

Conduct an accurate inventory and analysis of the contents of your self-image.

You act, and feel, not according to what things are really like, but according to the image your mind holds of what they are like. You have certain mental images of yourself, your world, and the people around you, and you behave as though these images were the truth, the reality, rather than the things they represent.

"Creative imagination" is not something reserved for the poets, the philosophers, the inventors. It enters into our every act. For imagination sets the goal picture which our automatic mechanism works on. We act, or fail to act, not because of "will," as is so commonly believed, but because of imagination.

The aim of self-image psychology is not to create a fictitious self which is self-powerful, arrogant, egoistic, all-important. Such an image is as inappropriate and unrealistic as the inferior image of self. Our aim is to find the "real self," and to bring our mental images of ourselves more in line with "the objects they represent."

Finding Your Best Self

Set aside a period of 30 minutes each day where you can be alone and undisturbed. Relax and make yourself as comfortable as possible. Now close your eyes and exercise your imagination.

Exercise

see yourself acting and reacting appropriately, successfully, ideally. It doesn't matter how you acted yesterday. You do not need to try to have faith you will act in the ideal way tomorrow. Your nervous system will take care of that in time—if you continue to practice.

make these pictures as vivid and as detailed as possible.

The way to do this is pay attention to small details, sights, sounds, objects, in your imagined environment.

This exercise builds new "memories" or stored data into your mid-brain and central nervous system. It builds a new image of self. After practicing it for a time, you will be surprised to find yourself "acting differently," more or less automatically and spontaneously—"without trying."

The unhappy, failure-type personality cannot develop a new self-image by pure will power, or by arbitrarily deciding to. There must be some grounds, some justification, some reason for deciding that the old picture of self is in error, and that a new picture is appropriate. You cannot merely imagine a new self-image, unless you feel that it is based upon truth.

Many people have inner emotional scars who have never suffered physical injuries. And the result on personality is the same. These people have been hurt or injured by someone in the past. To guard against future injury from that source they form a spiritual callus, an emotional scar to protect their ego. This scar tissue, however, not only "protects" them from the individual who originally hurt them—it "protects" them against all other human beings. An emotional wall is built through which neither friend nor foe can pass.

Identify erroneous and restrictive programming imbedded in your self-image and systematically alter it to better suit your purposes.

Removing Emotional Scars

Three Rules for Immunizing Yourself Against Emotional Hurts

BE TOO BIG TO FEEL THREATENED:
A SELF-RELIANT, RESPONSIBLE ATTITUDE MAKES YOU LESS VULNERABLE:
RELAX AWAY EMOTIONAL HURTS:

And this feeling of inferiority comes about for just one reason: We judge ourselves, and measure ourselves, not against our own "norm" or "par" but against some other individual's "norm." When we do this, we always, without exception, come out second best.

Dehypnotize Yourself From False Beliefs

Stop measuring yourself against "their" standards. You are not "them" and can never measure up. Neither can "they" measure up to yours—not should they. Once you see this simple, rather self-evident truth, accept it and believe it, your inferior feelings will vanish.

Physical relaxation plays a key role in the dehypnotization process.

Understanding the psychology of the self can mean the difference between success and failure, love and hate, bitterness and happiness. The discovery of the real self can rescue a crumbling marriage, recreate a faltering career, transform victims of personality failure. On another plane, discovering your real self means the difference between freedom and the compulsions of conformity.

When you become too consciously concerned about "what others think"; when you become too careful to consciously try to please other people; when you become too sensitive to the real or fancied disapproval of other people—then you have excessive negative feedback, inhibition, and poor performance.

How to Unlock Your Real Personality

Don't wonder in advance what you are "going to say." Just open your mouth and say it. Improvise as you go along.

Don't plan (take no thought for tomorrow). Don't think before you act. Act—and correct your actions as you go along. This advice may seem radical, yet it is actually the way all servo-mechanisms must work.

Practice Exercises:

Stop criticizing yourself. The inhibited person indulges in self-critical analysis continually. After each action, however simple, he says to himself, "I wonder if I should have done that." After he has gotten up courage enough to say something, he immediately says to himself, "Maybe I shouldn't have said

Make a habit of speaking louder than usual.

Let people know when you like them.

Use your imagination to reprogram and manage your self-image.

Get yourself a goal worth working for. Better still, get yourself a project. Decide what you want out of a situation. Always have something ahead of you to "look forward to"—to work for and hope for. Look forward, not backward. Develop what one of the automobile manufacturers calls "the forward look." Develop a "nostalgia for the future" instead of for the past.

S-sense of direction

Look for and seek out true information concerning yourself, your problems, other people, or the situation, whether it is good news or bad news. Adopt the motto—"It doesn't matter who's right, but what's right."

U-nderstanding

Be willing to make a few mistakes, to suffer a little pain to get what you want. Don't sell yourself short. You've got the resources. But you never know you've got them until you act—and give them a chance to work for you.

C-ourage

Try to develop a genuine appreciation for people by realizing the truth about them and their needs.

C-harthy

Take the trouble to stop and think of the other person's feelings, his viewpoints, his desires and needs.

Act as if other people are important and treat them accordingly.

Ingredients of the "Success-Type" Personality and How to Acquire Them

E-steem

Stop carrying around a mental picture of yourself as a defeated, worthless person. Stop dramatizing yourself as an object of pity and injustice. Use the practice exercises in this book to build up an adequate self-image.

S-self-Confidence

Confidence is built upon an experience of success. When we first begin any undertaking, we are likely to have little confidence, because we have not learned from experience that we can succeed. This is true of learning to ride a bicycle, speak in public, or perform surgery.

Use errors and mistakes as a way to learning—then dismiss them from your mind. Deliberately remember and picture to yourself past successes.

S-self-Acceptance

No real success or genuine happiness is possible until a person gains some degree of self-acceptance.

Accept yourself as you are—and start from there. Learn to emotionally tolerate imperfection in yourself. It is necessary to intellectually recognize our shortcomings, but disastrous to hate ourselves because of them.

Servo-mechanisms are so constructed that they automatically "steer" their way to a goal, target, or "answer." This new concept does not mean that "YOU" are a machine, but that your physical brain and body functions as a machine which "YOU" operate. This automatic creative mechanism within you can operate in only one way. It must have a target to shoot at.

Two types (1) where the target, goal, or "answer" is known, and the objective is to reach it or accomplish it (2) where the target or "answer" is not known and the objective is to discover or locate it.

F-rustration, hopelessness, futility

Frustration is an emotional feeling which develops whenever some important goal cannot be realized or when some strong desire is thwarted.

Chronic frustration usually means that the goals we have set for ourselves are unrealistic, or the image we have of ourselves is inadequate, or both.

Excessive and misdirected aggressiveness follows frustration as night follows day.

A-ggressiveness (misdirected)

The failure-type personality does not direct his aggressiveness toward the accomplishment of a worthwhile goal. Instead it is used in such self-destructive channels as ulcers, high blood pressure, worry, excessive smoking, compulsive overwork, or it may be turned upon other persons in the form of untidiness, rudeness, gossip, nagging, fault-finding.

I-nsecurity

The feeling of insecurity is based upon a concept or belief of inner inadequacy. If you feel that you do not "measure up" to what is required, you feel insecure.

Since man is a goal-striving mechanism, the self realizes itself fully only when man is moving forward towards something.

L-oneliness (lack of "oneness")

Doing things with other people and enjoying things with other people, in stimulating conversation, in dancing, playing together, or in working together for a common goal, we become interested in something other than maintaining our own shams and pretenses.

Develop some social skill that will add to the happiness of other people.

The Failure Mechanism:

Elbert Hubbard said, "The greatest mistake a man can make is to be afraid of making one."

Uncertainty is a "way" of avoiding mistakes, and responsibility.

Use your imagination in concert with your self-image to effectively communicate with your servo-mechanism so that it acts as

CONTRIBUTE WITH YOUR SERVICE/INFORMATION, SO THAT IT BEGS AN Automatic Success Mechanism, moving you steadily toward your goals, including getting back on course when confronted with obstacles.

Effectively use your servo-mechanism as something like a giant search engine, to provide precisely the idea, information, or solution you need for any particular purpose.

