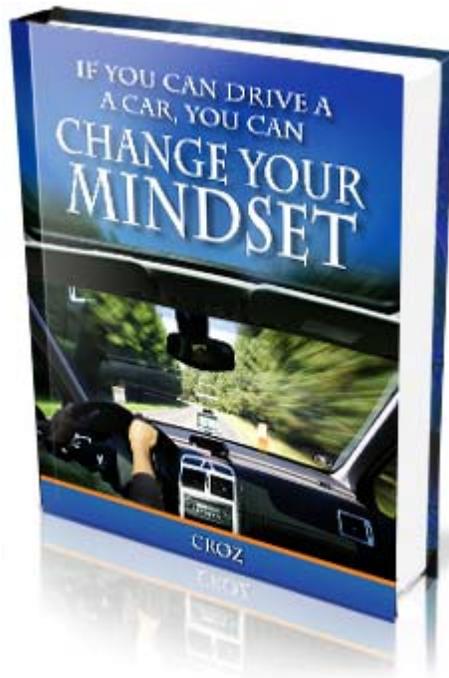


IF YOU CAN DRIVE A
A CAR, YOU CAN
CHANGE YOUR
MINDSET



WRITTEN BY CROZ



A Gift e-Book Written By Croz

<http://croz.com.au>

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Chapter 1

Changing Your Mindset: Removing The Roadblocks To Your Desires.

A few years ago when I was mentoring young entrepreneurs, I wanted to give them real-life situations as understandable analogies about what we were discussing.

It was amazing when I found that the car, and our relationship with it, held all the analogies one could hope for in explaining the teachings.

The major hurdle that most people find difficult is that you must set your goal, then not concern yourself with how you will reach it. Most people, when first learning this, find it a really big stretch, and claim it's a 'cop out', that in real life we'd never go on a journey to a destination without knowing how we were going to get there.

So here is the key message: If you keep focused, things will begin to pan out, and eventually get you to your goal.



Now ... I know this sounds simplistic, and I also know that you will find it difficult to rely on an source that you know nothing about, and have no idea how it works, or how it will do to get you to your destination. Even harder is when someone tells you not to worry about how it happens, but to just trust them. We simply cannot comprehend this, and refuse to believe it, until we know how it works.

Our mind is programmed through repetition to accept what it's told.

Acceptance of an action, or the result of a thought can more easily be instilled in you by someone whom you trust or admire. It's the simplest way to obtain knowledge, and we can see this transference of information in action in schools and religious orders.

This includes information that would be very hard to accept and digest if it was told to you by someone you didn't trust or admire.

But in reality, much of the information that has been taught in those same schools and universities for hundreds of years has subsequently been proved wrong.



Another way we can take on board new information is when we can actually see the results of actions, so we have solid proof that it works.

Unfortunately in some instances, when you see results, and the information as to how they were achieved is revealed, you have an in-built stop button that refuses to accept the information.

This is because you are programmed to think it does not apply to you. It's your interpretation of the situation, depending on what you have taken onboard in the past, that determines whether you believe this new information or not.

Many of us will have been told, whilst we were growing up, that we will not amount to anything, and that certain things only happen for other people because they are different. It depends on how much of this information you took in as to what you believe now. (Whether these beliefs are stored in your subconscious or you actually believe it, the results are the same.)

Unfortunately you have suffered a 'Double whammy' with this information, because it was not only repeated many times, but was also delivered by those whom you trusted.

Further to this, unless you find out what you genuinely believe, you're snookered, because all this incorrect information is governing what you can do and achieve. It's very complex, but until you find out what your limiting beliefs are, you're destined to map out your future with incorrect and possibly totally false information.

Another amazing fact about taking on new information is that if we don't believe it, we in fact don't hear it. Technically, we do 'hear' it, but our brain refuses to file it, because it contradicts something that is already filed as 'true'.

Are you where you want to be in life?

If not, why not? Do you see many of your peers and associates achieving things that you would like to have or do?

I know that the answer is undoubtedly yes, and this is not just about financial success, it is about life and encompasses relationships, happiness, leadership, loyalty, charity, love, status and anything else you can think of, where you feel they have achieved those things because they possess something you don't.

This is a great place to start searching for your incorrect programming.

Let's call them roadblocks.



You must be honest with yourself, and by process of elimination you must find out what you think you lack, or cannot do, to achieve the same results as other people.

Initially this is something best done alone, because you're going to find there are certain things stopping you that will actually shock you. But many things once brought into the light you'll be able to deal with, because you will know they are actually wrong.

Once you have weeded out the obvious ones, you really have to start being honest with yourself, because some of the things that are stopping you are actually very emotional and deeply ingrained as a result.

If you're in a solid relationship, or have a very close friend, ask them to be blatantly honest with you, and tell you what they think some of your blockages may be. This can hurt, but it is important that you dig deep and get all the information you can, because until you can unblock these areas of incorrect information, you cannot move on. The incentive to do it however is the fact that your life will change out of all recognition once you realize what is possible.

So now you've had an introduction to one part of the process, and I can hear you all saying, "What has all that got to do with a car?"

The first part of the answer is that we have gained our knowledge of what a car does without any negative input (except for the odd occasion it doesn't work and we hear a few expletives.) Therefore we are very open-minded as to its abilities.

Before we become a driver we are a passenger for many years, and without any questioning we just get in, have a chat, arrive at our destination, get out and don't give it another thought. When we actually start to drive, we get in, put the key in the ignition select the gears and move off.



Ok let's stop there for a minute. Assuming we have a destination, we have just inserted a key, turned it and headed off to our destination [Goal]

Now 99.9% of drivers don't have a clue how the internal combustion engine works, yet they put their complete faith in it and drive off.

Because all the information and vision in the past was positive, and we had visual proof, we just trust the engine and have no fears or worries in putting our faith in it to get us to our destination.

Let me ask you this then, why do we have so much trouble believing that the engine of the universe will be able to get us to our destination? If a person from Roman times arrived here and you explained that you just turned a key and the metal object would take you on a journey, they'd find it as hard to believe as someone telling you that once you make your mind up what you want, the universe will deliver it.

There are some provisos attached to the last statement, that we'll discuss later, but in essence it is true.

The fact is that, your introduction to the car has allowed you to trust something that you know nothing about to take you on a journey.

So when you question how the universal engine is going to take you on a journey, but refuse to believe it until you know how it works, just remember that everyday you rely on something ['the car'] to take you on a journey without even questioning the finer details.

Some people might say that they can see the results of what a car can do, but there's no evidence of the 'universal engine' working. Hmmm!

Let me tell you that every person who has achieved something - that you believe you can't - is proof of the existence of the universal engine.

Whether they know it or not, they have relied on it and when questioned, every successful person agrees that their journey was fuelled by the very things that fuel the universal engine. Sometimes questioning how things work, and needing to know all the ins and outs can hold you back.

There are far more successful people who did not receive a protracted formal education, than people who studied special subjects and were taught to question everything.

I'm not advocating being irresponsible, but I am saying that if you have done all you can and there still appears to be doubt about the result, if it's something you still want to do, then proceed and let the universal engine sort things out on the way.



The main fuel for the Universal Engine is your belief in yourself.

Your belief is no different to the petrol in a car and will need constant topping up. In fact, if you get to the point where your doubts take over, you will run out of fuel and the universal engine will stop.

I hope that you can now identify with your universal engine and, as we discuss all the various parts of achieving success, you will realize that you have as much control of your universal engine as you have over the engine in your car.

Chapter 2

Planning for a trip.

It's a great feeling knowing you have control over your destiny isn't it?

I hope the explanation in chapter one gave you some help in understanding how our programming is so important in what we do, and more importantly, what we don't do.

One of the biggest problems in life is figuring out a destination, a goal and a plan. Most of us do not have a goal, because our programming is so entrenched that we do not have faith in being able to achieve anything, and believe that what we would really like is not attainable.

Your belief in yourself and faith in achieving what you desire are the two ingredients that create success. As we said previously, this is the fuel and if you let it get low, you will falter and if you let it run out you will stop.

It is fear of what might happen on our journey that prevents us from beginning.

How many times have you thought you would like to do something and then talked yourself out of it because of what might occur. This is very important to clear up, and later I will show you how our relationship with the car gives us valuable guidance on how to overcome these fears.

When you think about it, trying to solve things that don't exist is a strange thing to do. Our biggest problem is that we not only try and solve things that don't exist, but we imagine various outcomes to this non-existent situation and then try to solve them.

Can you see how this can multiply in size very quickly? As there was no problem in the first place, only imagined, we couldn't get a definite solution, and so having a fertile mind, we tend to imagine lots of different scenarios that all need solving! It makes me dizzy thinking about it.

From a single thought about what might happen, we're now trying to solve hundreds of different situations that don't actually exist. This is called stress.

**There's a very simple formula for dealing with this problem;
Just ask yourself two questions**

1. Have I done everything I can?
2. Is there anything else I can do?

If the answers are 'Yes', and 'No' in that order then you can forget about the situation until it presents itself as needing an immediate solution. Most times even our worst fears never transpire.

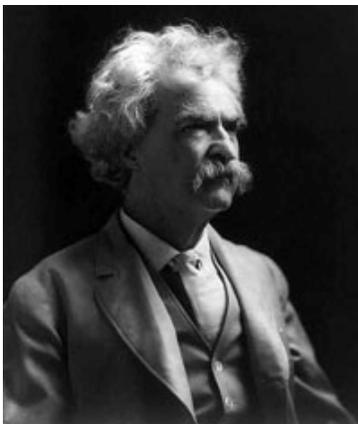
Let's remember that this formula is not a recipe to be irresponsible, and you must be aware of your actions leading up to the time you think you have a problem. For example if you owe money to a banking institution, that is a real situation that will not go away.

But the way to deal with it is exactly the same. Ask the two questions and if you answer them honestly, then you should wait until the situation becomes clear. I recommend in those sorts of situations that the best form of defence is attack. i.e. Talk to your bank and try to reach an agreement.

It is the worrying about what might happen that creates our biggest stress levels and once we put things in perspective, we can reduce the stress enormously.

If you are honest with yourself, 99% of the things we worry about never happen. The funny thing is that when a real situation arrives we are well equipped to cope. That is purely because we are solving a situation that actually exists.

Once again this mindset of 'solving problems that don't exist' is programmed into us in our early years by people who have our best interests at heart. We are told not to do things in case we are disappointed, or because only other people can do those things, or that it doesn't apply to us and so on.



I'm sure you'll know the famous statement by Mark Twain:

"... I can teach anybody how to get what they want out of life. The problem is I can't find anybody who can tell me what they want."

In effect he is saying that because of all the doubts and fears, we tend to settle for less than we really want, so do not ever get to a position where we are likely to get what we want.

We are our own worst enemy when it comes to achievement. We seem, in most cases, to give up before we start.

Why is it, that we can see others achieving things, we detach ourselves and say that we couldn't? It only takes a very small change in how you think about yourself here to give you a great boost up the ladder.

You will find that even the smallest success will give you the energy you need to climb the next rung. This feeling is compounded as things happen, and open doors to success beyond your wildest dreams.

How does our relationship with a car teach us something?



If we are preparing for a trip and planning to travel a fair distance, how often do we think that something disastrous that might happen on the journey? How many times have you got into your car and talked yourself out of going anywhere, because of things that might happen.

When you think about it, there are things that might happen on a long journey far more likely to occur than anything you have imagined. For example, an accident, the motor breaks down, the windscreen smashes or any number of incidents, yet they do not even cross our minds. We get in, turn the key and head off up the road, without a care in the world

Why do you think that we can embark on a journey that could be fraught with danger, without a second thought, and yet when we embark on a journey in our life, we tend to envisage bad things that might happen, and talk ourselves out of it.

I assure you that there is more chance of a disastrous situation happening whilst driving than there ever is when following your path through life.

So to recap: We've established that (1) We can rely on the engine that we know nothing about and (2) We can go on a journey without any thought to possible risks or danger. Think about this rationally and you will realize that it is our perception of the car that allows us to have this faith.

What I hope to do is to give you the same positive approach to trusting your plans.

Chapter 3

Working out the route

Having a destination is the secret to all self-development. It is impossible to arrive somewhere if you have no idea where you are going.

Many people I work with **THINK** that they have a destination or goal, but on closer investigation, it's a very flexible arrangement and not at all clear.



Over the years teaching this stuff I find that most people don't have goals because they think that they're not achievable. A lot of teachings say it does not matter what your goal is, however large or outrageous, but to just focus on it and you will achieve it. But that's where most people collapse and wander off.

Whatever your goal, you must have total faith and belief in achieving it, or you will not make it.

This is a fact, and I say that as soon as any doubt creeps in, you actually must activate the reset button and go back to the start. How do we combat this problem?

The solution is to create a goal that is a 'stretch' but not impossible. You must have faith and belief in achieving it, but it must be something that you cannot say for sure will happen. Whatever it is you must now start feeling that it is happening, and enjoy the benefits right now as to what your goal will give you.

For example if your goal is to increase your business turnover by 50%, you should start imagining what you will do with the extra income and start acting as if the goal is reached. Start treating yourself to little extras that you envisage having.

Feeling is such an important part to achieving your goals. If you do not feel good about yourself, you can only rise to the level you are already thinking. Once you start feeling better, that gives you more confidence and the whole scenario starts lifting you to the next level.

By bringing your goals closer and achieving them more quickly, you will see that the world is in perfect order, and provided that you follow the guidelines, you can achieve anything that you desire. You will notice I said desire, that is because want is not a strong enough emotion to drive a goal. A desire is something that you will do more to achieve than a simple want, a want is neither here or there and has no passion or energy attached to it.

You must desire your goal, as that is the focus mechanism.

As you see your short term goals happening with regularity, just by following these simple rules, you can then start focusing on more long term visions. It will be the knowledge that the universe delivered on your short term goals that will give you the faith and belief to go for the biggy.



Be warned: When you actually start preparing your long term vision, you'll hear a lot of negative voices, and limiting beliefs will pop up and attempt to give you incorrect guidance.

99.9% of this internal advice from the past will be there specifically to derail you.

That is not what the people who programmed you meant to do. They gave you the advice to help you, by teaching you that you'd not only amount to nothing, and not to expect anything either, so that **you wouldn't be disappointed.**

You must ignore these demons. In fact you will actually have conquered a few by getting earlier results. So each time you prove them wrong, you must also clear out and permanently remove that piece of incorrect information.

Another thing that we must also avoid doing when we plan our goal is to start imagining what MIGHT or COULD happen along our journey. How clever is that? As if life is not complex enough, we now want to start solving problems that at this point in time do not even exist! Our fertile mind adds imagined problems that arise that did not exist in the first place. No wonder we get headaches!

I call this state of mind circular thought, because like a circle, it has no beginning and no end.



You cannot possibly solve a problem that does not actually exist. So to help you combat this problem, here's something that you can bank on:

When a real situation arises, you will be equipped to deal with it, and because it is a real situation you will be able to solve it.

I have heard so many stories where people have overcome adversity, or gained superhuman strength, and many other amazing things, and when asked how they coped they all say they do not know where the solution came from it just seemed to happen. This shows you that when something exists you can cope with it, so why do we insist on inventing hurdles and problems to prevent us from achieving our goals.

Just set your vision and know that whatever happens, you will have the ability to solve anything that transpires ... once it is real.

Croz



"Abundance to all!"