

MIND HACKING SECRETS

HOW TO STEEL YOUR MIND WHEN ENCOUNTERING ADVERSITY



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INTRODUCTION

Don't worry—when I write about “mind hacking,” it's not to tell you about someone or some organization that is trying to hack *your* mind. No, this eBook will actually teach you how to hack your own mind for its greatest potential, so that you can reach your maximum personal potential as well.

Specifically, this eBook will focus on the power of your mind in the face of difficulties that can keep you from reaching your goals if you let them. This is absolutely not one of those eBooks with a simple formula for success that makes life sound like a primrose path. It's not! Life is hard, and obstacles get in our way. There are ups and downs, successes and failures, joys and sorrows. How do you persevere through them all to reach the objectives that you have? You will find out in this eBook as we dig deeply into the power of the mind.

That's right: this eBook is not going to urge you to change your circumstances, to quit your job, to move to a new country, to dump your boyfriend or girlfriend. No, this eBook has as its primary thesis that all you need to succeed is within you already. In other words, your success largely hinges on your ability to soldier on amidst hardship and keep a laser focus on your ambitions. This eBook will also touch on your need to have more confidence, a self-assurance that can tell people “No” when needed and ensure that you are not exploited by anything or anyone as you achieve your dreams.

This eBook is also specifically intended to counteract the crippling mindset that creates statements like these:

“No matter what I do, everything in my life seems to work against me.”

“People take advantage of me all of the time. I guess I'm too nice, and it's too late to change.”

“I would go for huge goals in life, but I just don't have what it takes.”

If you have ever made a statement like one of the three above, either verbally or in your mind, this eBook is for you!

This work will give you the tools to build and maintain high self-esteem and produce the type of confidence that leads to success, especially when life's circumstances seem to get in the way of that quest.

Why do you think that you have those hopes and dreams in your heart? Are they there simply to torment you? No, not at all. They are there because they are meant to be fulfilled.

It is hoped that this eBook can help you in that process.

Whatever the reason for your reduced self-esteem, whether that be conditioning in your early life that convinced you that you were less than you really are, or later input from parents, teachers and "friends" who have convinced you that you are nothing special. In fact, you might even see yourself as a loser or a victim.

This eBook is not going to allow you to play the role of victim anymore. You are going to break out of that prison and learn how to stay on track to achieve your life goals. It is hoped that you will transform from being a person who wakes up dreading the day to someone who can't wait to see what opportunities await, and someone who welcomes difficulties as a way to become stronger.

This eBook will give you proven to achieve personal growth through enhanced self-esteem, an increase in willpower, a look at the power of visualization, advice on how to find energy from a good diet and health regimen, as well as many other approaches.

Much of what is reported here comes from an extensive survey of the most successful, self-made people in the world. The same ways that they gained self-esteem to overcome barriers to success will be passed on to you in these pages.

This eBook will *not* contain the many failed approaches to gaining self-esteem, maintaining focus, overcoming defeat and other important topics. Why spend time on what has not worked? Rather, this eBook will focus on what *does* work.

By following the principles in this eBook, you might not become a billionaire or a famous celebrity, but you will become much more of the person that you were intended to be, with the confidence to make life work for you, rather than life getting in your way. That is a very key difference that separates the achievers from the discouraged.

As you learn these secrets of Mind Hacking, you can pass them on to other loved ones so that they can begin to experience the life change that you have. You can buy multiple copies of this eBook to give to those you care about, especially those that you have noticed have underachieved to this point in their lives.

Like you, perhaps they have shriveled up at the challenge of meeting life head-on and then turning the momentum from backward pushes to forward marches. Again, it's time to shift from victim to instigator, from target to leader.

Part of the philosophy of this eBook can be summarized by an insightful saying that can cause you to reflect as you begin reading: giving up on one's goals when faced with a big problem is like slashing your other three tires after getting a flat. This eBook is going to encourage you to fix the flat and drive on!

The principles in this eBook will apply to people from all walks of life on this planet, because the ideas and advice make sense to anyone who is human. It would be foolish to deliver concepts that only work in one certain culture. Mind Hacking will work in any society and in any person who is willing to try to inculcate the principles of this eBook.

The following five chapters will explore these areas, among others:

How to stay motivated no matter what comes your way

- How to exercise will power for your own good
- Why you should reward yourself for goals achieved
- How to maintain an optimistic outlook
- How to focus on what's important in your life journey
- How to set small goals that lead to big achievements
- What you need to do to maintain your energy as you power through life

Are you ready to change your life? Are you prepared to believe the best about yourself and then put that into action? Can you imagine what your life will be like when you have the confidence you have always longed for? Read on!

CHAPTER ONE - Set Small Targets

Goal setting and life change have a funny relationship: it's absolutely necessary to have a huge, life goal, an idea of where you want to be in 5, 10 or 15 years, even what you want your life to count for when it's over.

Yet, at the same time, any attempt at goal setting has to begin with small targets, or you can get very discouraged when events are not happening as rapidly as you desire, or you face some sort of adversity, which we all do at one time or another. If you can keep your eyes simultaneously on the Big Prize and the Next Step, you will have mastered a key concept in obtaining your objectives.

So, in preparation for setting smaller goals, take some time to think about the largest goal of all: what do you want from life? What would success look like to you later in adult life? Writing down the answer to these questions is important, because as the old saying goes, when you aim at nothing, you are sure to hit it. To use another illustration: would you go on a long journey with no definite destination in mind? Of course not.

What rung do you want to reach on the career ladder? Similarly, what type of financial goals do you have in terms of earning and debt-free living? Do you have educational goals, relationship goals, physical goals, service goals, even pleasure goals? As we think about Mind Hacking, we should mention attitude goals as well. How do you want to change your mind-set in life? You're off to a great start by reading this eBook!

Once you have one or a few goals--and you're sure that they are *your* goals, not the goals someone else has for you—you will be better able to understand where you need to concentrate your time, resources, and energy as you pursue them. Additionally, you will be able to quickly recognize the distractions that can easily keep you from achieving your aim, so you will not focus on them at all.

To give you an example, if a young athlete has excellent abilities in the sport of football (or soccer, as it's known in a few countries), and he decides that he

wants to play at an elite level, he will not be sidetracked in trying to become the world's greatest violinist or chess player. Rather, he will pour the majority of his practice time into football. He might not ever play at a professional level, but his chances of doing so increase greatly because of his single-minded pursuit of his goal. This is why several writers have concurred on the "10,000-hour rule," that the world's greatest athletes and artists have spent at least 10,000 mastering their craft.

You might not have 10,000 hours to give to the achievement of your life goal, but even 1,000 hours in the next few years can make a huge difference in your life path.

Now, on to small targets in your journey to success. With your lifetime goal in place, you can break down the path to get there into smaller and smaller targets, from a five-year plan to a one-year plan, etc. Ideally, you will have targets that don't take longer than a month or two to hit. If you have a lot of time for goal creation, you could probably break your targets down to even weekly pursuits. Those weekly measurable goals will drive your daily life, and before you know it, you will be well on your way to the Big Prize, however you define that.

Let's consider a realistic example: Michael wants to be a bank president with a great marriage and several children. Most of all, Michael wants to believe that he is worthy of such accomplishments, not believe the lies that he has been told in life, such as "You're not smart" and "You won't amount to anything." Michael needs Mind Hacking.

This eBook won't go into details about how to advance down a career path towards bank presidency, but the process of developing a new mind-set must be addressed.

Michael could have a general shorter-term goal of believing in himself, with a weekly quest to surround himself with positive people and tell others around him about what he is aiming for in life. As he tells more and more of the people around him about what he intends to do, his confidence will grow and he will learn to ignore the naysayers. Each time he repeats verbally, "I'm going to be a bank president someday," he achieves a double purpose: reaffirming

his Big Prize and fulfilling his weekly goal of telling at least one person that he has a crystal clear objective for his life.

Other weekly goals could be to:

- Build his professional network by one person
- Contact a high-ranking bank official for career advice
- Tell himself every day that he deserves success
- Find one new cheerleader in his life who will encourage him in his pursuits
- Perform at least one task at work that is not expected of him
- Read one chapter of a book on positive self-image formation

As Michael racks up successful week after successful week, measuring his progress on a written chart, PDF form or even notes on his mobile phone, he can discern where he is doing well and where he needs to improve. As he meets most of his weekly goals over a six-month period, he will make definite, tangible progress.

Eventually, he can let some of his goals drop because he will have reached them. For instance, by the time he has five people in his life asking him about his advancement towards bank presidency in an affirming way, he will not need any more cheerleaders in his entourage, and his lack of self-esteem will begin to be replaced by confidence. He also might not need to tell himself every day that he deserves to be a bank president; his belief in self will grow as he surrounds himself with affirming people and gets promotions at work. It's a good idea to keep a record of all of the encouragement you receive as you reach small goals. Keep those emails that salute you for your progress, don't erase those phone messages that cheered you deep into your heart.

In other words, as you achieve many of your smaller targets, your self-esteem will rise and you will need to replace some of your old goals with new ones. As your confidence in your own abilities increases, you will be less reliant on the positive input of others around you. You will become more self-motivated than ever, a key objective in Mind Hacking.

As your goals evolve, you never want to get away from the principle of SMART (Specific, Measurable, Attainable, Relevant, Time-Bound) short-term goals. The value of these goals comes when obstacles arise. No matter what gets in your way, you will be able to see the Next Step in front of you. When Michael, our future bank president, has to miss a week of work due to the flu, he knows that he has to do that one unexpected task at work the next week, not despair because there has been a very temporary blip on the radar screen. Michael does NOT pull the covers over his head and have an extended self-pity party with cries of “I’ll never be a bank president!” coming from the bedroom.

Actually, someone who really understands Mind Hacking and the powerful forward momentum begun through goal achievement, will use the down time in a creative way to continue to advance. For example, back to Michael: while ill in bed, he can actually make faster progress on other Next Steps. He can read more than he usually does, and he has more time to get on the computer and build his professional network. These short-term goals give you multiple small targets to hit each week and month, and as you pile up the “accomplished” checkmarks, you will feel great about yourself. With smaller goals, you also have more opportunity to reward yourself. Michael can treat himself every weekend for all that he accomplishes each week, rather than wait a year or two to feel that he has made any headway.

It all starts with small targets, the first part of Mind Hacking.

One final word on small targets: make sure that they are positive and performance-oriented, rather than negative and outcome-oriented. Michael’s goals were stated in a positive, performance way, as in “I will go the extra mile in a tangible way at least one time every week at work,” rather than “I will try not to make any major mistakes when counting the money in my teller job.”

It goes without saying that your small targets need to be realistic as well, not imaginary. Don’t set a goal to grow an inch a month in your desire to be a professional basketball player, or lose five pounds a week to be a professional model if you are short of height and stocky in build. It’s *not* true that you can achieve anything that you set your mind to, but it *is* true that your self-confidence will balloon as you knock off small target after small target.

As you meet many small targets on the road to change, congratulate yourself and don't get down if you don't achieve all of your objectives. As long as you do your best each day and stay focused, change will come.

If you ever get a bit bored with your small targets, set them higher. Strive to read two chapters on self-confidence and career development, not one, for instance. Do two out-of-the-ordinary acts of service at work each week, not one. This will only accelerate your movement towards the Big Prize.

CHAPTER TWO - Welcome the Unexpected

Now that you understand the importance of setting reasonable but challenging small targets in your quest for success, it's time to talk about your lack of control in achieving your goals.

That's right: you don't have ultimate control over your destiny. No matter how well you plan, how many post-it notes you have around your work station, how many journals full of objectives and your progress towards them, life will still throw you some curveballs. There will be unexpected twists to your story, as there are for everyone. The question is: how will you handle these random occurrences, some of which could threaten your mental stability if you are wound too tight.

That's what this chapter will deal with as you are urged to welcome the unexpected, a key part of Mind Hacking.

Here are several ways to keep your cool and embrace the unanticipated events that might seem to threaten to derail you, but can actually make you a stronger and better person:

- No matter how bad it might seem in the moment when you are hit with surprise news, there is always tomorrow. Keep the jolt that you just received in perspective; time will not stop with this bad news, such as a layoff or a relationship breakup. Tomorrow will come, and you can resume your march towards success as the pain of this new circumstance diminishes and you renew your focus. As has been stated earlier, don't begin to feel sorry for yourself when bad news comes. You also should never, ever believe that you deserve bad circumstances, a common falsehood that many people believe when times get tough. There is no room whatsoever for this kind of lie in Mind Hacking.
- Ask yourself what you can learn from this unexpected development. View these jarring moments as teachers. What is

the lesson to draw from the death of a loved one? What did that person teach you? What would that person want you to do as you proceed to build a great life and career? This is a fantastic mindset, rather than simply dwelling in the emotional dumps and not seeing any light at all. Your first question when the boss tells you that staff cutbacks have included you should be: “What am I to learn from this?”

- If the unexpected is negative, as it often is, remember that the most successful people in the world talk about how they learned more from failure than success. Abraham Lincoln lost many elections before becoming president; Thomas Edison had hundreds of failed experiments before he invented the light bulb. The list goes on and on, and many of these great people will tell you that failure was a wonderful teacher. View the unexpected not as a roadblock, but as a wise instructor. That way, you can embrace your lack of control, not fret about it. People who have achieved greatness did not let failure shatter their self-image. They kept all failures separate from their belief in themselves, which never wavered. This is a key concept in Mind Hacking.
- Realize that of all the elements of life that you can't control, one element that you can control is your response. That's an old saying that we don't always want to hear, but it has lasted because it's true! Nothing, no one can rob you of a positive attitude as you seek greatness. Many successful entrepreneurs testify of the necessity of a positive outlook. They refuse to let the unexpected stop them from achieving their goals. They have the perspective that calls to mind the maxim: if the door is closed, look for an open window. The unexpected can often mean a closed door. Step back, absorb this reality, then determine to either push harder on the door or look for a window. That's what successful people do, rather than sit in the hallway and mourn, convinced that the world is against them or that they are not worthy of open doors.
- Frame the unexpected as a challenge to keep you stimulated. If you are going to see true change in your life and career, you are going to have to have a little Bulldog in you. In other words, you are not going to quit easily. That's one reason why smaller targets are best; when you don't reach them, it's easy to pick yourself up, dust yourself off, and try again. So, when you are told that there are no spots available in your company at the next, higher rung of

the ladder, you don't conclude "I'll never get there." No, you say, "This is a challenge that I WILL WIN." As you meet challenge after challenge successfully, your self-confidence will grow like the bicep of a bodybuilder. Anyone who wants to change his or her life is going to have to appreciate challenge, not want the easy way out. Part of Mind Hacking is a love of challenge to prove yourself, not an assumption that life is easy.

- As you greet the unexpected as a friend, not an enemy, you look at it as a golden opportunity to prove yourself and to meet a new challenge. As you do this repeatedly, you quickly develop a reservoir of past victories over hurdles. When you get the latest unexpected news, you don't even bat an eye. You say, "I've overcome stuff like this in the past; I will do so again. Nothing will stop me from becoming a bank president." If however, you shrink from challenge and bemoan the unexpected—"Why me?? Why now??"—then you will have nothing in your background to convince you that you can move around all barriers. This will reinforce a negative self-image and lead you to conclude that you are indeed a loser and a victim. It's all in how you treat the unexpected, as a friend or as an enemy, as a teacher or as a bother, as a challenge or as a roadblock. The choice is yours; that much, you can control.
- Don't rush the process of dancing with the unexpected. You don't need to have a solution to a problem right away. You might not see the open window at first glance. That's okay. You might need to ruminate over the unexpected for several days or weeks. Take your time, but guard the attitude that you will figure out how to incorporate the unexpected into your goal attainment, not be waylaid by it. Don't make rash decisions, such as quitting your job or moving out of town, immediately after meeting the unexpected. Digest it for a time, think about how you should process it all, then make a calm, reasonable decision. You might need to leave your company if it's shrinking and opportunities are disappearing, but don't do that as soon as you hear the quarterly shareholders report. People with the proper self-belief are confident that they will find a way to use the unexpected to their advantage, given enough time.
- As you reflect on the unexpected, don't fail to leave out the possibility that you could have done something to prevent it. You are not in control of all circumstances in the universe, and anyone

who tells you otherwise is not telling the truth. But, if you were the first person laid off in this round of cuts, was there a reason? Was it because you were late to work three days out of five? Was it because you refused to be a good team player? This is another way that the unexpected can teach us. It can show us how we DO control our destiny to some degree, and that the “unexpected” perhaps should have been expected, due to moves we did not make and a standard of conduct we did not live up to.

- Finally, a key part of welcoming the unexpected is understanding that it is not a personal attack on you. This is the false conclusion that many people draw, and it hinders them from fulfilling their potential. As soon as the unexpected enters into their lives, they reason that the “force” is against them or they “just didn’t have the cards fall right.” These are negative attitudes that will drive you into a ditch as you seek to hit your small targets and become the success that you aspire to be.

Remember: the unexpected should be your friend, not an enemy, a teacher, not a killer. And, if the unexpected is a piece of great news—you’re getting a raise, you’re having a baby, your fiancé proposed—then you can realign your small targets and larger objectives for even faster fulfillment.

That’s Mind Hacking at its best.

CHAPTER THREE - Embrace Willpower

You are not going to let the unexpected knock you off the tracks that you've laid out for your success. Part of that ability to dust off the surprises that life throws at us is willpower, so we need to discuss that now.

What is willpower? It can mean a lot of things to a lot of people. Let's think of it as mental strength that is built up through the principles of this book. Let's call willpower the force that is generated through proper Mind Hacking.

How can you embrace and develop it? Let's explore this concept of willpower.

Here are some of the actions that you can take to embrace willpower to its fullest degree:

- You will need to make sacrifices to build willpower. That means, for instance, turning off a video game to read your chapter on mental growth. That means eschewing those three doughnuts at work to maintain your diet (more on that in the next chapter). That means not dating around anymore when you have a pretty good idea of who you want to marry. Sacrifice hurts for a time, but it builds willpower, which will make you stronger and more ready to reach your goals.
- In a similar way, you will need to concentrate on self-discipline often to build your willpower reserve. You will need to stay that extra hour at the office to do that extra task that will impress the boss, rather than join the boys for Happy Hour right away. You will need to attend that seminar on leadership one weekend rather than hit the beach when the weather is great. These are examples of the type of self-discipline that you will need to have as you build your willpower. As you say "No" to the good to say "Yes" to the better, you will see that it becomes easier and easier to say "No" to many temptations that used to trip you up and slow you down.
- Another way to build willpower is to refrain from reacting negatively when there is tension in the office or you are tempted to let someone have it verbally or through an email. In the short

run, it will feel great to tell someone what you really think about him/her, but in the long run it can really screw up your journey. That 10-minute tirade or spicy email can come back to haunt you. It goes into your file and all of the sudden you are not considered “leadership material.” Was it worth it? No. Part of developing willpower is practicing restraint, especially when the unexpected hits you in the face, or the sheer difficulty of dealing with certain people arises again.

- Don't let a fear of failure drive you. Rather, take decisive action and understand that if you do fail, you can use it as a stepping stone to success, a valuable lesson. If you are reading this eBook, you probably have struggled with self-doubt. As part of that struggle, you are afraid of adding any failure to the already sizeable load on your shoulders. You need to not see failure as added weight, but rather as a teacher, much like the unexpected that we discussed in the previous chapter. Once you vanquish your fear of failure, you will have the willpower needed to take decisive action at certain points in your life's journey: you will ask the girl to marry you, you will start that side business, you will request a raise and a promotion. Willpower cannot coexist with a fear of failure.
- Take physical, tangible actions to grow your willpower. Even though this eBook is on Mind Hacking, not all of the action points suggested in it are purely mental in nature. It is not recommended that you strive to develop discipline by purposely putting temptation in front of you. For example, if you are on a diet to lose weight, it is not advised to visit bakeries to take in the sights, sounds and smells! However, your discipline should have tangible actions attached to it. If you want to grow your willpower as you seek life change, keep a record of actions you took that demonstrated your commitment to increasing your willpower. Examples would be: booked a place at the positive thinking seminar for a weekend next month; sent my significant other flowers in a determined effort to win her heart; began an IRA at the bank to practice consistent saving and improve my long-term financial outlook. These all take willpower, which grows through action in many cases, not by simply wishing it to increase.

You will find that willpower will be most essential early in your journey towards life change. That's because it might be like an underused muscle. It might not have any tone to it at all as you begin. You will need to lift your discipline and commitment consistently to grow your willpower muscle. With time, you will develop an iron-strong will that cannot be defeated by anything or anyone, but it takes time to build that iron.

Early in your quest to achieve small targets, double down on the discipline to facilitate success. It's sort of like the first days of a diet; early in that new eating regimen, you long for carbs or bread or sweets, whatever you are abstaining from. After a few days and weeks, your cravings subside.

It's the same way with willpower. As it grows, you become inherently more disciplined—a better you. As that self-discipline gains momentum, it becomes unstoppable.

Of course, you will fall short at times. You will give in to the doughnuts, your anger, your pettiness, your selfishness. That just proves that you're human. What is important is that you realize your error and understand that multiple shortcomings in a row can really throw you off track, and that you need to get back on course as soon as possible.

Willpower is not about total absence of weakness, but it is about consistently making good choices and resisting mind-sets and snares that can drag you down. After those three doughnuts, you might awaken your taste for sweets, so you will need to physically stay as far away from doughnuts for the next several weeks. You do that not just to prove that you're strong, but because you have short- and long-term goals to fulfill.

You won't lose those five pounds this month if you keep on gorging on doughnuts, and you have not seen many other bank presidents who are 75 pounds overweight. Both short and long term, you need to abstain from 10 a.m. snacks in the break room. Just because it's there does not mean that you have to eat it! It's not worth missing out on your goals.

If you are not overweight and you're reading this eBook, let's think about another typical way that you can fall short as you grow in willpower. How about: you will refrain from buying a new pair of shoes when you have a little left over from your paycheck? There's a true test!

You will show your willpower by not going to the mall or walking down the city street with shoe stores that feature inviting display windows. Rather, you will put that \$100 in your savings account and prepare for your launch of a small business in a few years. Willpower often must have a logical reason to continue, and it does not function well in people who live by their emotions. You must believe 100% that *not* buying shoes will help you to achieve both your short- (saving \$200/month) and long-term (launching a small business) goals.

In many ways, willpower sacrifices short-term gratification for long-term happiness. That is the opposite of what many societies tell us, but it is absolutely true. A 50-year marriage is usually much more enjoyable than a 5-year marriage ended by an affair, which usually goes nowhere anyway.

Build your willpower by resisting the entreaties of a potential lover, by putting money in the bank, not into new shoes, by eating yogurt rather than doughnuts.

By the way, when you do fail and suffer a consequence for it, don't fall back into the mind-set that the "stars are not aligned" for you. That is a destructive attitude that cannot get you to where you want to go. Your boyfriend has not called in four days because you cursed him out in anger the last time you were on the phone. You abandoned willpower and let your tongue loose. Now, you are not building your relationship the way you want to, and your goal of marrying that man and raising a family with him is in some peril. It has nothing to do with the stars! It has everything to do with you and your actions.

When the going gets tough in embracing willpower, try this technique:

Spend some time visualizing what your dream life will look like 10 years from now. Where will you be? What will you be doing? What relationships will you be in?

Perhaps you will be in a large suburban home with a husband and two children, working from home as you are able at your lucrative business. You will have a tremendous balance between family and work, and you will all have plenty of income to enjoy life.

The only way that you are going to develop that business is by saving \$200/month over the next five years to launch it correctly. When you are trying on those shoes that will cost you half of this month's intended savings, picture that big house in the suburbs with your family gathered around you by the fireplace. Buying the shoes will not get you there. It will only impede your progress to that life that you have envisioned.

Visualization of what you want in life can be a powerful tool in embracing willpower. If you spend some time visualizing exactly where you want to be in the future, it can help guide you in many daily choices. This practice of visualization will be much more thoroughly covered in Chapter Five.

Embrace willpower and grow it. This aspect of Mind Hacking can take you a long way.

CHAPTER FOUR - Reward Achievement

You are setting small targets and not letting the unexpected blur your focus or get you down. You are embracing the full force of willpower as you exercise consistent discipline for the sake of having the life you've always wanted.

Along the way, you've been surprised at just how capable you are. The old voices about you being "stupid" and "lazy" are a fading memory. You are growing every single day in self-confidence and self-esteem, because you don't believe the negative thoughts that you used to have about yourself. You are starting to believe that you will actually make it, that you will reach the Big Prize: the life that you have visualized for yourself for quite some time.

That brings us to the section of Mind Hacking that will sound perhaps a little more enjoyable on the surface than the other topics: rewarding your achievement. There is absolutely no guarantee that anyone around you will reward you for reaching your small targets week after week. You might have a significant other who tells you that s/he is proud of you, you might have some good friends that tell you that you look great with 25 fewer pounds, you might have a teacher tell you that s/he is impressed by your work ethic and "A" grade, but none of these responses are assured.

As you know from work, there is also no guarantee that your boss is going to notice those two extra deeds you do per week for the good of the company, the time and energy and fun that you've sacrificed to stay late two evenings per week. No, s/he does not always notice, and s/he might even end up rewarding someone else at the office with a raise and a promotion, someone who cares a lot less than you do.

So, if in this world we cannot be sure that anyone else will reward us for our impressive progress. That's all the more reason to reward ourselves. This does not mean going out and blowing a lot of money on a trip to a resort or a new outfit. However, it does mean giving yourself a small treat as it is warranted. This can be a vital part of the positive motivation that you will need to laugh at obstacles and roadblocks as you pursue your dreams.

Many times when our thoughts go toward rewarding ourselves, we think of a dinner out or a special purchase. Those are fine, but before it seems as if this eBook is advocating regular trips to the all-you-can-eat buffet, we should spend a few pages discussing physical fitness as part of getting to where you want to go in life.

Here are two well-established medical facts that play a part in Mind Hacking, because your mind is attached to a body, it's not some separated head as in a sci-fi movie. Those facts are: a) a healthy diet and regular sleep are essential to operate at your physical prime, which will enable you to be at your mental peak; b) consistent exercise is an energy-producer, which you will need as you strive to reach your goals.

Let's pick apart these two core physical principles as part of Mind Hacking. You can be as strong as you want to be mentally, but if you are often sick, malnourished, tired and woozy, you will not be as sharp mentally as you need to be. No one can exercise a lot of willpower when sick; no one readily welcomes the unexpected when exhausted. You know very well from personal experience that the physical dimension affects the mental dimension, and vice versa.

That is not to say that you can "will" yourself out of an illness, but it is to say that when you are run down physically, you will be very weak mentally. Check out the explosion of sales for energy drinks around the world the past few years. More and more people are looking for a mental edge, and they are using energy drinks, and even some drugs, as a shortcut to that edge. This is not necessary. If you take care of that body you have, you will be able to use your mental powers as fully as needed.

Conversely, poor diet and lack of exercise can lead to a constant worn-down feeling, which weakens your immune system and makes you more susceptible to illness. That, of course, means more lost work time. A constant worn-down feeling can also lead to depression, which is way off where you want to go to meet your objectives. Yes, your body is intimately connected to your mind. Even if you apply all of the principles of this eBook, if you don't take care of your body, you could end up depressed and forlorn, not making life happen in the way you want it to.

How, then, should we eat, sleep and exercise? Well, there are 1,000 different diets out there, all screaming for attention, but the basics of taking care of your body have not changed over the years.

By the way, even if you can “get away” with a hard-driving, high-partying lifestyle for awhile--you know, staying out until 4 and showing up at the office at 8--it eventually will catch up to you. You can do that in your 20s, some people can do it in their 30s, but no one can do it in their 40s and beyond. So, if you're thinking about long-term goals and the Big Prize, you should practice good health habits early so that you do not have to make radical changes as your metabolism slows down and your joints get creaky.

On to the proper diet that you need to stay healthy and sharp mentally.

As part of Mind Hacking, let's begin by not viewing diet in a legalistic, painful, annoying way. Let's view it as putting the right fuel into a high-performance vehicle—you. You wouldn't think about putting ethanol into a Maserati, would you? In the same way, you need to tighten up your diet a bit and start to fill your body with good fuel, not crap.

We also are not going to start this section about diet with a bunch of negative talk. If you slip up from time to time, strive to get better and exercise the willpower that you are growing. It's not the end of the world if you fall off the wagon for one meal. In fact, it might be permissible, depending on how well you do the rest of the week.

Here then are several tips to maintaining a healthy diet and overall physical fitness regimen, easy ways to boost your energy so that you are at your best:

- Drink water. This does not sound very exciting, but it is essential. It also is much better for you than drowning in caffeine or gulping down energy drinks, both of which dehydrate you. You should down multiple glasses every day, choosing it consistently over soda and coffee and tea. If you want variety in taste, there are plenty of flavored waters on the market that do not add calories.

- Eat breakfast. Again, doesn't sound too exciting, but it can be enjoyable. You'll appreciate how much better you feel when you put some fuel in your tank early in the morning. Research shows that this meal sets the tone for the entire day. It helps with alertness, gets your metabolism kick started, and keeps you from snacking all morning long on unhealthy choices, from the vending machine at the office to the leftover birthday cake from yesterday's party. Wolfing down that sort of food will have an overall negative effect on your energy level for the day, no matter how good it looks. What to eat? Doctors recommend whole-grain cereals and breads, fruit and lean protein. Hard-boiled eggs with whole wheat pita, oatmeal with fruit, and whole-grain toast with peanut butter are all winners. Sit down when you eat breakfast. Those phony cereal bars that you eat on the run are often loaded with extra calories and sugars. Take an extra 15 minutes to have a seat and eat a healthy breakfast in the morning. You will find a nice difference in energy level during the day, making the likelihood of reaching your small targets higher.
- Don't neglect protein. This is a necessary part of energy boosting. Without it, you can easily become fatigued. Remember those pictures of malnourished, lethargic kids that you recently saw? They might have bellies full of rice or some other staple, but their lack of protein (no meat available) leaves them listless. You don't want to feel like they do on a daily basis. You need protein for fuel and to repair and build your muscle tissues. Protein also takes longer for the body to break down than carbohydrates, which means that your energy boost lasts longer with protein. Make sure you eat enough fish, poultry, lean red meat, nuts, milk, yogurt, eggs, tofu and cheese in your diet. Interestingly enough, a recent study showed that a significant portion of people who lost weight had nuts and yogurt at the center of their diet plans.
- Avoid the fatty carbs. Yes, you need carbohydrates. Sure, there are some diets that recommend avoiding them altogether, but you can ingest them smartly by going for whole grains in cereals and bread, eating brown rice, and avoiding sweet alternatives. Look for fiber in your carbohydrates to keep your digestive system regular. There is no real need to eliminate these completely from your diet if you make good choices in this area.
- Snack to avoid valleys of despair. Depending on your metabolism, you might need snacks between meals, especially if

you had to rush breakfast or skipped lunch (not a good idea). You can maintain a good energy level by eating the right snacks and avoiding valleys of lethargy. The best choices, according to dieticians, are yogurt with fruit, mixed nuts, veggies with hummus, cheese, and protein shakes. Some of these are a little harder to do than others, but all of them deliver elements to keep your blood sugar at a good level.

- Get some Omega-3 fatty acids. This is not some fad that everyone is touting; the medical evidence is there to prove that Omega-3 acids reduce inflammation, improve your mood and ward off depression. You can find this super acid in salmon, walnuts, tuna and leafy greens. Get your Omega-3 organically, not in a supplement, if at all possible.
- Don't skimp on the magnesium. This mineral helps carbs turn into energy, so your body needs plenty of it. Go for almonds, walnuts and Brazil nuts for magnesium, as well as whole grains and dark green vegetables.
- Make sure you get enough calories. Crash diets produce crashed people. By eating a well-balanced diet, you will get the calories you need without eating a lot of empty calories—foods with little energy return but plenty of calories. If you must eat below your advised caloric intake to lose weight, try to stretch out your weight loss over a long period of time and eat near to your recommended level. Don't slash your caloric intake, unless you want to drag all week long at the office.

Now, onto the exercise that you need to keep your energy up. You are eating the right foods as you put into practice the principles of Mind Hacking. You have discovered that eating these foods really does boost your energy, and you are eager for more energy-producing practices that, frankly, can give you the edge at your workplace.

Even with a reasonably balanced diet, you could still feel more fatigued than you desire on a daily basis. Don't worry, that's normal. You need to include exercise as part of your overall fitness plan. Contrary to logic, exercise *adds* energy to the body; it doesn't take it away.

A recent study even showed that exercise is better than stimulants to fight fatigue. In other words, the next time you want to take a nap, go for a walk or light run. That same study showed that exercise had outstanding effects on even people with chronic medical conditions, such as cancer and heart disease. If exercise can make those people feel more energetic, imagine what it will do for you!

Of course, when we feel tired, the last thing we want to do is exercise. Think about how you feel when you get out of bed in the morning. Many times, the mornings where it is hardest to rise, you feel the best shortly afterward. Exercise is similar—many times when you least want to do it, it yields the greatest impact.

Of course, once you begin to exercise regularly and eat right, you will feel fatigued less of the time, so you will successfully incorporate exercise into your weekly routine. This can be a tremendous challenge in developed societies where office work is often the norm, but it is worth the effort, and it might even prolong your life.

Forget the energy drink, the triple latte, the hyped sports drink to pep you up. Think instead of expending energy as an investment to receive energy later. Move, instead of gulp, to feel more vibrant.

The latest round of studies simply qualified what scientists have long suspected: people who exercise do indeed have more energy. They revealed that 90% of the people who got moving reported less fatigue than a sedentary control group. That net gain was greater than for those who used stimulant medications, and it held true for people with chronic conditions.

This eBook will not go into all of the forms of exercise available to you. That varies somewhat with where you are. The general rule of moving actively for 30 minutes a day is a good one. If you miss a day, take a longer walk or bicycle ride on the weekend. Don't just sit in an office chair all day and expect to feel vitalized. It won't happen. You're going to have to get out of the chair to augment your energy. There are a multitude of websites that can inform you on how to easily work in 30 minutes a day of movement into your life. That

way, your mind will be at its peak and you will have a better chance of applying Mind Hacking to change your destiny.

Back to rewarding achievement as you hit small and large targets.

Don't pooh-pooh your ability to reach even small goals during the week. You know inside that reaching those smaller targets will eventually result in massive change. It starts with that first objective, perhaps enrolling in an online course that will help you to better yourself professionally.

Learn to celebrate small wins each day; many of the world's top entrepreneurs have done so for a long time. They look at the obstacles presented to them every day as minor challenges that are to be met and learned from. As you meet the challenges in your life, reward yourself with a gourmet coffee or trip to the cinema with a friend. Life should never get so dreary from attaining objectives that we forget to have fun. Mind Hacking should never be understood as an approach to life with the fun taken out of it!

You know best what small reward is appropriate for you: lunch out, a new video game, dessert with friends this weekend, a lazy day that includes a movie marathon at home or reading half of a great book. Whatever turns you on and makes you feel happy, do it as a reward to yourself, because even as you can only control your reactions to what life brings you, you can only be sure to be rewarded if you do it.

CHAPTER FIVE - Motivation Comes From Thought

We arrive now at the final chapter of this eBook. We have tried set you up for significant life change, urging you to set small targets, welcome the unexpected, embrace willpower and reward achievement appropriately. Now, we have saved the best for last, because the cornerstone of Mind Hacking is training your brain to be a consistent source of motivation, which will lead to goal achievement and much higher self-confidence.

It's no secret whatsoever that the people who go furthest in life, the ones who achieve success, the ones who live the life that they dream of, are those who are motivated intrinsically. These people are not waiting for hurrahs from colleagues, financial bonuses from bosses, even congratulations from spouses or parents. They are laser focused on their goals because they have a fire within.

This chapter suggests that this fire can be kindled, that it's not something a person is born with, necessarily. It's true that our early life experiences can give us ample self-motivation, such as experiencing discrimination, being told consistently that we can't do something or other, feeling the hurt of being neglected or ignored because of our family's social status, and any number of other slights that we felt when younger. Many people use this "edge" throughout their lives to prove to the world that they are better than they were told they could be expected to be.

If you don't have that type of edge already, don't panic. You don't necessarily need to feel slighted to achieve what you want to in life. You might have come from a very loving family in which you were affirmed throughout your childhood and adolescence. Great! You still have a life to live and goals to attain. How can you get the unquenchable fire of self-motivation that others have?

Perhaps you have heard of the technique of visualization. It has been proven to improve performance in everyone from Olympic athletes to concert violinists. In a nutshell, as you reflect on where you want to go, who you want to go there with, and what your end result will look like, you can create a powerful mental picture of what the Big Prize will be in your life. Then, you

need to summon these images in your life on a regular basis to remind yourself of what you are working toward and why it is all worth it.

A helpful way to understand this practice is to consider it a mental rehearsal of excellence in any given area of life. This type of mental imagery can continually refresh your motivation as you reach high for lofty goals. To get to where you have an understandable picture of where you want to be, the excellence you want to achieve, you need to set aside some time to formulate this. That could be a weekend away from the noise or continual thoughts over several months time, as the picture comes into focus.

What would such excellence look like for you? A marriage that brings deep joy to your life? A family that functions well and is a lot of fun to be around? An income that enables you to be comfortable and give to others? Living in a place that you have long desired to live? Working in a certain occupation that you are sure that you're geared for?

As you prepare this mental rehearsal for life, it should have some connection to reality. This has been mentioned earlier in the eBook, but you should probably not dream of being an NBA star if your maximum height is 5'5" (1.65 meters). This type of visualization will be wasted effort.

At the same time, don't always think in "realistic terms." Dream a bit, believe that you can accomplish more than it seemed you were destined for when you grew up in the wrong part of town, in an apartment building with a single mother, etc.

Once you have this mental image of where you want to be in 25 years or 25 weeks, you now need to think carefully through what it will take to get there. Will you need to attend college, graduate school, law school, medical school? Will you need to attend a local church to find the type of woman that you are seeking? Will you need to practice gaming for two hours a day to perhaps become a professional player?

Rehearse these steps mentally as well, anticipating success. Rehearse walking arm in arm with a handsome husband, walking across a platform to

receive a degree, being handed the keys to the corner office. Whatever applies to your dream, picture it first. This will not only have an impact on your conscious mind, psychologists say that it works on your unconscious mind as well. Thanks to that, your unconscious mind will push you towards your image without you even being aware of it. That gives you two parts of the mind working in concert to achieve your objectives. That's a great place to be.

Researchers have found that effective visualization tricks the mind in a way, making it believe that what you have envisioned has occurred already. This has led some to dub this phenomenon as "psychology as destiny," a fascinating term that Mind Hacking would approve of.

Then, as you move towards your aim, consciously and unconsciously, something else begins to grow in your heart and soul: motivation. As you believe that what you have envisioned will occur, you become motivated to make it a reality. This technique, of course, can apply to the shortest term objective that you can imagine, even something that is scheduled to happen in the next five minutes.

Run a movie of what you want a special date to be like, focusing on what you can control because there are two parties involved. Think about when you want to arrive, what you want your vehicle to look and smell like, what you want to wear, what you will say at certain points during the outing, what restaurant will have the best atmosphere for your date, etc. This type of mental rehearsal will produce a surprising amount of motivation to wash your car, to groom yourself, to do research on local restaurants. It's a little amazing how powerful these brief "movies" of what we want to come can be.

Of course, this ties in with everything that has been covered in this eBook. When minor irritations threaten the unfolding of your anticipated movie, you brush them aside and welcome the unexpected. You meet any challenge to your plans with willpower and relish the chance to show self-discipline and to grow in the process.

As you advance through the date (to stay with our example), your motivation grows as you see the time together unfold much as you rehearsed. Your

motivation will actually increase the closer you get to your goal. Many times, it will put you over the top in terms of meeting your aims.

Imagine applying such a powerful technique to all areas of your life: mentally rehearsing your next run or workout, mentally anticipating the next project at work, mentally preparing for driving a new car off the lot to celebrate your huge raise and promotion.

People do succeed without such preparation, but more and more studies are showing that this type of visualization helps the vast majority of people who practice it. In order to do that, you will need some quiet time and space.

One classic example of this type of visualization as a way to persevere through all of the ups and downs of life on the way to the Big Prize is the story of actor Jim Carrey. When he was having a hellacious time breaking into Hollywood, he used to spend hours and hours sitting on a hillside that overlooked Los Angeles. As he thought for a long time about what he wanted to accomplish in that city, he set a target to work towards. Shortly thereafter, he wrote a check out to himself for \$10 million, his goal for payment on a future movie role. He carried this check with him to all of his auditions, both successful and unsuccessful. It should be noted that Carrey came from an extremely lower-middle class background, if that.

Eventually, Carrey landed smaller roles, then bigger ones, then was finally paid \$10 million for a single movie. His check to himself was now able to be cashed. He used that check as a continuing motivation, which came out of many hours of thought.

You might need to spend a long stretch of time thinking through your goals in life, too, and then visualize the various steps to get there. The first step, obviously, is carving out think time, something we do less and less of in our Wired Age.

The more you visualize various steps to success in your life, however you define that, the more real it becomes to you. Again, this does not mean that life will proceed precisely like the movie that you have created in your mind,

but in specific instances when you can control your own actions, your fantasy and reality can absolutely meet, as it did for Carrey. You can say “I quit” in a forceful way to your boss exactly as you planned it, once you have saved the money to invest in a restaurant franchise. You can propose to the one you love just as you visualized it, down to the tiniest details. You can take that degree in your hands and dance a jig, just as you planned to for years, even though no one in your family had ever finished college.

Without a vivid picture of what we want to achieve, we can plan for days, even years, and never make a tangible move towards our dream. Whatever the end goal, a visualized end helps immeasurably to prod a person into action. People who practice this type of visualization make statements like: “All right, now I see where I need to go. I believe it’s possible. I need to take action tomorrow to move towards this objective.”

Visualization, obviously, is not enough to physically move our body into action, but the likelihood of action increases exponentially when an outcome has already been visualized. Another benefit of Big Prize visualization is that it reinforces how far we have to go to reach to our destination, which also has a highly motivating effect.

Here is another concrete example of the power of visualization: let’s say that you visualize winning salesman of the year in your company, yet you have difficulty speaking without a stutter. As you visualize taking the certificate from your supervisor’s hand for winning the award and seeing on your bank balance a \$1,000 bonus, you quickly begin to think of what you need to do to get to that happy ending. You admit for the first time that you will need intensive speech therapy to become an effective salesperson. Without the visualization of grabbing that prize for top honors, you could muddle through sales presentations with a stutter, and earn a low income, for the rest of your career. Visualization has a power that presents itself both immediately and over a long term, perfect for reaching small targets and eventually grasping the Big Prize.

Visualization done well engages emotions *and* the mind, which adds a powerful element to motivation. Emotions can play a major role in psyching ourselves up to do even the hard things as we advance towards achieving our

dreams. You also will need emotion to see obstacles as challenges to be overcome, and to bear down with your iron-strong willpower.

To return to the Carrey example: he did not just lounge on a California hillside and dream. He worked very hard to improve himself as an actor, asked many questions of others further along than he was, observed the best actors plying their craft and went to innumerable auditions. His visualized success enabled him to keep his motivation high during the many years before he made it big. You will discover if you look at the lives of successful people that almost none of them were an “overnight success.” There were many hours, perhaps 10,000, invested before these people made a fortune or burst onto the public scene.

Visualization grows internal--not external—motivation, which burns brightest and longest, a central tenant of Mind Hacking.

How exactly should visualization be done? Here are several bits of advice on how to meld goals and visualization:

- Write your goals down somewhere. As you do this, you will often begin to visualize right away, which can give you a healthy dose of clarity about what you want. Write these goals with a positive angle and include a lot of detail so that your small targets and large aims will be measurable. Include deadlines to further sharpen your focus.
- Review these goals often. Taking a look at them frequently will help you to shape your movie and break down your objectives into smaller pieces.
- As part of your visualization preparation, read about people who have achieved enormous goals. Find a few choice quotes that can help you on your way. Who knows? They might inspire you on a day when you have not met your smaller targets and feel like giving up. Facebook can be a good source for this if you have friends who are also striving to make something out of their lives
- As you begin to fill out your mini-movie, which can include a scene from later in the day or 40 years from now, make sure that you include plenty of physical action in your mental picture. If you

envision buying a certain item that you've long coveted, picture yourself walking into the store, locating the item, walking to the cashier and paying for the item. This is just one example; tailor your physical action in visualization to your specific aims.

- Add other detail to your movie, including sounds, smells, types of light, even certain people. Those who practice visualization best like to force themselves to use all of their senses. They might start their visualization with very slight movement, such as leaves rustling under a tree, then moving to a view of a given race course, with the smell of freshly cut grass invading the scene. Try your best to include all of your senses for the best visualization experience. This will take effort and time
- Add not only physical actions and other sensory experiences, but put emotions in your clip as well. If anger is called for, picture yourself and imagine your feelings as that anger is expressed. If joy is the central emotion in your visualization, place a smile to your face and laughter in your heart as you tell your colleagues that you have been transferred to a different (preferred) division in the company.
- If any negative elements enter your film, cut them out. You have enough of those in real life for them to intrude on your visualization. Keep your scene free of negative people, emotions and other elements, unless it adds to the triumph of the final scene. We don't usually want to visualize anything negative, however. That is not the point of this type of exercise.
- With your visualization composed, practice it every day. Take a few minutes to close your eyes and walk through your film—standing at the wedding altar, spending time with great friends, relaxing on a beach after earning your first million dollars. You can add another fun element to this by talking through your visualization, lending an exciting narrative to the images: "I am crossing the finish line in my first marathon, bone tired but feeling a deep sense of satisfaction and accomplishment, deeper than I've ever felt before."

As you apply these steps above pick the right time for maximum effect. Visualization will not work as well when you are negotiating traffic on a busy street or cooking dinner or watching your child's tennis match. Visualization

requires a certain level of concentration and calm, so that you can see clearly and add narrative without someone thinking you have lost your mind!

Here are some more specific pointers on making the most of your time for visualization:

- Get comfortable. It will be a challenge to relax and visualize a great future result if your body is uncomfortable. All you will be thinking about is how much your knee hurts or your back aches while you are in a certain position. You don't want that. Pick out a favorite chair or couch, try a yoga position, whatever it takes to put your mind on visualization, not lack of comfort.
- Slow your breathing down. You can do this very easily by taking deep breaths. This leads to a quiet calm and unhurried visualization. You don't need a lot of time to practice visualization, but you don't want to be in a hurry, either. Five minutes is probably not enough time, for example.
- Relax. You can do this by thinking of one body part at a time, from head to toe, or try to relax all body parts simultaneously as you become more comfortable and breathe slowly.
- Clear your mind. This will necessitate getting your thoughts off of your present concerns. This can take the longest period as you warm up for visualization. It can take several minutes to empty your mind of your current checking account balance, the errand you need to run, the item you forgot on your grocery list. Take as long as needed to empty your brain of one bunch of random thoughts and replace it with your film.
- Repeat your edited visualization frequently, perhaps for 10 or more minutes, depending on the length of your movie. Beyond a few minutes of action will be tough to fill out in any visualization, so even if it is repeated several times, you can probably have a great visualization session in 10-30 minutes.

Motivation does come from thought, and visualization is a proven technique to keep motivation high, even when the going gets tough. As you take time frequently to think about where you are going in life, in pursuit of your goals, you will again become motivated to achieve them.

If you have no plan to reach your goals and have never even thought of what goal attainment will look like, it can be very easy to have your motivation waver when you seem to be losing ground towards your desired life. When you begin to feel as if you are falling short, that's the critical moment when your entire self-image can come caving in.

Keep your motivation high through extended thought and visualization, and you will have a greater probability of hitting your small targets and building self-confidence.