Welcome.

I began selling real estate mid-summer the year I graduated from college in 1975 (last century) and have done only that since.

My mother, eighty-eight at the time of this writing, still asks every now and then when I'm going to get a regular job.

The last job I had while in school was at the East Side Boy’s Club of America in San Jose. I was hired to run the wood shop, a thoroughly outfitted, professionally equipped facility with multiple lathes, planers, table saws and the like. I had done well enough in shop while in both Junior High and High School to know how to handle the equipment well enough and safe enough to lead the boys, ages nine through eighteen, through a number of craft projects using real power equipment, but that was my only qualification. I’ll bet they don’t do that anymore.

After a year in the shop, the game room director’s position opened up and I moved to managing that. This was a large club, we had nearly a thousand members and from fifty to three-hundred boys at a time within spread among the game room, shop and gym. The game room, equipped with multiple pool tables, ping pong tables and the like was the least trafficked room.

To boost attendance, I created a “Stars for Stars” chart that was many panels wide and ran from floor to ceiling. It was lined up and down with a thousand blank rows for boys names and dozens of participation star columns to the right of the names. To get on the chart, a boy only had to participate in some game room activity I would invent daily, no competition allowed, and then, again, by showing up to do that daily if he wanted, he could add a star a day to his name.

Both club and game room attendance skyrocketed. I would usually have from one-hundred to one-hundred fifty boys under my authority hour-by-hour though the group itself was a moving target changing by the minute. Boys often would show up just to do the daily activity, get their star and leave, but many stayed hours on end. I have forgotten, I’m sorry to say, what the reward was for the winner, the boy that participated in the most activities by some recurring end date, but it wasn’t much.

Author W. Hugh Missildine of “Your Inner Child of the Past,” a national best seller in the early 60’s and must reading for anyone interested in psychology, goes to great lengths to prove out that we remain the “Boy’s Club Member” throughout life, though not outwardly appearing so, and that we are motivated, largely, by the same things in adulthood that we were in childhood; in this case, participation recognition, even as adults.

Corporations both large and small know this and often base entire sales strategies on similar tactics.

I encourage you to do the same thing for yourself that I did at the boy’s club by reproducing a high-quality print of the following pinup worksheet on legal-sized index paper (heavy non-glossy paper), sticking it onto your fridge like a parent might do for a child, or by displaying it prominently on your desk or within your office for all passers by to see, and completing it line-by-line and marking the blank stars “Red” every time you add a lead to your Lead Book; oh, yea, there are fifty stars to be marked, what a coincidence.

This will lead to your earning a half-million dollars a year or more listing and selling in the high-end.

I have done this for myself many different ways, many times over many years and the results have always been the same: getting to where I wanted to go successfully.

How about it?
How this Works, for Those that Just Have to Know.

Reality is a Construct that Begins in Mind.

The Brain

The human brain with its one thousand billion cells hosts the biggest energy exchanging embrace in the known universe: each brain cell contains a vast electrochemical complex and micro-data-processing system; each is octopus-like with a central body and tens, hundreds, or thousand of tentacles ranging from 1.5 millimeters to 1.5 meters in length; each tentacle like the branch of a tree, radiating from the cell center, the branches of the cell are called dendrites, one particularly large long branch called the axon is the main exit for information transmitted by that cell; all along and around the length of each dendrite and axon are found mushroom-like protuberances called dentritic spines and synaptic buttons (synapse: the point at which an impulse passes from one neuron to another), the buttons contain bundles of chemicals which are the message-carriers in our thinking process; a synaptic button from one brain cell will link with a synaptic button from another brain cell, and when an electrical impulse travels through the brain cell, chemicals are transferred across the minute, liquid-filled space between the two, this space is called the synaptic gap; although simply illustrated, the cascade of biochemical information that surges across the synapse is awe inspiring in its volume and complexity; it is in microcosmic terms a Niagra Falls; a single brain cell may receive incoming pulses from hundreds of thousands of connecting points every instant like a vast telephone exchange, the cell computes micro-second by micro-second the sum data of all incoming information and redirects it along the appropriate path, always mapping a pattern, creating radiant-roadways and tracks for future efficiency; as a given message, or thought, or relived memory is passed from cell to cell, a biochemical-electromagnetic-pathway is established known as a memory trace, pattern or mental map; the more radiant-pathways we create, use and reuse, the clearer, faster and more efficient our thinking becomes; the boundary of human intelligence is related to the brain’s ability to create and use such patterns; the statement, “as far as you know,” indicates the inherent understanding of this principle for it defines the reach of one’s intelligence, the boundary of one’s map.

Sidebar / I constructed the description of the function of the brain just given as a single sentence, long as it is, to make a point that this is similar to the way the brain functions as a pattern-making mechanism; this is one single thought, one such pattern.

Awareness

The brain is more than just an information processing machine of sorts: zoetic (of or pertaining to life), it is sentient (responsive to sense impressions), it’s life’s pathway to consciousness (the quality or state of being aware); but awareness is not an isolated experience, it is transpersonal: as you experience a thing, the thing experiences you.

The universe we live in is made up of energy relationships, not of things, because things at the subatomic level are not things at all but pure energy. Exchanges of energy are relational, that we can agree on, but experience as implied above indicates awareness or intelligence.

The questions arise: Do things have intelligence and, if so, where does “it” begin? What is “it” made of?

Intelligence begins “in” an energy-exchange relationship at the subatomic level of existence and is intimately associated with time (successive cross-sections of experience divided to infinity), a qualitative property of matter.

Experience is an incorporeal element of a relationship that creates time as it itself is created in an energy exchange; it does not exist until an energy exchange occurs; it is a mere byproduct of energy relationships. Time and experience (or awareness/thought) coexist. They are a manifestation of each other. They exist “in” each other. Energy exchange creates experience-time-awareness-thought (intelligence); all are one and the same.

Things with little energy exchange like crystals, rocks or metal age slowly, while things with great energy exchange like plants and animals age quickly. Time moves at different speeds for different things. This is called relative time. The life of a human at 100 years of age is a life hardly begun.

Accordingly, things with greater energy exchange are more intelligent, more “Aware,” than things with lesser energy exchange. A computer or an automobile, for
example, are not generally considered animate objects, yet they possess great intelligence. And then there are, of course, the human “Brain” and the rock. Both are intelligent, but vastly different.

All things, however different, have intelligence and are influenced by each other: as you experience a thing time-awareness-thought is created and the thing experiences you.

Educator, Wayne Dyer, says this, “Change the way you think about a thing and the thing you think about will change.”

If my atmosphere, my total environment is truly experiencing me as I experience it, and my sense of self, my intelligence, my awareness exists inside this relationship, then my total environment as broadly as I can conceive it is my body proper: not my outer body, or astral body, or supersensible body, but my body proper.

This is what Albert Einstein meant when he said the self is a “space-like event” involving the outer as well as the inner body. These many factors described exist simultaneously in the timeless, dense pattern of the self-image.

If, then, the mind of my body, my subconscious mind, can be directed by my conscious mind to move a finger, to enable my body to walk or run, then my conscious mind through my subconscious mind can direct, mold and manipulate my larger body as well: the things I think and the things I think I experience are one and the same.

**Radiant Thinking**

Back to the brain... Whoever, wherever, you are, you are using the most beautiful, intricate, complex, mysterious and powerful object known to man just to read these words: your brain.

The radiant natural architecture of the human brain, though zoetic, is a microcosmic manifestation (ex cogitation) of the universal brain; creation, whether by man or Other (God, the Tao, the Force) cannot exceed the possibility inherent of its creator; only that which is intrinsic can become extrinsic: a thing does what it is.

The architecture of the human brain, therefore, can be considered a construct or model for understanding the architecture of the universal brain and a surmise can be reached that the universal brain functions cosmically much the same way that the human brain functions microcosmically: the radiant natural architecture of the later merely models the radiant natural architecture of the former; yet they are hopelessly interweaved; essentially, they function as one and the same brain.

The universal, or Other, whatever perceived by human consciousness as incorporeal (spiritual: God, the Tao, etc.) or corporeal (having, consisting of, or relating to a physical material body) and the human brain, together known henceforth as “The” brain, move in sync always toward the same end, completion, and thus the star chart.

“The” brain is a radiant thinking, association machine that looks for pattern and strives for completion. For instance, most people, reading the words “One, two, three . . . ” will have to fight the impulse to add “four.” The inbuilt function of the brain to search for pattern and strive for completion is satisfied by the structure of the pattern ending with “four”. This principle is to be extrapolated infinitely.

Therefore, to get the things you want out of life, whether corporeal (houses, boats, money) or incorporeal (love, friendship or spirituality) just fixate on open-ended patterns [The Star Chart] for each of your wants or desires and let “The” brain strive to complete the pattern for you.

The “Striving” will include expanded awareness, perception and intellectual functions (but only exactly as needed); motivation, health and vigor henceforth lacking (but only exactly as needed); spontaneity, extroversion and courage of the highest order (but only exactly as needed); open doors, help, and support you could not have conceived of happening (but only exactly as needed); and resources (but only exactly as needed).

Are you getting it... That’s “How” goal setting, visualization, affirmations, star charts and the like work. The key to success, though, is not to work methodically toward achievable closed-ended goals or objectives by analyzing your strengths and weaknesses, by taking into account your assets and liabilities and planning reasonable, achievable steps to success, but instead by thinking beyond yourself and dreaming up ends you cannot yet see yourself reaching. If the pattern is completed in your mind, then no striving by “The” brain is necessary to achieve closure and we
are left to our own wit, means and meager resources for the achievement of our ends. Did you ever run out of money before you ran out of month? That’s what meager resources usually add up to.

We must set goals and want things so beyond ourselves that we cannot conceive how they will happen or how we will get them. Doing that we will begin to experience synchronistic events (extraordinary events manifesting divine intervention in human affairs) leading to completion.

Radiant thinking and open-ended goal setting are one and the same. Reality is a construct that begins in mind, the mind of “The” brain.

The lesson is this, you’ve heard it before: Think Big!

According to wisdom teacher, Deepak Chopra, the universe has no agenda, except to act on our decisions.

The Star Chart follows.

Best Wishes.

Al Lewis
Broker/Mentor
Marketing Professional
Since 1975

Professional Marketing by Means of Our Standalone Advertising Agency.

Real Estate Professionals World Enterprise Marketing
Professional Sales by
Means of Our Top of The Mark Real Estate Company.

Real Estate Professionals Allstate Marketing
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