

# **YOUR MAPS OF REALITY REVEALED FOR THE FIRST TIME! PART II**

## ***Discovering your map***

To uncover your limiting beliefs, it's important to realize that you don't have to revisit the past. In fact, it's not even necessary to know your limiting beliefs. Just know that when you are struggling or not achieving your full potential, your **REO MAP** is the foundation of your lack. No matter how much input you have on top of a faulty **REO MAP**, the subconscious is king. Let's review some famous examples of limiting beliefs:

- I don't practice in a lucky town.
- I'm not smart enough to succeed.
- Insurance is poor where I practice.
- You are either wealthy or happy, make your choice.
- People in my area don't have much money.
- A family of five can't afford to pay Initial Intensive Care fees.
- I like to give most people a break or a deal.
- I don't measure up to other successful people.
- I'll never amount to anything.
- You can't have a family and be successful.

These beliefs are at a deep subconscious level that you are not consciously aware of. We will delete, distort and generalize information based on our desires to stay safe and familiar. And guess what? As long as you are unaware that you are deleting that information, your life will never change. This is the typical DC who is always searching for a new guru or a new practice management seminar who won't make him or her feel "unsafe" or "unfamiliar." They hire on the latest "hot" practice

consultant and their practice increases temporarily and then crashes. Sound familiar, doctor?

Self-help gurus will instruct you to “figure out” your limiting past beliefs. You may or may not be able to do this because you are now in the land of the subconscious. For example, if you ask a smoker why they smoke, they don’t smoke to get cancer. A person who overeats doesn’t have a love of food. They are doing it at a subconscious level to fulfill a need. As coaches, we are unique in that we tell you that you don’t need to know the reason. Forget about it. Most people spend their lives on the why and the how. You will spend your life searching for an answer that isn’t real. The negative beliefs on your map are entirely changeable. Allow yourself to alter your beliefs to suit your true desires and to rid yourself of limiting beliefs that are not congruent. The result is achievement in all areas of your life and lessened inner conflict and frustration.

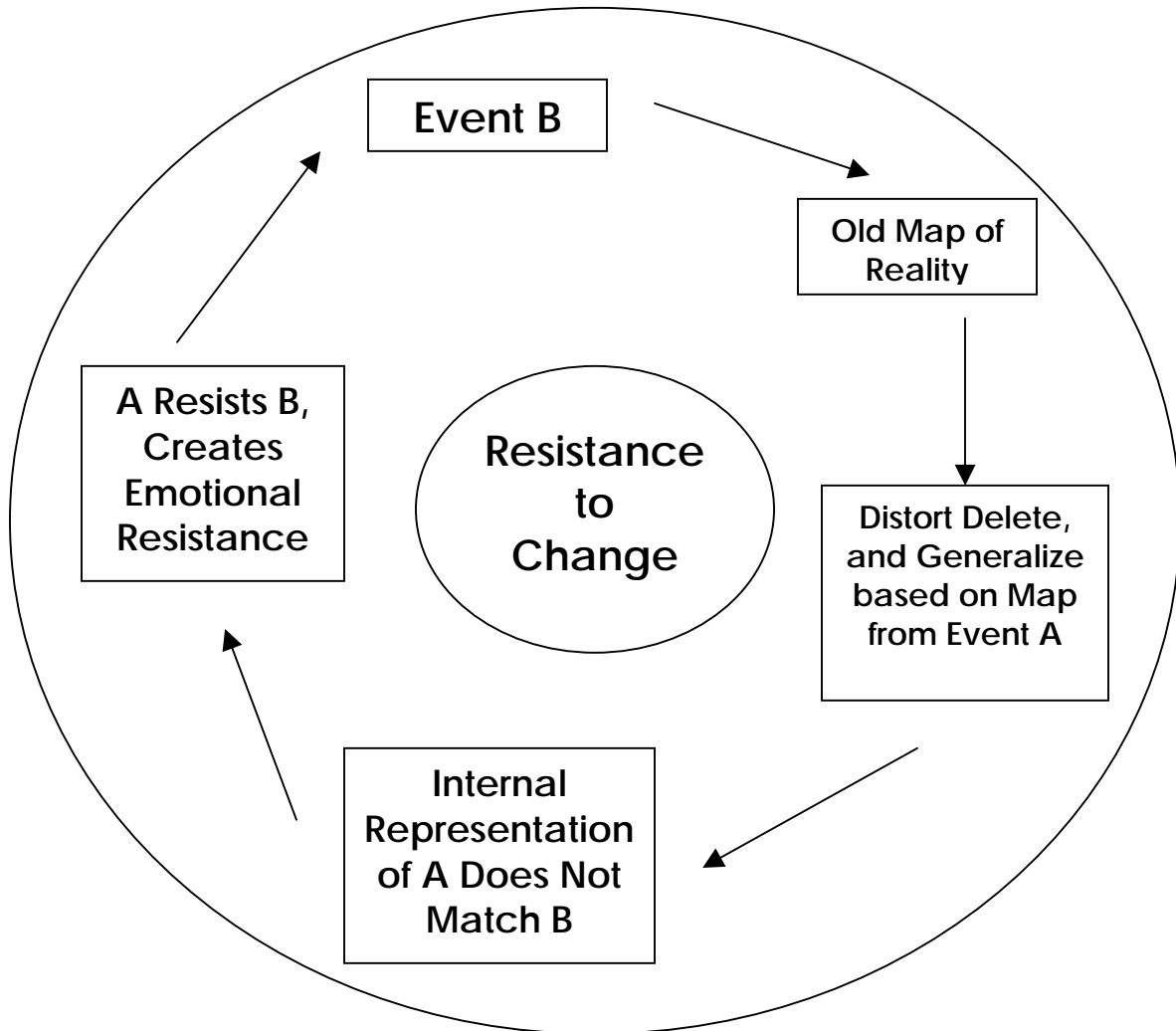
## ***Updating Your Map***

Being in the *Mentor IV Program*, you should be realizing that you have been hosed by other people’s limitations, perceptions and fears. You picked up their limiting belief systems as a fabric picks up lint. You were too young to resist or form your own opinions at the time so society did it for you. How tragic. As you begin to realize that the map truly is not the territory and then try to update it, your map will fight back. This is called resistance. Resistance is what happens when you try to change your map, but a part of you really wants to hold on tight to the old **REO MAP**. This is the part of you that is attracted to drama. Watching the news, Hollywood, talk radio, to name a few. To gossip, what he or she said or did. The problem is that this drama consumes huge amounts of personal power and when you try to install new beliefs about anything, there is simply not enough energy (personal power) to run them. It’s hard enough to install new beliefs without there being a lack of personal power to run them.

We see this in our Program with family members who don’t attend seminars, Boot Camps, etc. You see their subconscious will invent conditions or reasons why they can’t attend. Yes, there will be occasional conflicts with quarterly seminars. Regardless of the reason, however, the DC doesn’t get the download of experiential data and experience. Hence, the growth process slows down or even backtracks. As coaches, we look at our family members who are stuck and see that they all have similar characteristics: they don’t do homework, they miss coaching calls

and, yes, they miss seminar experiences. Without this experiential input their belief systems don't change and their practices (and their lives) stay stuck.

Here's a representation of what your brain is doing when you resist:



Based on your desire for safety and familiar surroundings, you revert to your old map. After all, it's what you've been using for all these years and you've gotten pretty comfortable with it. Thus, when you try to change it, it feels uncomfortable – sometimes downright painful. Resistance can take the form of stress, bodily discomfort, anger, or any other unwanted negative sensation.

Here are some hints for changing your **REO MAP**: When you experience resistance, first take a few deep, relaxing breaths. Then say, "Hmm...that's

really interesting that I'm going through this resistance right now." Just watch your map with curiosity and detach your emotions. After all, it's not you—it's just your *REO MAP*. Don't get emotionally hooked into thinking it's real. No emotions, no indulging...the opportunity to change your behavior is right around the corner.

## ***Cause and Effect***

As you've seen, all of your feelings come from your *REO MAP*. You simply react to what's already there. No matter what situation you find yourself in, you are merely reacting to what's already been thrust upon you by society. No wonder it sometimes feels like someone else is running your life! You filter information from your environment, such as someone's tone of voice, and you create an internal representation, which translates into your emotional state and behaviors.

Let's say any time a practice member reacts negatively to finances or your recommendations you back down and you feel angry, defeated, and intimidated. "See, Dr. Ed or Dr. Kevin, I told you people in my area don't have money, don't want wellness, don't have the time, etc..." Every time this scenario pops up, you react in the same predictable fashion.

### **Now you have a choice...you can create different internal representations...**

If every single time someone raises objections with fees, your recommendations, etc. you back down, or if someone gives you negative feedback and it ruins your day, or if something doesn't go just the way you wanted it and you quit, then you're allowing external influences to effect you. If you believe, however, that you are at cause for these reactions, then you can change the way to react to situations. You can actually learn to react differently.

Being at cause is acknowledging that you are the only one who feels how you feel, acts how you act and behaves how you behave. You have a unique physiology, personality and philosophy. You must learn to say, "Okay, this is all coming from me. I may not like it and it's easier to blame it on someone else, but ultimately it's mine to deal with." When we realize this, things don't just "happen" to us anymore. We begin to take full responsibility and we see the way in which we create them.

Much of what you've created to this date is, if you're like most people, confines you to a negative emotional state. When you are in a state of constant emotional unrest, it is very difficult to change your thoughts, unless you go through a profound life-changing experience, such as a near-death experience. You don't have to wait for such an event to occur in your life. You can create the changes you want now.

You must decide now to be at cause, rather than effect, so that you can control how you handle situations. Being at cause is the mentality of the warrior. To be more successful you must adopt this mindset. When something untoward happens you say "Okay, I take full responsibility for what happened, whether it was my fault or not. It's my situation, now let me figure out all the ways I can turn this situation into a positive outcome." It's that simple shift in language that can change your entire outlook on life.

You must learn to install an internal monitor that observes your emotional state every moment of the day. When you watch your map with curiosity, your beliefs will begin to fall away. No emotional indulgence means no reinforcement, which means that the belief gets weaker and is more easily replaced by what you really want. It's important to allow your feelings, beliefs and emotions, no matter how uncomfortable they are, into your awareness.

When you allow your beliefs to surface, you are able to let them go. On the other hand, when you force them back down and resist them, you only create more resistance. So, in order to let your limiting beliefs go, first allow them into your awareness (just don't indulge emotionally in them).

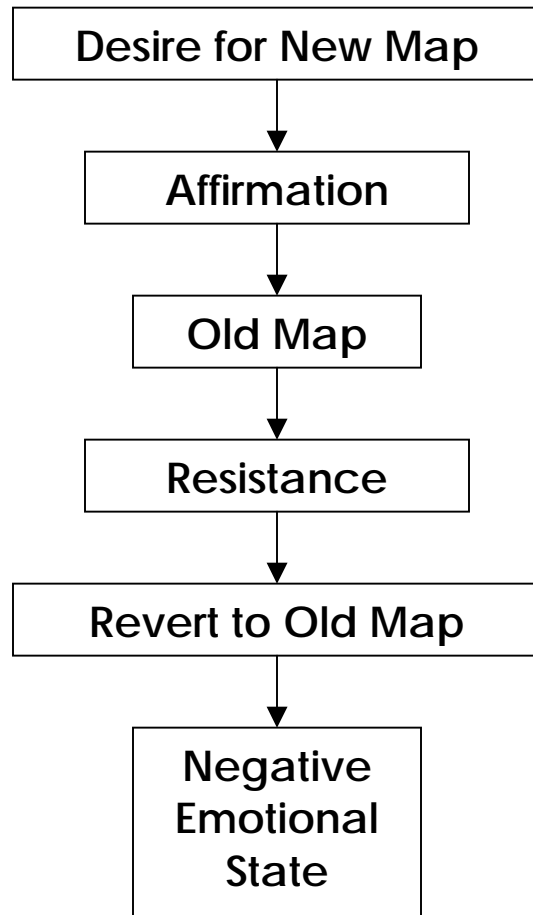
## ***Creating Your New Map***

As your old beliefs fade, you can replace them with affirmations. Affirmations are statements framed in the present tense that affirm something positive about yourself. They are the ultimate "acting as if" tool, because as you repeat them, your brain starts to believe you. Many DC's have used affirmations and given up on them because of their ineffectiveness. It's important to understand when you say "I want 25 new patients this month", your old **REO MAP** says, "No way, you're still the same old person." It is important to acknowledge that negative backlash and release the underlying emotion. When you resist a negative belief, you are only creating more resistance. When you allow your belief to surface

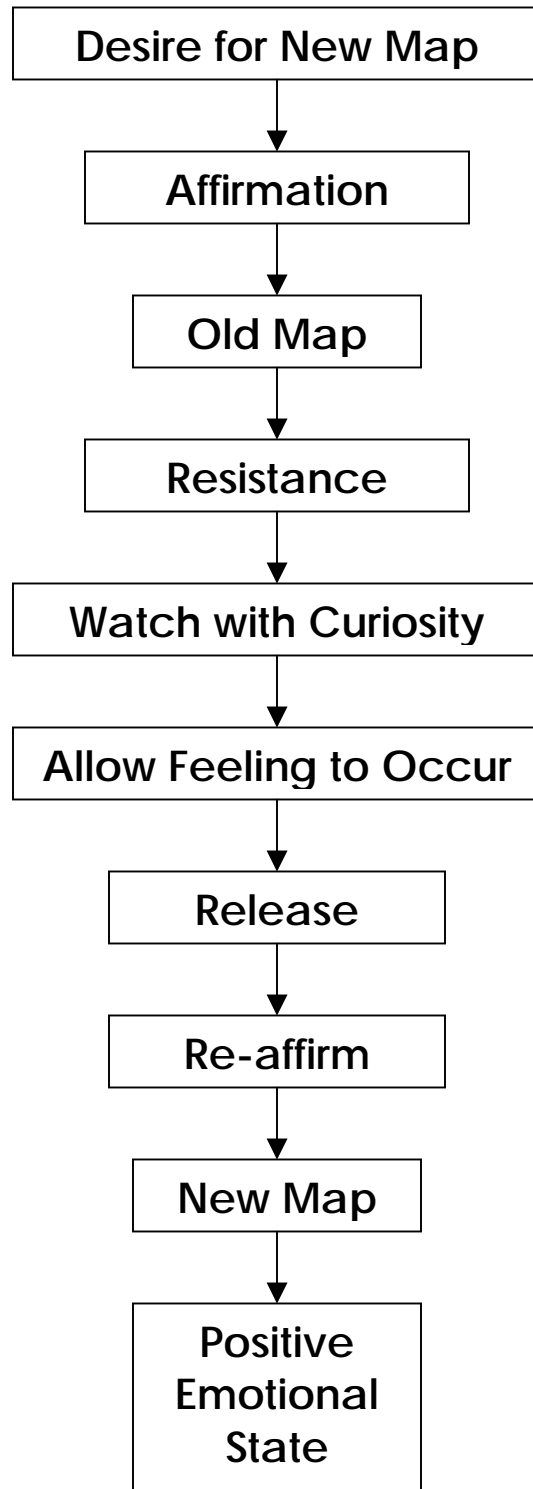
and watch it without resistance then you can change it much more easily.

Now, if you have gotten proficient at pattern interrupting your negative thoughts and it's working for you, stay the course. For family members who are having challenges with change and growth, this is another strategy. Another arrow in your quiver for change. Use what works and abandon what doesn't feel good. We are presenting you with choices, so that you will allow your personality to find a great fit for success.

Here's an *ineffective* strategy:



Here's an effective strategy:



Affirmations must always be stated in the present tense and in a positive manner. This is because, as we saw earlier, your brain believes everything you say. So when you say, "I used to be stupid" or "I wish I wasn't so

short," your brain hears stupid and short. If you want to change those self-defeating behaviors, then you must state the affirmation in the present tense and in a positive manner.

"I am, I have, I can and will, I now" ...get it?

## **Observing Your Map**

When you experience that resistance, first look at it with curiosity.

- 1) Take a few deep, relaxing breaths. This puts your brain in an Alpha state, where it is more receptive to change.
- 2) Say the "Hmm..." statement to yourself. Notice how interesting it is that is part of your **REO MAP**. After all, you're not your map, so isn't it interesting that your map is drawn this way?
- 3) Then, take ownership of it. "Somehow, in some way, what I'm experiencing right now is coming from my **REO MAP**."
- 4) Allow it into your awareness. "Could I allow this [feeling, belief, emotion] to be here right now? Could I welcome it into my awareness?"
- 5) Then, ask yourself, "Could I let the [feeling, belief, emotion] go? Could I allow myself to release the [feeling, belief, emotion]?"
- 6) As you release old feelings and old beliefs, replace them immediately with new ones in the form of affirmations.
- 7) Repeat the affirmation as many times as it takes to believe that it is beginning to become a part of you.
- 8) When that little voice says, "No, you can't do (or be) that," go back to step one and repeat.
- 9) Congratulate yourself on making progress.

## ***The Responsibility of self***

*"We see things not as they are, but as we are."*

~H.M. Tomlinson

By now, it's become apparent that the only one responsible for the way you feel is yourself. No one can make you feel a certain way. You do have the power to choose your actions when you take responsibility for yourself. Once you realize that you have a choice, then you can feel any way you choose. You'll know that when you get annoyed with someone because of his or her actions, the feeling of annoyance arises inside of

you based on your **REO MAP**. You're experiencing a feeling that is already a part of you. By adopting the mentality that every emotion you have is coming from you, you will have a greater number of choices at your disposal. So, rather than blaming yourself or others for all the times you've created what you don't want, congratulate yourself for finally taking responsibility for your life.

## ***The Recap***

- Before you do anything, make the commitment to success.
- In order to sustain that commitment, we have to understand the way in which we think and how we sabotage ourselves.
- Our unconscious minds function beneath our conscious awareness, and are responsible for processing billions of bits of information that our conscious minds do not register.
- Our conscious minds filter sensory data from our environment, and act as an intermediary between our unconscious minds and the "real world."
- We use our REO MAP to navigate through the world.
- That map is made up of our beliefs, strategies, feelings, filters, ways of sorting information and emotions.
- The map is not the territory.
- We delete, distort and generalize information based on our need for safety.
- In order to create a new map, we first have to let go of the old one by watching it with curiosity and releasing it.
- When we adopt the attitude that we are at cause, rather than effect, we can take responsibility for our lives.
- When we take responsibility for our lives, we can choose the way we feel.