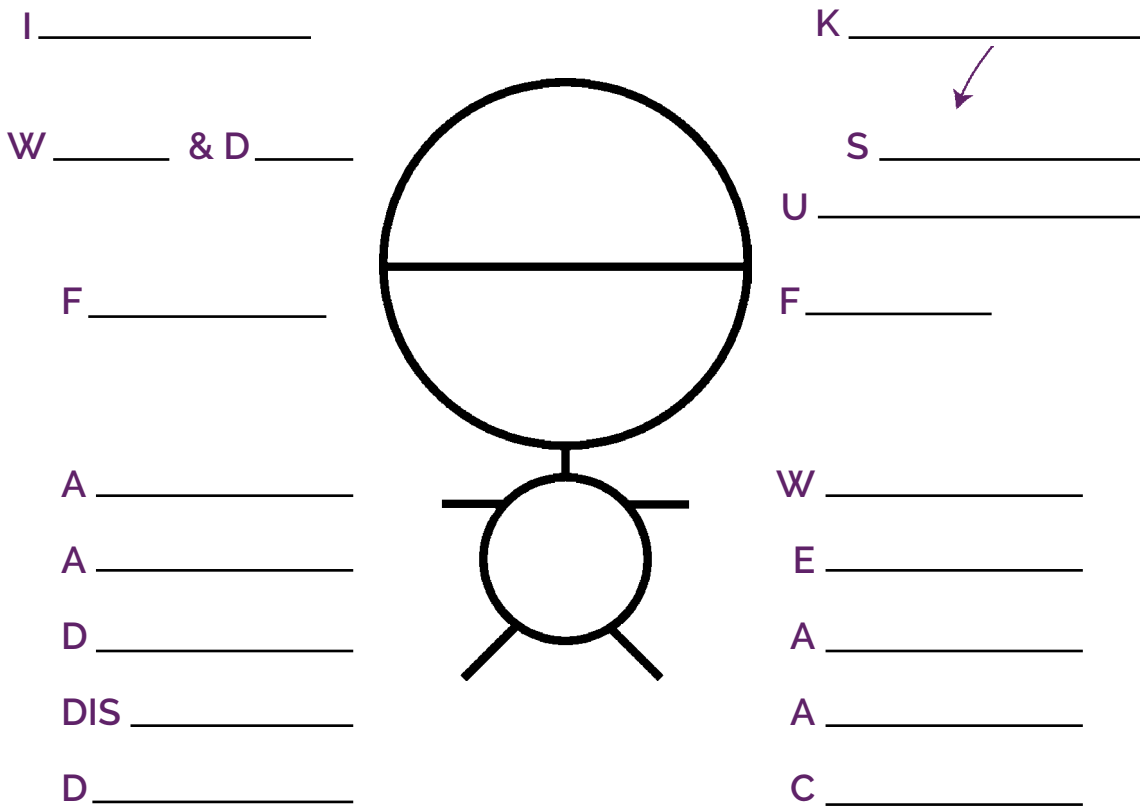




PARADIGM SHIFT

*"Nothing is impossible to the mind.
All its guidance and power is available to you.
When you fully realize THOUGHT CAUSES ALL, you will know
that there will never be any limits that you yourself do not impose."
U.S. ANDERSON*

Attitude is the foundation of all success. Your attitude toward the world and everything in it will determine the world's attitude toward you. That may be difficult to grasp or accept at times, nevertheless, it is true. It is a law. By maintaining control over the way you think, feel and act, you cause good things to happen in your life. You do, in fact, literally MAGNETIZE yourself to good.



*"Faith is the ability to see the invisible—to believe in the incredible.
That is what enables you to receive what the masses think is impossible."
CLARENCE SMITHISON*

Make Effective Use Of PARADIGM POWER

**Decide To Turn Your Annual
Income... Into A**

Monthly Income

ProctorGallagher Institute

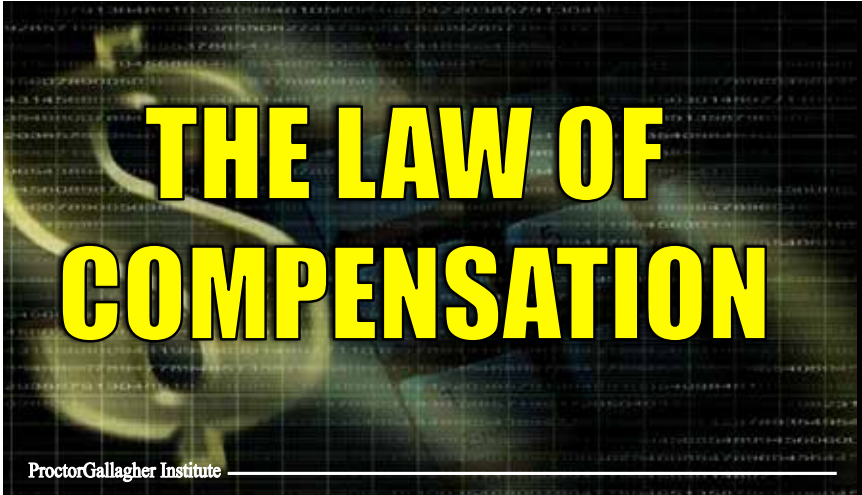
STRETCHING

B-Type Goal **You Think You Can Earn**

A-Type Goal **You Know How To Earn**

"Most people think they want more money than they really do, and they settle for a lot less than they could really earn."

Earl Nightingale



The Law Of Compensation Clearly States...
The amount of money you earn will always be in exact ratio to...

- 1.
- 2.
- 3.

Focus on...

2.

Master wh

THREE INCOME EARNING STRATEGIES

M 3

M 2

M 1

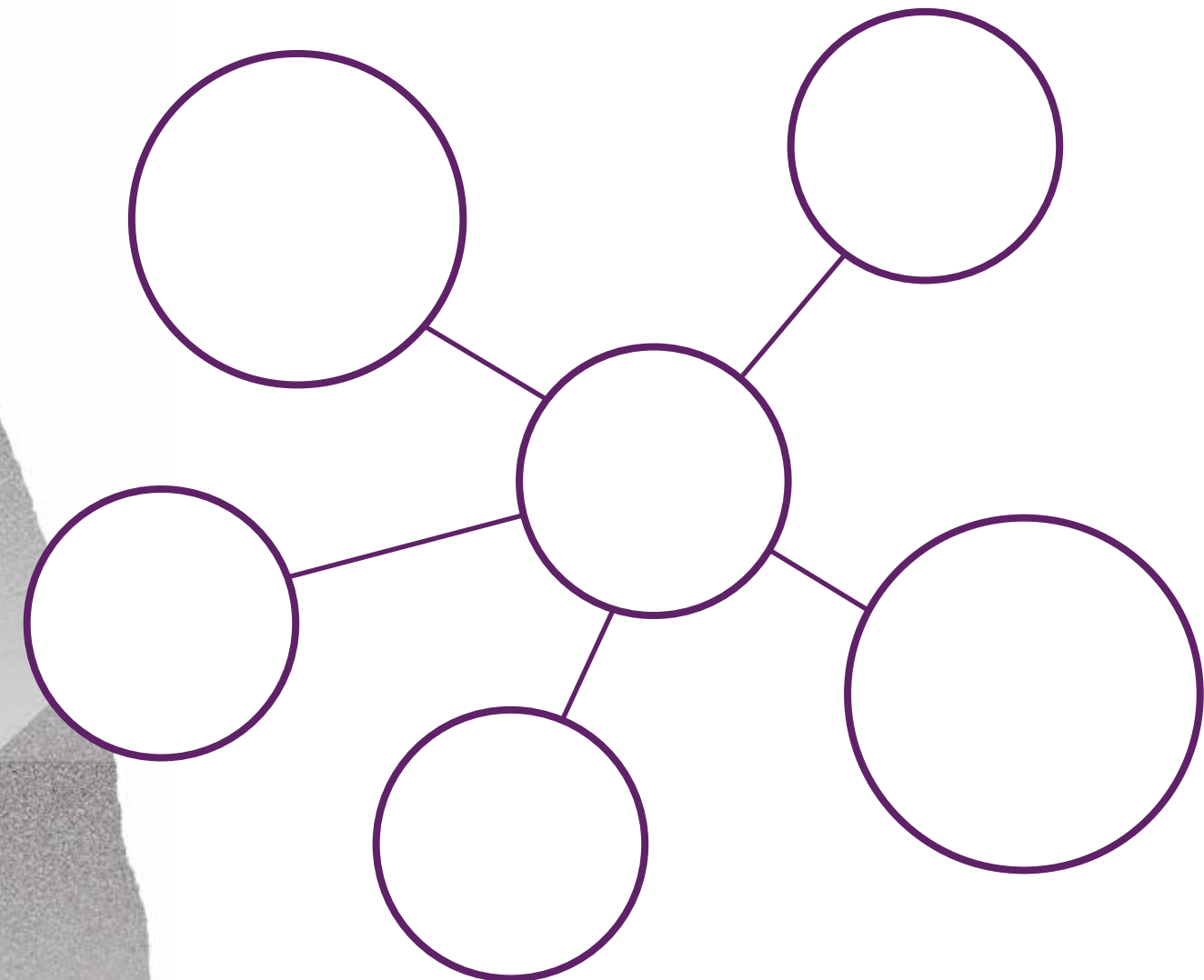


You can have business all over the World through...

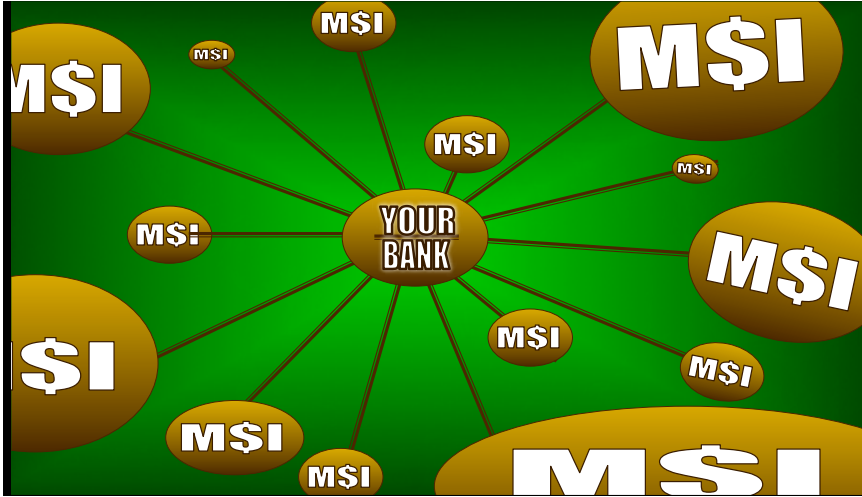


**The World Is Getting Smaller
We are only hours away from anywhere now.**

ProctorGallagher Institute



PARADIGM SHIFT



PARADIGM SHIFT

Prosperity is Available to Those Who Choose It

I CHOOSE TO EARN:

\$ _____

Signature

MSI TECHNOLOGY

Multiple Sources of Income (MSI) is a technology, which will permit you to multiply your present income by providing service beyond that which you are presently providing at your primary source of income.

ADDITIONAL SERVICE = ADDITIONAL INCOME

Through MSI Technology you will earn many times what you are presently earning at your primary source of income. MSI is a concept, which has been adopted by almost all very wealthy people. Multiple Sources of Income is exactly what it says it is:

INCOME FROM MULTIPLE SOURCES.

MSI is not another JOB.

MSI is not a better JOB.

MSI is not even a JOB.

MSI is a way of adding a new dimension of excitement and fun to your everyday life, while you are becoming very wealthy and creating your own economy.

An MSI is an idea that you are in harmony with.
An MSI is an idea which enables you to provide service to humanity in a lawful manner for which you will be fairly compensated.
The compensation you receive from each MSI could be minimal or it could be millions of dollars per year.

MULTIPLE SOURCES OF INCOME

There are a million ways to earn a million dollars. We recommend you choose several that you love, like, want to do, that you have confidence with, and that reward you financially, psychically and emotionally.

Your mission, should you decide to accept it, is to create your own economy and earn millions of dollars yearly from multiple sources of income. This is income beyond your current job, vocation, career or livelihood. It could be a vertical or horizontal market extension of what you do; a new paper business, finder's fees, brokerage, becoming an information utility, selling something, finding something, or getting paid in 101 different, new and exciting ways. It only takes ONE BIG IDEA, well executed, to harvest you a cool million dollars.

MULTIPLE SOURCES OF INCOME DEFINITIONS

Multiple	More than one
Source	An ever present beginning place. Herein defined as money-earning ideas, taking form and resulting in profit(s).
Income	Earnings coming in (to me) in every form and fashion. For example, cash, notes, appreciation of assets, more ideas, perks, benefits, fame that becomes fortune (i.e., the movie <i>The Secret</i> put Bob Proctor in front of 300 million people worldwide).
Plus	Is positively looking at ideas and constantly improving them so they serve more and earn greater profits. Ideally you have a great business idea, stretch it then ask your Mastermind team to stretch it (plus) some more.
Intellectual	An intellectual property may consist of nothing but an idea that you create Property in your own mind. The Law Of Perpetual Transmutation decrees that any idea that is held in the mind and properly nourished must move into its physical or financial counterpart. Intellectual properties come in any number of forms, including: information-business, packaging books, CDs, DVDs, software, postcards, reports, radio broadcasts, plays, movie scripts, cartoons, licenses and more.

YOUR SEVEN FORTUNE BUILDER ASSETS

1. **Time** — We are all rich in 24 daily hours to be invested or spent
2. **Energy** — Our personal energy flow increases as we are on-purpose towards our goals
3. **Know-how** — Our personal know-how and do-how vastly exceeds our normal activity now
4. **Wealth building drive** — Our deep desire with a conscious commitment gets great financial results
5. **Self-confidence** — Our self-confidence is self-generated and expanded with small steps, positive feedback and a support group
6. **Follow-through** — Inspect what you expect, do all you promise and goal map; plus a little extra for good measure
7. **Flexibility** — Entrepreneurs need to navigate the ever-accelerating acceleration of change and decide to be cat-like, landing solidly on your feet every time with zero defect management strategies

YOU HAVE ALL THESE ASSETS RIGHT NOW.

Multiple Sources of Income is a concept we each individually need to own, master and use. It's not much different than any one person having multiple roles as a human being. For example, a woman might simultaneously be a wife, mother, employer, employee, choir performer, friend, confidant, etc.

Our mind is multi-modal. We can drive a car, eat food, chat with a passenger and hear the toddlers fastened in their rear-passenger car seats. We all can do many tasks, because we all have to. Realize, once you see the possibilities that come with having Multiple Sources of Income, you will begin to create Multiple Sources of Income. Once you are consumed by this idea, you will begin to attract great wealth ... because it will be attracted to you.

WHAT DOES IT TAKE TO EARN A MILLION DOLLARS A YEAR?

1. If you work 250 days x \$4,000 daily — \$1,000,000 yearly
2. If you work 200 days x \$5,000 daily — \$1,000,000 yearly
3. If you work 100 days x \$10,000 daily — \$1,000,000 yearly
4. If you sell two million cookies at \$0.50 each — \$1,000,000
(Debbie Fields earned \$131 million in 1989.)

The question is:

Can anyone make \$1,000,000 in one transaction?
The answer is a resounding YES.

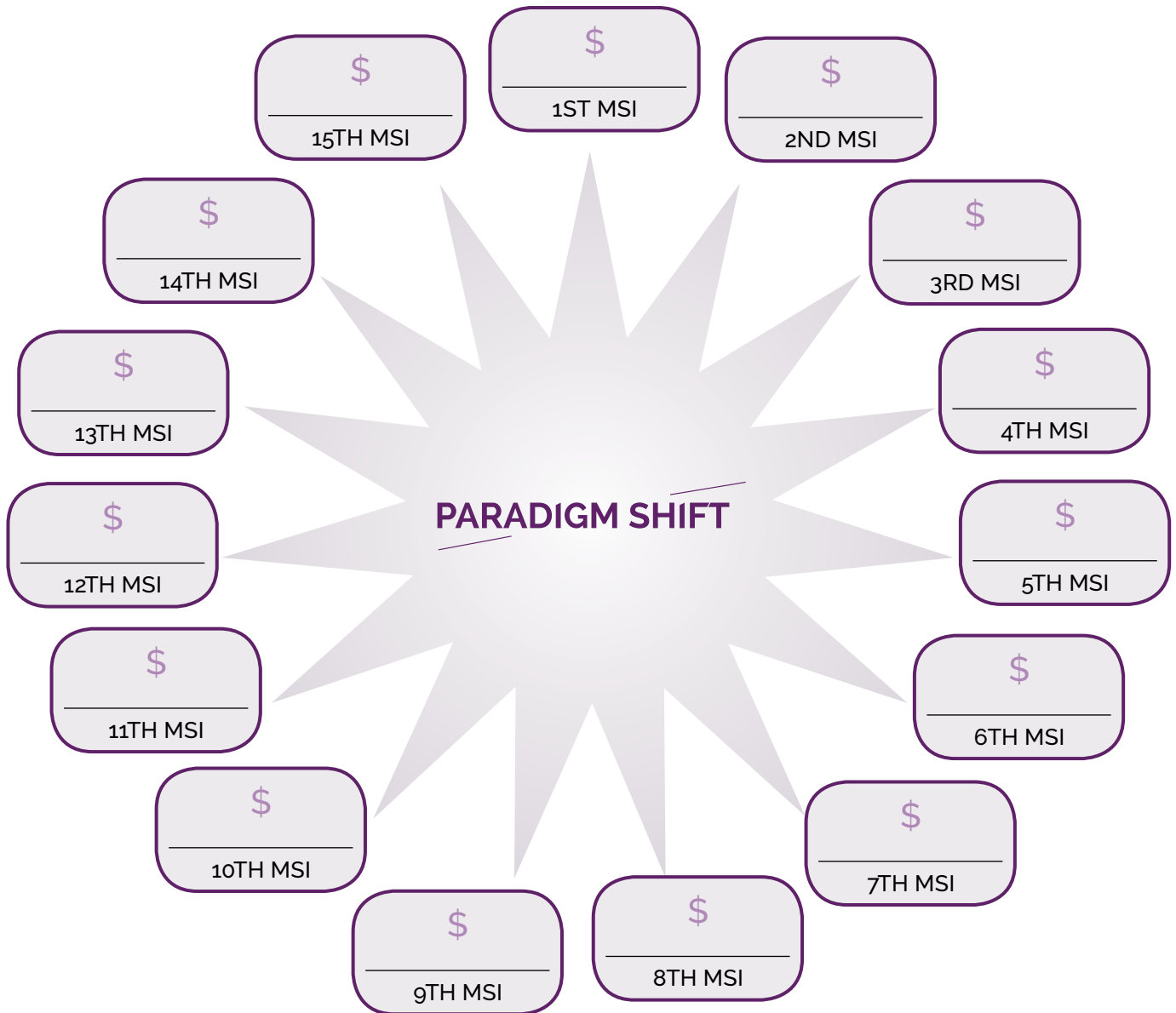
The best formula I know of for earning comes from Dr. Buckminster Fuller:

$$RW = I + E$$

Real Wealth = Ideas + Energy

PARADIGM SHIFT

THE WHEEL OF FORTUNE



You decide on the number of MSIs that you will have.

"If a person advances confidently in the direction of their dream and endeavors to live the life they have imaged, they will meet with success unexpected in common hours."

THOREAU

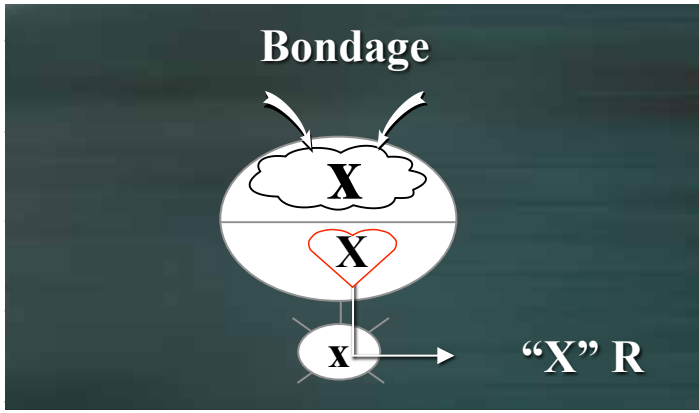
PARADIGM SHIFT

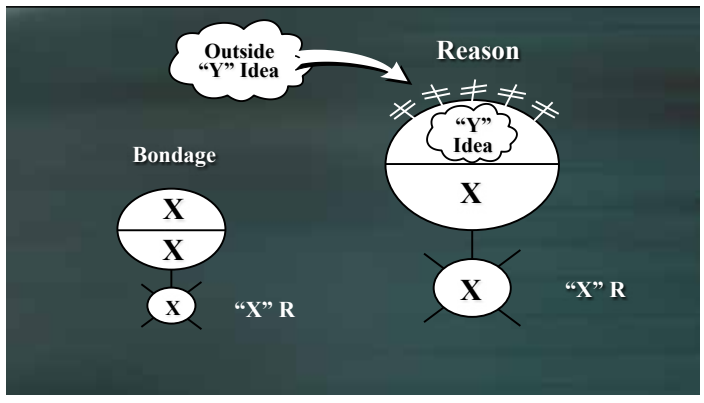
You Don't Know How C-Type Goal BUT-You Know You Will What YOU Really "Want To Do"

STRETCHING

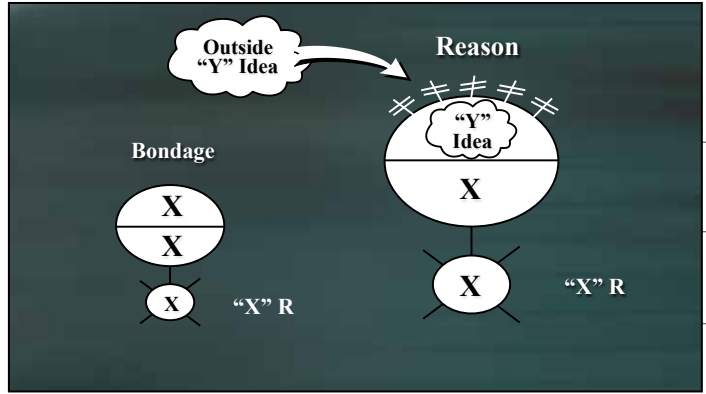
B-Type Goal You Think You Can Do It

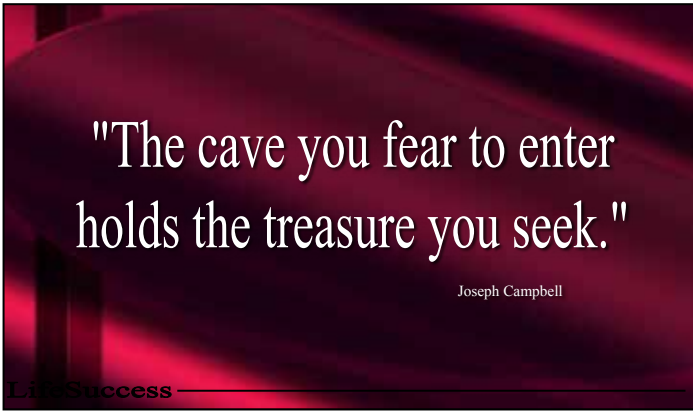
A-Type Goal You Know How To Do It

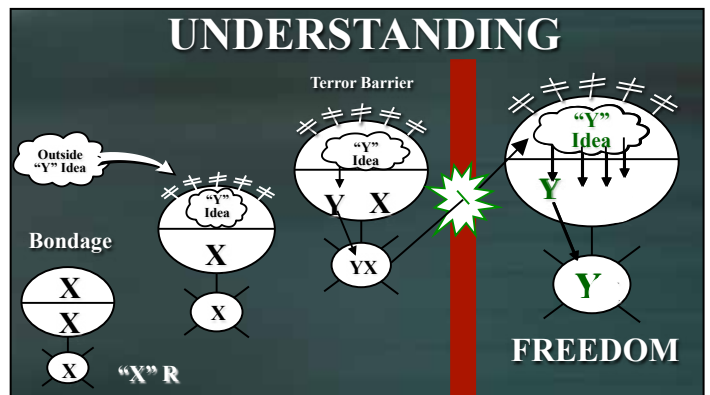




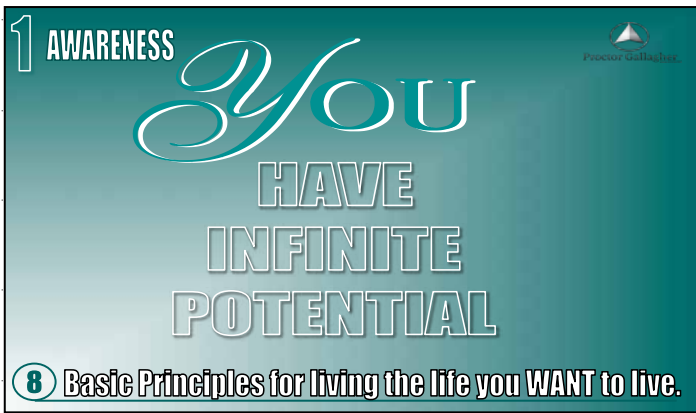
PARADIGM SHIFT













3 DECISION Proctor Gallagher

DECISION

...is tough because you are attacking your
PARADIGM

8 Basic Principles for living the life you WANT to live.

4 COMMITMENT Proctor Gallagher

COMMITMENT

...separates the
PROFESSIONALS from the
Amateurs

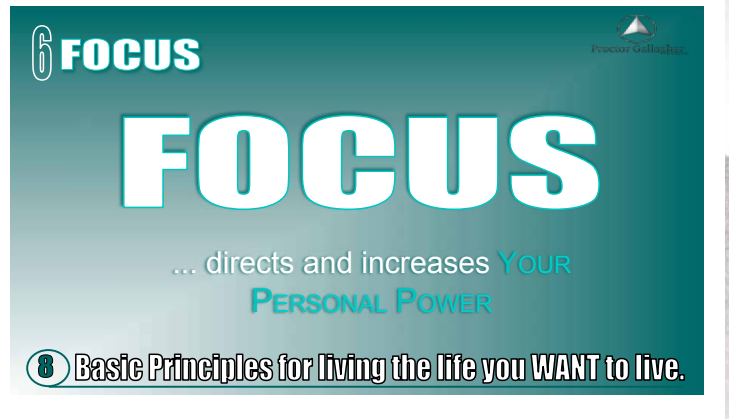
8 Basic Principles for living the life you WANT to live.

5 ACCOUNTABILITY Proctor Gallagher

ACCOUNTABILITY

...a SUCCESS Insurance Policy

8 Basic Principles for living the life you WANT to live.

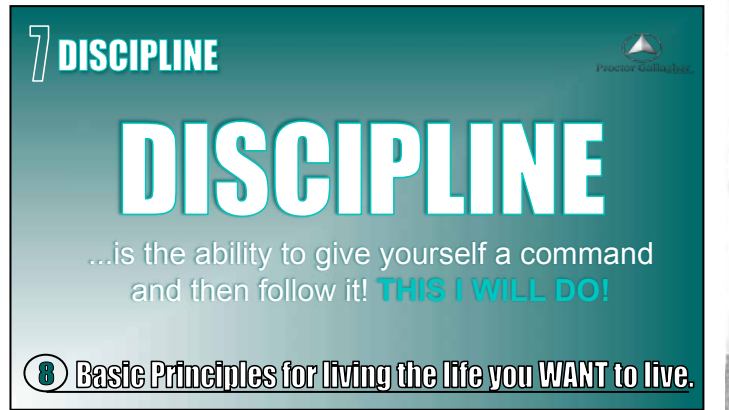


6 FOCUS

FOCUS

... directs and increases **YOUR PERSONAL POWER**

8 Basic Principles for living the life you WANT to live.



7 DISCIPLINE

DISCIPLINE

...is the ability to give yourself a command and then follow it! **THIS I WILL DO!**

8 Basic Principles for living the life you WANT to live.





SANDY GALLAGHER

VISIONEERING

8 Basic Principles for living the life you WANT to live.

8 VISIONEERING



VISIONEERING

*...this is where you truly begin to create your world,
through the effective use of your higher faculties!*

8 Basic Principles for living the life you WANT to live.



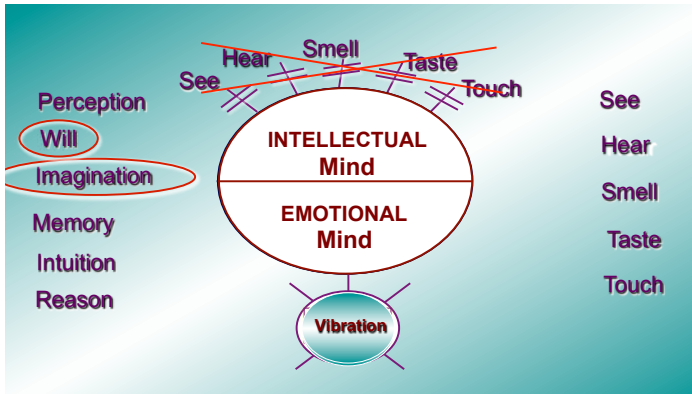
VISIONEERING

THE IMAGINATION

*...is the mental faculty out of which
Visions arise.*

"Begin Thinking Into Results"

PARADIGM SHIFT



VISIONEERING

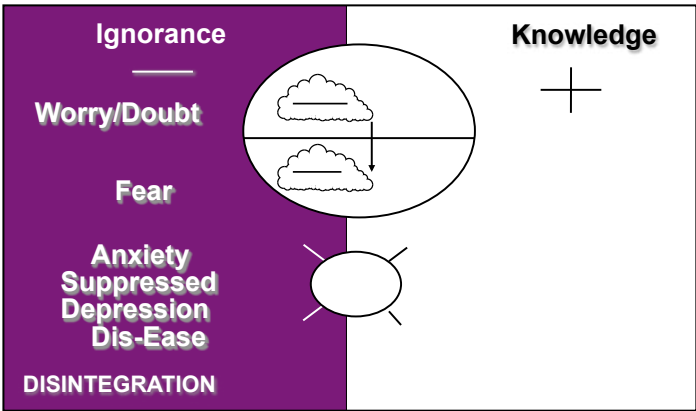
Order Of Visualization

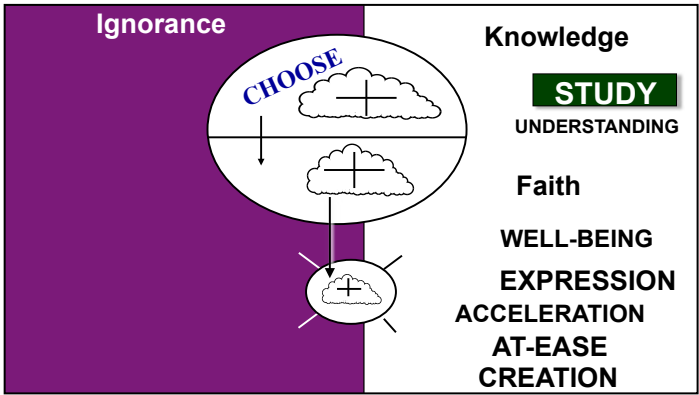
The exercise of the visualizing faculty keeps your mind in order, and attracts to you what you need to make your life more enjoyable and in an orderly way.

If you train yourself in the practice of deliberately picturing your desire and carefully examining your picture, you will soon find that your thoughts and desires proceed in a more orderly procession than ever before.

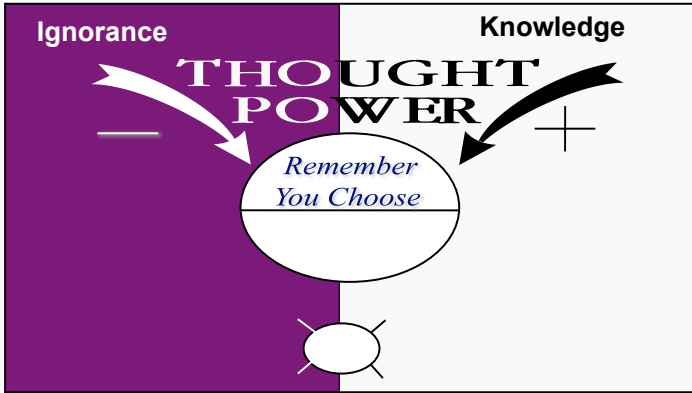
PARADIGM SHIFT

Having reached a state of ordered mentality, you are no longer in a constant state of mental hurry, Hurry is Fear, and consequently destructive.





PARADIGM SHIFT



The moment your belief matches with any state you fuse with it, and this union results in the activation and projection of its plots, plans, conditions and circumstances.

This new state of conscious awareness becomes your home from which you view the world. It is your workshop and, if you are observant, you will see outer reality shaping itself upon the model of your imagination.

In other words, when your understanding grasps the power to visualize your heart's desire and hold it with your will, It attracts to you all things requisite to the fulfillment of that picture by the harmonious vibrations of the law of attraction.

PARADIGM SHIFT

*You realize that since Order is Heaven's first law,
and Visualization places things in their natural
order, then it must be a heavenly thing to visualize.*

*Everyone visualizes, whether he knows it
or not. Visualizing is the great secret of
success.*

*The conscious use of this great power attracts
to you multiplied resources, intensifies your wisdom.
And enables you to make use of advantages
which you formerly failed to recognize.*

PARADIGM: CHANGES TO BE MADE



PARADIGM SHIFT

CHOSEN PARADIGM

This particular section of the Paradigm Shift program should end up being the most important. This is where you will gather all of the important thoughts that have run through your mind this past weekend.

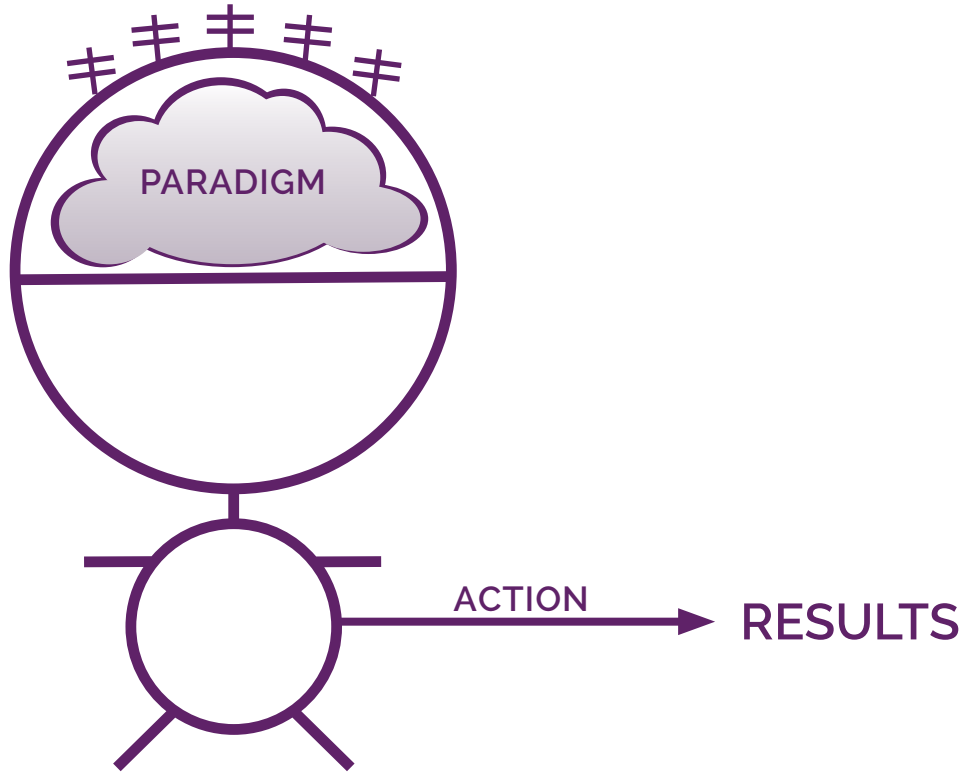
Right from the first hour we were together, you have been making decisions ... arriving at conclusions ... and have developed enthusiasm for the beautiful changes that you are going to make in the many areas of your life.

In the space provided on the following pages, jot down various aspects of your paradigm that you plan on shifting as a result of your awareness ... the new awareness, the expanded awareness that's taking place in your mind.

You may have noticed that some of the simplest exercises have the potential to have the greatest impact on the way you're going to be living in the future.

Treat this section of the seminar with the seriousness and care it truly deserves. It's your future; it's your life. I know you will agree that life can and should be a tremendously enthusiastic adventure. Don't be afraid to step out of the box to do something entirely different. Remember your potential is infinite. Truly, you are God's highest form of creation.

PARADIGM SHIFT



Idea Power

Napoleon Hill on IDEAS

Ideas are intangible forces, but they have more power than the physical brains that gave birth to them. They have the power to live on, after the brain that creates them has returned to dust.



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