

High-Level In-Field Sales / How to Eliminate the Competition
by Being the Competition.

Transpersonal Selling by Al Lewis

A Book of Games.

Suspension of Disbelief or Cognitive Estrangement.

Suspension of disbelief is a term coined in 1817 by the poet and philosopher Samuel Taylor Coleridge, who suggested that if a writer could infuse a "*human interest and a semblance of truth*" into a fantastic tale, the reader could suspend judgment concerning the implausibility of the narrative.

Suspended judgment opens the mind to propositions of thought, ideas and theories normally blocked by predisposed, rigid thinking.

Of what use, after all, would it be for Steven Spielberg to produce a movie like Jurassic Park if its viewers weren't able to imagine that it was really possible to resurrect Dinosaurs by some fantastic scientific method. To get into the story the viewer has to suspend their belief that it isn't possible and, so the saying, *Suspension of Disbelief*.

This, I believe, is a game we are able to play at will, a mind game, and I'd like to invite you to play now. We are about to embark on a fantastic adventure that can aid your rising to the *Top of The Mark* if you wish.

I call this adventure a book of games because it is not essential to your success, to anything, that you believe the assumptions made, yet, like when playing a game, it is all important that you follow the rules, at least for a little while, to see what develops.

Transpersonal Selling.

When calling on a prospective seller to pitch our program, or when calling on any prospective customer to pitch any program, who comes from behind the door, so to speak, to greet you greeting them?

Fasten Your Seat Belts, It's Going to be a Bumpy Ride! (Paraphrased from All About Eve.)

On the Indian subcontinent, greater south Asia, the utterance "Namaste" is a common spoken greeting or farewell when individuals meet and part, kind of like "Aloha" in Hawaii, one word for both though they differ in meaning.

Namaste is derived from the ancient language, Sanskrit, and is a reverential salutation which means "I bow to you" with "you" meaning your shape or form and more specifically the phenomenon that the other person represents. When spoken this means I salute your form which implies that all beings in existence are part of the surface phenomenology of Maya – *illusion centered on the fact that we do not experience the environment itself but rather a projection of it in mind* – and that beyond the surface all beings are part of the One ultimate essence that underlies all.

Often the non-contact greeting or farewell, Namaste, is spoken with clasped hands and a slight bow to emphasize reverence for both the idea and the person. In the U.S. we shake hands and say, "How you do'n?"

Foreign principles confounded by foreign names and words have little value for either revelation or application to the "How you do'n?" crowd of which I am a part, but the wheel was invented somewhere other than the U.S. by a people that didn't speak English and we all benefit by it, so with an open mind and inquisitive stance we should be able to gain something from these, Namaste and Maya, too. The something we are seeking is power so let's see if we can dig some up.

When you look at me, what do you see? I'd say that you see my form, my shape in the guise of, Al Lewis, like no other on earth; and when I look at you I see the same, your form also like no other on earth.

We, with our eyes, have the ability to focus on forms either near or far, but it is always on form that we focus whether animal, plant, earth, wind or fire so-to-speak. It is only form reflecting light within an observable electromagnetic wave frequency (light wave frequency) that our eyes are capable of seeing that we see. We know that forms exist outside the radio frequency we are capable of seeing and that forms both too small and large or near and far for our eyes to focus on exist as well; to see these we've invented tools to enhance our seeing such as the microscope and the telescope.

Using one or both let's imagine that we ratchet up your focus on me and by doing this that you are able to look closer at my form to see what

you can't see from afar. The first thing you will notice by looking closer is that my form is made up of structure and pattern.

You'll see lines on my skin, colorful shapes in my eyes, individual hairs, holes and protrusions, crevices, canyons and craters, droplets of sweat and oil and rivers of fluid all laid down within endless structures patterning the surface of my whole body.

Then if we ratchet up the focus again you'll see that within the patterns there are other structures, cell structures in particular, that are made up of not just thousands but millions of cells of one kind or another all tightly packed together with no space in between. It is thought that there are 100 trillion cells in a full sized human body and, get this, ten times that many independently alive micro-organisms living on the skin and within the intestines.

Then if we ratchet up the focus again coming closer in on these cells at any particular spot that you may be observing you'll notice that the cells start to vibrate and ever so slowly as you intensify your focus and draw nearer they appear to pull apart. They don't actually pull apart, but it appears that they do as you draw nearer and realize that at an infinitesimal magnification of the cell structure of any one cell and it's surrounding partners that they are not actually abutted up against each other at all, that they are not actually touching but independently floating, alive entities, moving (vibrating) with aliveness and that there is some type of viscous, sticky, gooey fluid in between each that bonds or binds or keeps them in place.

So, essentially, my body is made up of trillions of independently alive free floating cells cooperating under some authority to "form" a body shaped in the guise of a fella called, Al Lewis, that even houses other independently alive symbiotic organisms by the trillions.

And, again, let's ratchet up the focus to see what we find when we look even closer. As we draw near a single cell and magnify its Plasma Membrane -- its outer surface is not even called skin, but a Plasma Membrane because it is not a solid impervious surface -- and we look through it we see many other internal structures that in themselves make up a cornucopia of life and activity. Among the things inside a cell are the Mitochondria (a structure that has its own DNA different from ours); the Rough Endoplasmic Reticulum; a Nucleus with structures of its own including a Nuclear Envelope with Nuclear Pores, Nucleolus and Chromatin; there are Ribosomes; there's a Smooth Endoplasmic Reticulum; Cilia, hair like protrusions on the Plasma Membrane; the Golgi Apparatus; Micro Tubules; Centrioles; Peroxisomes; Lysosomes; and Microfilaments. The structure and function of these and other cell components are still not entirely known. How many trillions of trillions of these things live and function inside our 100 trillion cells is almost beyond imagination all cooperating under some authority to "form" a body shaped in the guise of a fella called, Al Lewis.

And, yet, as we ratchet up and magnify our focus to see what these forms and structures are made of we see even other forms and structures. As we get closer to any of a cell's

structures we see them start to vibrate in similar fashion to the way the cells started to vibrate as we pulled in on them and that these structures, like the cell's Plasma Membrane, start to break down and pull apart as well. As we up the magnification we see that each cellular component is made up of other infinitesimally small structures by, yet again, trillions of trillions of trillions in numbers. These we call molecular structures, each clusters of independent molecules bound together by the laws of the atom (the atomic forces of nature) that make up a molecule and, again, though appearing to be bound tightly not one actually abuts up against another but floats nearby with vast spaces between under some authority to "form" a body up the hierarchy of structure in the guise of a fella called, Al Lewis.

These independently vibrating molecular structures or forms are made up of yet other things, atoms, so small they can never be seen, only imagined, categorized and formulated by what they do, the traces they leave by their actions.

Moving up on the atoms by a magnificent magnification (interesting likeness in the words) we see that the atoms also are not actually touching each other, but vibrating in close relationship to each other held in place, as said, by atomic force and that the basic indivisible unit of matter, the atom, though its indivisibility has been quashed, consists of yet other parts: a dense central nucleus surrounded by a cloud of negatively charged electrons; and, it is said, that the space between these is almost unimaginably large when compared to the size of either the electrons or the nucleus themselves.

It is suggested by science that if the electron cloud surrounding a nucleus were, for example, compared to the outside rim of a football stadium that the nucleus located in the center emptiness would be comparable to the size of a tennis ball in the center of the field. That's a lot of empty space.

The atomic nucleus contains a mix of still other forms and structures called protons and neutrons all, again, not touching each other but vibrating in close proximity and these, again, are made up of yet other forms and structures we call subatomic particles: quarks, bosons, gluons, hadrons, baryons, mesons, pions, kaons and so forth probably to infinity as our science expands.

These atomic structures all appear to be bound tightly together but, again, not one actually abuts up against another but floats nearby with vast spaces between under some authority to "form" a body up the hierarchy of structure in the guise of a fella called, Al Lewis.

Then, most magnificently, according to the Bose-Einstein Condensate Theory, matter irrespective of its makeup becomes indistinguishable from other matter at a temperature of absolute zero (something like 3000 degrees below the freezing temperature of water) and changes from a particle to a wave as zero is neared, then very close to zero the wave flattens and at zero it disappears, becomes nothing. Absolute zero is the theoretical lowest possible temperature in nature and is the temperature at which entropy (order to disorder) reaches its maximum value.

Essentially we are nothing – at zero -- transmuted by heat into

something up the scale to where it appears by an ever increasing complexity of form that we are form and structure but, as we have learned, we are most magnificently an animation of trillions of trillions of trillions of mini-structures held together by nothing but nearness, space inside of space inside of space, and this space pervades all creation. It is the same through me, through the air, through you, through the houses, trees, mountains, stars and galaxies that surround us. It is this space that somehow animates all creation (form) and it is this space that unifies all creation inside itself.

According to the Tao de Ching, *an ancient Chinese text known as "The Book of The Way" that through its lessons infers the essential, unnamable processes of the Universe*, it is the creative force that knows only what it does, not what it is. We in the west reduce this magnificence, this creative force, this all-animating space to a personified concept we call God; different ideas for different cultures. Under any name or by any concept, all are animated and unified by it as One!

This, of course, is nothing new, it is the substance underlying all religion and most philosophy. Once at an open house an Orthodox Catholic Priest visited finely regaled in black robe with thick gold chains, a large cross and of course a full-bodied beard reaching to about center chest.

At one point in our conversation I asked if he was an Orthodox Catholic Priest and he confirmed that he was. I then said I also am an Orthodox Catholic. Taken aback with surprise he sat up in his chair, pulled on his beard and asked with incredulity, "You are?"

I firmly said, "Yes, I am. You believe in one God, don't you," I asked? He said, "Yes." I said, "So do I, so we are the same." After a moment's pause his faced changed to one of consternation. He didn't take that well. Even though a stout spiritualist he was still caught up in what separates him from me or what makes him better and under that, even, a belief that his Jesus is better than mine.

Many a Mr. Sobersides have had their brains bashed by the faithful of one order or another upon a challenge to their faith. I don't think I'll do that again.

If, then, form and structure, all form and structure which means all persons as well are but magnificent animations evolved-by and held in force (animated) by a single underlying emptiness -- the Tao, God, the Force -- then we all are one and the same only appearing different.

John Lennon said it best in one of the Beatles biggest hits, *I Am the Walrus*, when he said, "I am he as you are he as you are me and we are all together." And, similarly, Muhammad Ali paraphrased Lennon when speaking to a graduating class at Harvard University upon replying to the call of a graduate to, "Give us a poem," when he said after a moment's thought, "Me, we."

The "Power" of one is the power you gain by knowing this (if not spiritually oriented use the science to get there).

Though it appears when working, prospecting and selling that you are talking with others, you are always talking with yourself in the guise, form, of another. You are the underlying God (the empty animating

space) in you, speaking to the underlying God (the empty animating space) in the guise of another, but always the same creative force. How can it be otherwise?

This brings us full circle to, Namaste, doesn't it?

I call this Transpersonal Selling. With this in mind, every action, every contact, every movement should be self-benefiting and only positive in nature.

The free-willed personalized ego (consciousness or soul) that inhabits the animation is the topic of another discourse not to be attempted here, but you may enjoy a look at [The Collaborative Ego](#) found within the Fellowship Library.

Its essential tenet is that you, your ego, is always saying "Yes" to something and never "No" to anything: yes to "Expansion" or yes to "Stasis" and that it, you ego, either collaborates with your inner-self to reach your goals, to gain your wants, or is non-collaborative and creates, in effect, a multilayered counter-field of resistance to success. It, your ego, is the quintessential master of [The Art of Procrastination](#).

So what's the purpose: the grand animation, of course?

You can't touch the tip of your right-hand index finger with the tip of the same finger, can you? Nor can you see your whole self with your own eyes. The creative force of which I'm pondering wants to see itself as badly as you want to see yourself and wants, simply, to touch the tip of its own finger too. It has had to set things up in opposition to do it – you, me, we – but it has provided a tool for you, your ego bound individuality, to look into yourself (or it into itself) as it does this: the pupil of the eye.

The pupil, that infinitely dark emptiness within which you can look, not just into, but through the animation (form) of another into the dark empty space, the creative force that does the animation, is the topic of many how-to programs of one type or another – sales, psychology, hypnotism, mysticism, etc. – that teach the science of winning friends and influencing people.

They always say, cryptically, *look into the pupil when speaking to and leading another and say or think your thoughts and the other will follow*, as though advised by the caped master of mesmerization himself, Dracula, played by Bella Lugosi.

Well of course the other follows for we are just leading ourselves – if you can get hold of that – and that's the point.

My favorite among these types of writings is *The Art and Science of Personal Magnetism* by Theron Q. Dumont, published in 1914.

The great magnificent you, the ego bound personality, can collaborate with the unified creative force to get everything it wants or not: you either do business with yourself or not. The choice is yours.

What silly nonsense. May I emphasize that, *What Silly Nonsense*, but this is somehow the way things work.

Knowing or, I should say, acknowledging these things leads to unity consciousness and unity consciousness to power: the "Power" of one.

Ignoring the science – that's the big one – and/or ignoring the wisdom teachings of all times past and present will serve to keep you trapped in what has been called the superstition of materialism.

When you think and believe that

things are really things, that there is no super-ordinary, animating, unifying force behind or underneath or inside all things working things out in perfect order according, simply, to your wants and desires – why else would you have been given a free will – then you are left to your own devices to make things work out and not taking advantage of "the" tool at your disposal: creative force itself.

The thing to do is not to try to unify with people, but with the Principle of Life inside all people and things. This is living inside-out as opposed to outside-in; in this One Mind/One God are the minds of all people. When you unite your thoughts with the whole you will be united with the parts of the whole. Again, how can it be otherwise?

I know my readers are made up of Christians, Muslims, Hindus, Buddhists, Jews, Sikhs, Mormons, Jainists, etc., but I think they all, and every other person of every other religion, have at the core of their faith the precept that Jesus taught, "I and the Father are one."

Jesus surmised this though he had never heard of an atom and its subatomic parts, or of a molecule, or of a cell, nor had he ever heard of or looked through a microscope or telescope. This was intuited and acted on. "When you look at me," he said, "you see the Father," and "The Kingdom of God is within." These were images befitting his time. I think if born today (not the second coming) that Jesus and his disciples would be New Age'rs for sure.

A New Age'r is simply one whose belief system developed post science, as opposed to pre-science.

They are born in an age with knowledge that enables the debunking of myth and fable. They are steeped in both science and metaphysics (religion) because they believe they are one and the same.

It just makes sense that the Kingdom within that Jesus referred to is the empty creative force animating all things into existence and, as such, that we are one with all people of all religions.

What can be wrong with that?

We are brothers in arms, so to speak. If you are a Christian, I am too. If you are a Muslim, I am too. If you are Hindu, I am too. If you are a Buddhist, a Jew, a Sikh, a Mormon or a Jainist, I am too.

I am saying this, of course, to just make a point about Unity. I know that each faith is steeped in tradition, wisdom teaching, and spiritual orientation beyond my knowing or capacity to understand without a lifelong commitment to study.

How to benefit from this?

Ernest Holmes, Author of the Science of Mind, Put it this Way in Creative Mind and Success / The first thing to do is to realize that Life is your friend and companion and not a material thing to be mastered and conquered – feel the divine companionship – otherwise the thing you wish to master and conquer, like a rebellious slave, must try to master and conquer you as well.

Feel that you are one with all life, declare that as this thought awakens in your mind, it awakens in the minds of all you come into contact with.

Feel that the whole world is being drawn to you; love the world and everyone in it; include all if you would be welcomed by all.

In Unity you will have so many friends and clients that there will not be time enough to enjoy them all.

Expect success.

Namaste.

One More Game.

How to Rule the World without Hardly Trying.

You never thought a discourse on listing would come to this, did you?

Holmes / We each are just what we think ourselves to be: he is big in capacity if he thinks big thoughts; she is small if she thinks small thoughts.

We each realize and experience what we think about most.

We can govern our own destiny and, thereby, rule the world when we decide to control and direct our thoughts, but it helps to think or believe that there is power behind, underneath or within thought, or why bother at all.

Sidebar / The Butterfly Effect: In chaos theory it is thought or imagined that a butterfly flapping its wings in one part of the world might ultimately, by cause and effect, cause a hurricane in another part of the world; one thing leads to another and so forth to infinity, to outcomes exceeding the ability to predict at the start. Thus, your every thought and action by iteration changes (rules) the world so-to-speak.

Your power to rule the world by volition will grow as you assimilate, embody and imbue the premise that everything in the manifest universe is an animation of form projected by the thought of some activity of mind both non-local and local. This we have already seen and realized. It is not unreasonable to believe this.

An easy way to think of this, maybe, is that there is an infinite mind at

work, working a grand plan. In this game, we shall call this the big “T” for (I)nfinite mind, God (non-local mind for it is everywhere); and we shall call the local mind the small “i” which represents me, myself and I, you as a person, a local center of activity inside non-local mind located here on earth uploading thought (wishes and wants) to the big “T” moment to moment.

This, I think, is doable for even a child, but now some thinking for an adult.

I’d like to invite you to think of the relationship between the big “T” and the small “i” as a Mutual Admiration Society complementing each other in a symbiotic, synergistic way.

The game is this: In thought or conversation when you think or say “T” extrapolate that internally to mean (I)nfinite (I)ntelligence thinking, speaking, seeing and sensing through you, the small “i”.

In modern religious vernacular the phrase, The Silent Witness, is often used to refer to the Universal Creative Force, God. To be in the game, think of this when you think or say, I, that it is the Silent Witness witnessing through you.

Now, here are the rules of play.

(1st) think of yourself, the small “i”, as an Ego that inhabits your form, that’s doable, or as your consciousness or soul (2nd) think of them, your ego/consciousness/soul, as one and the same, and (3rd) think of “we” as the collective consciousness of man and that together (you, me, we) are the life of Its (non local mind’s) being, the experiencer of Its thought while It translates your thought (wants and wishes) into Its experience as the Silent Witness sensed through you.

Together you/we rule the world.

The symbiotic relationship results in, for you, a sort of Divine Self-Sufficiency by which you make listings and sales out of yourself and, best of all, there's no catch.

This happens, you get what you think about, whether you are aware of it or not, but when you are aware of it and play the game, things happen more according to your thought than not. Misdirected thought begets misdirected experience; directed thought begets, well, you know.

It'd say at his point that it makes sense for me to make the recommendation that *"You've got to accentuate the positive, Eliminate the negative, Latch on to the affirmative, and Not mess with Mister In-Between,"* per the lyrics (paraphrased a bit) from the mid 40's international hit AC-CENT'CHU-ATE THE POSITIVE by Johnny Mercer and Harold Arlen, and sung by Bing Crosby.

Again, Ernest Holmes from Creative Mind and Success / Believing; thinking what is believed to be true; thinking into Mind each day that which is wished to be experienced; eliminating negative thoughts; thinking positive thoughts; giving thanks; never arguing with one's self or with others but, instead, seeing all others as a manifestation of self; using; these are the steps which when followed will bring us to where we will not ask if it's true but, instead, having demonstrated we'll know.

I am hoping that you see by these writings that I am seeking only to build confidence by showing how easy and sure the path to success is once you have a plan (like ours if a Fellow), a positive underpinning

philosophy of life (like unity), and ambition (like yours).

These are the things I am seeking to teach, Not Religion!

These ideas and paths will do little, though, if skeptical and put off by invidious thinking (Yea, but!) and give freedom to the wise: the doers.

People seem to be divided into two groups: doers and doubters. If doubting gets you nowhere why bother with it at all. Imagine the action of doubting to be something like buying a car without an engine, there's just no power in it. Who would do that?

If a doubter, and you can tell if you are by whether you have said or thought, "Yea, but," once or more during this discourse, for that's all this is intended to be, then consider switching hats and being a doer instead.

You become a doer by saying "Yes" to an action orientation along logical lines of reasoning like these, presented throughout this writing, designed solely to get you what you want and to where you want to go.

What can possibly be wrong with that? (Yea, but.)

Sidebar / In the movie, Zorba the Greek, Zorba, a seeming homeless roustabout played by Anthony Quinn who later turned out to be a sort of sage, asked the shy protagonist about to board a ship to Crete to revive an old mine to take him with him. When the man stuttered in shock, "Take?, why?" Zorba said, "Why? Will no man ever do something without a why? Just like that, for the Hell of it?" And later, "You think too much."

To start, try this. Step out onto your patio or outside your door to where you can see a bit of nature in all its

glory – *sky, clouds, trees, grass, hills and mountains, houses, apartments, sidewalks, the birds and the bees, water, the ocean, cars and trucks, bikes and scooters, people, etc.* – and think and mouth (paraphrasing Lennon), "I am you and you are me and we are all together," and, "Me, we," if you like.

Know as you say these things that there is a single, universal empty space under/within all animating this all into a coordinated functioning whole by some unknowable power and law of unfaltering exactitude.

If it were not for this unfaltering exactitude you could never know what to expect of life and existence. We call this law the Law of Nature and its sub-modalities are gravity, heat, electromagnetism, the strong and weak atomic forces of nature, etc., and all in existence are governed by them.

See for yourself how great doing this makes you feel; how powerful.

I derive unbounded confidence in my doings from this by thinking and mouthing or saying every now and then as I enter situations where I have a desired outcome, "I am you and you are me and we are all together."

I mean, really, if the people or persons with whom I am seeking cooperation are "in this" with me and seeking what I have as I am seeking what they have; and if, for example, I had a previously signed contract with them that stipulated they had to sign a contract with me when I visited with them to pitch my product or service I would walk in with positive expectation in all regards; fearless in all respects.

Because we are all in this together,

cousins, as the Islanders would say, that's exactly what I have, a preexisting arrangement for agreement, and that's what you have too.

This is the essence of Transpersonal Selling, but there is a catch: you have to pay attention to it. It, being the knowing.

It doesn't matter to me how a prospective client responds to me in any situation, whether positively or negatively, because I know there's a perfect symbiosis in process always leading to the realization of what I want and what they want somewhere up or down the line. This keeps me "Up" always.

Patterns in mind, however laid, that strive to keep me in place, to repeat life-experience over and over without change have no power over me when I think and/or mouth and/or speak these words, "I am you and you are me and we are all together."

These life-patterning engrams (neural patterns accounting for persistence of memory and function) are put to sleep.

The Deeper the Root, Goes the Saying, the Taller the Tree.

Similarly, it seems that we derive our power as well from the deepest level of awareness that we choose from which to function.

In Closing.

The ego, the small "i", is a separate functioning entity of the true self, the big "I", thus it is transpersonal. Its object is to function in the guise or form of, for example, a fella named, Al Lewis, inside the lens of perception of the all pervading creative force however named or perceived by thought or instrument.

Sidebar / Some use thought to get to essence, the ultimate nature of a thing,

and some use instruments. The essence of New Age Thinking is that thought is form and, its corollary, that form is thought. Modern day Quantum Physics hints at this as well but that, definitely, is another story. Whether it is by thought or instrument or New Age Thinking or Quantum Physics, or faith under any name or guise (religion) that essence is reached they all serve the same function to reach the same end, to know thyself, and by that are one and the same in the guise of different forms. Now we are back to "What Silly Nonsense" but this is somehow the way things work.

My ego was given independence at birth with a will to survive according to its imprinting by family, friends and peers. Once imprinted, change is on the menu but it occurs only by the force of choice and intention to act on new knowledge that can lead to change.

The object of common ground Transpersonal Selling is to know that we are One under all and as One always in correspondence.

Now there's a great word: correspondence!

Correspondence implies potential expanding and contracting at all times on the center-point of your life, it implies success but it doesn't mean that you won't butt heads on occasion with ego-centered, hard-headed, blocked persons entrenched in old-patterned thinking. The great salesperson is a salesperson that knows this.

A Trench, By the Way, is Just a Grave with Both Ends Kicked Out.

As salespeople it is our job to gently move people from old thinking to new, which is where they want to go anyway, though old-patterned thinking sometimes makes them fight

tooth and nail all the way to the bank. Enjoy the contest and the victory which is theirs, not yours.

"You so vain, I'll bet you think this song is about you. Don't you? Don't You? Don't you?," sang Carly Simon in an early 70's hit.

The *Song*, really, even if not the idea behind Simon's lyric is Creation itself and it's not about you or me or they, but about "I am you and you are me and we are all together."

All else is vanity. Vanity is empty whereas wholeness is rock solid even though, as we have learned, a rock is not exactly solid.

Expect the best.

Epilogue.

"You can't always get what you want, but if you try sometimes you just might find, you just might find you get what you need," sang Mick Jagger in the late 60's Stones' hit *You Can't Always Get What You Want*.

I have always loved that song, but the message is completely backward. According to the principle of Unity (the underlying principle of the Creative Force) and Ego-Centered Free Will we never really get what we need, but always what we want, though our wants often fill our needs, that's the paradox.

Wants are clear, pictured, defined intentions upon which the Unified-Field of Potential, the Creative Force we New Ager's know as God, acts. A need is an undefined hunger.

When was the last time your stomach filled itself however hungry? I'd say never. From that hunger, however, wants arise: pasta primavera, prime rib, a ham sandwich, apple pie with ice cream, a chili dog with a glass of cold beer, hmm, all very satisfying and the

instant the want is visualized a plan begins to form for converting the want from thought to experience and you, whether a practiced procrastinator or not, work the plan to completion, always!

Possibly this analogy provided by nature is the single thought that will change your life: sincere wants lead to self-generated plans of action and “whether a practiced procrastinator or not” motivation arises from within to work the plan.

I want a new Mercedes; I want a Nordhaven (a world class motor yacht); I want five-hundred thousand dollars (after taxes, after partying, after buying everything I want) in my bank account; I want to earn more than one-million dollars a year working part-time in real estate listing and selling residential real estate in the high-end; I want a bride or a husband or a lover; I want a gold watch; I want a 3,000 square foot house; I want a pool; I want a new computer; I want an iPad; I want both a new business and casual lifestyle wardrobe; I want youthful health, vigor, sexiness and good looks; I want, I want, I want; I want a new listing and by the things I will do to sell it, I want a qualified buyer to buy it quickly and I want it to close escrow within three weeks of sale.

Are these bad things to want?

I want to rule the world. How about that?

According to wisdom teacher, Depak Chopra, in an audio titled *The Book of Secrets*, “Creation is thoroughly tangled with every possible quality given some outlet for expression.”

This is life changing information for it explains the conundrum con-

founding millions for centuries. It is the free willed self-centered ego of any person that provides the outlet for “Its” non-judgmental expression by its (the ego’s) wants, thus explaining why evil people can sometimes be so successful in their endeavors.

If I may take license to quote and/or paraphrase myself from the conclusion of [*The Quantum Physics of Success*](#) found within the Fellowship Library:

“The wants you conceive and focus on must stimulate evolution in order for things to happen effortlessly.

From the beginning of time, evolution seems to be the only pattern we can count on: change, but always change for the better.

Will your success inspire others to succeed or do you just want to make a few extra bucks?

Will the achievement of your goals change anything, permanently, for the betterment of your family, an other’s family, your profession, the environment, the species or the planet?

These are big questions and hard to answer when all you want to do is better, but don’t be ashamed of that. Better is evolution for you, your species and your planet. Everything you do to improve the quality of life, even if for only yourself, better the quality of life for all and that is evolution.

You may have heard it said that you will always be paid in direct proportion to the service you provide to others. That being true should relieve you of any guilt you may have about just wanting to make a lot of money.

And dare to think big!

Big thinkers, I have observed, seem to work less hard to achieve their goals

than others. I believe they have the force of evolution on their side however it works.

*According to Dr. Deepak Chopra from his audio cassette program *The Higher Self*, “The deepest reality you are aware of is the one from which you draw your power.”*

For someone who is conscious only of the material world, power is limited to material forces: cause and effect.

For someone who is conscious of the Quantum Physics of Success and the principles and methodologies of How Goals Work, power is turned inside out and they become masters of Wu Wei, as the Japanese say: doing without doing.

Things happen. Evolution occurs.

The creative power shaping mind and body is evolution. That power expresses itself through your wants and your creativity at filling them like a work order.

One thing you can count on, like death and taxes, is that evolution happens, but it all starts with your wanting it to happen.”

“I know what you’re thinking. Did he fire six shots or only five?,” said Harry Callahan in Clint Eastwood’s *Dirty Harry* to a downed criminal, followed by, “Well, to tell you the truth, in all this excitement I kind of lost track myself. But being as this is a .44 Magnum, the most powerful handgun in the world, and would blow your head clean off, you’ve got to ask yourself one question: Do I feel lucky? Well, do ya, punk?”

This is Warrior Energy in action and the reason why we are so enamored by the often bumbling detective, Harry Callahan, of the *Dirty Harry* series. Actually it is both Callahan and Eastwood in real life that we are

enamored with because they both, though one is fictional and one real, are unified as the warrior we aspire to be and/or admire in others.

To manifest your wants, to have them transmute from mere images, words and statements to real things in the real world will require warrior energy of you as well. Callahan walks and drives the streets of San Francisco looking for trouble and always finds it. What, ever, do you look for and not find?

To get to where you want to go (in real estate) you need do no more than get into your car like Callahan, turn the key or press the start button, release the brake and press down on the gas to drive the car to where you want to go: a future predisposed (determined) by you.

The harder you push on the gas the faster you will get there, but it takes a lot of warrior energy just to do this.

Like Callahan, it is by walking-the-walk and talking-the-talk that we find our success but, what, you might ask, if I am not a Callahan?

Earlier in this piece I quoted Depak Chopra as follows, "*Creation is thoroughly tangled with every possible quality given some outlet for expression.*"

I think we've found the outlet: your desire to manifest warrior energy for a directed purpose. Though Eastwood (nor Callahan?) knows nothing of this, let's call this the Callahan method of success.

Conjure – as though by magic – up from the depths of creation the warrior energy you desire for an express purpose by shouting from the roof-

tops or quietly thinking something like this to yourself (if a Fellow):

I WANT TO BE A SUCCESSFUL REAL ESTATE SALES PERSON; I WANT TO ENJOY THE TASKS THAT WILL GET ME THERE; I WANT TO ENJOY CREATING AND EXECUTING A DAILY SCHEDULE AND TASKS I HAVE DETERMINED WILL GET ME TO WHERE I WANT TO GO IN REAL ESTATE; I WANT TO ENJOY FIRST-CONTACT WITH SELLERS THAT HAVE EXPERIENCED AN EXPIRED LISTING AND I WANT TO ENJOY THE FOLLOW-UP PROCESS – PER THE REAL ESTATE PROFESSIONALS' HIGH-END LISTING AND SALES PROGRAM – UNTIL A PROGRAM LOOK OVER IS GAINED (AN IN-HOUSE LISTING PRESENTATION WITH AL LEWIS); I WANT TO ENJOY TALKING WITH BUYERS ABOUT BUYING MY LISTINGS AND I WANT TO ENJOY SELLING MY LISTINGS TO THE BUYERS I MEET; I WANT TO SELL EVERYTHING I LIST AND ENJOY A TROUBLE FREE REAL ESTATE BUSINESS; I WANT THINGS TOO; I WANT THIS; I WANT THAT; I WANT; I WANT; I WANT.

If not a Fellow, well, you get the picture.

Wants are like intentions and it is intentions that provide a path to SynchroDestiny: synchronized events leading to self-determined destiny.

By putting your attention on an intention repeatedly you will grow to understand and experience the entire possibility contained within it. Intentions, like mantras in the East (sacred verbal formulas repeated in prayer, meditation or incantation, such as an invocation of a god, a magic spell, a syllable or portion of scripture containing mystical potentialities capable of creating transformation), increase the statistical likelihood of synchronized experience along predictable paths because, simply, what you think about expands from thought to experience.

This means the more an intention or mantra is thought about or used the greater the likelihood that its chosen intention will be fulfilled.

Your subconscious mind – apart from your ego – understands the meaning, depth and reach of an intention even if you at the time of its imaging, reading or speaking do not and, like an autopilot, will lead you to its fulfillment.

Every time you visualize, read or speak an intention it helps to increase the possibility that outcomes in your experience will mirror the intention exactly.

We've all heard the saying that *Lightening Only Strikes Once*. I'd like to say that this is not true.

Essentially, as we have pondered, we (our form) are a magnificent animation of trillions of trillions of atoms all floating in empty space unified by some animating force up the hierarchy of complexity to form a body and person in the guise, for

example, of a fella named Al Lewis. Atoms are essentially little electro-magnetic machines flickering on and off at the speed of light and, we might conclude, something like lightening itself. We therefore are lightening and as lightening, makers of thunder too. Lightening strikes, I'd like to admonish, every time you think a thought – what a great way to empower one's thoughts – and thunder always follows.

My wife, for example, makes lots of thunder. She is a wanting machine and it is because of that, that my family and I have had a great life's experience to date and, I might add, she's not done yet. What's next?

I am imploring you to make lots of thunder yourself: want and want and want. Warrior energy is summoned up by the *Wanting*. The *Doing* and *Experiencing* follow as though by robotic motion as Creation manufactures the experience you seek.

“As soon as we become rich in our thought then we will be rich in our expression,” wrote Ernest Holmes in *Creative Mind and Success*, a must read, and he said, “pay no more attention to the one who ridicules these ideas than you would to the blowing wind.”

I think these are great thoughts by which to “nearly” end this discourse.

If you think by these writings I am trying to spiritualize your consciousness, you're right, but not by my thinking, by yours.

Mostly, I'm just trying to stimulate *Thinking* and with that, *Action*, and

with that *Listings and Sales*.

Can you come out to play?

Best Wishes.



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Since 1975

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Advertising Agency.

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