

# Prologue

*Great souls have wills; feeble ones have only wishes*  
- Chinese Proverb

There are thousands of self-help books, inspirational books, and transformational books written on how to improve yourself and become efficient and effective. Generally these books tell us the ways we can change our lives taking successful people as examples. But very rarely they tell us how, and the internal mechanisms involved in the process. Most of them are very vague, and provide anecdotal accounts, creating a “like others do we also like to do” mentality.

People invest a lot of money in personality development programs. But most of them fail to reap any benefit out of them as such programs don't tell you how to initiate and maintain change. It isn't hard to temporarily put yourself into an emotional state of power. Just participate in any popular motivational gurus' concert seminar, and he'll get you to dance in the aisles of the hall or the arena feeling totally motivated. He will put you on your favorite fast-tempo music, get you to imagine you standing tall, breathe strong like a wild buffalo, chest out, standing at attention. Swagger around like the Superman. Shout, “Yes!” Pound your chest several times for drive and self-assurance. You'll feel very good, highly charged and motivated.

After the program you go home. You return to your normal life – only to see your highly charged emotional motivation fading away. Now your great ideas seem impractical. Your enthusiasm getting lukewarm. You feel that you have no strength or resources to get off the ground. You procrastinate. After a few days, the resolutions you made during the program are forgotten. You are back to square one.

No doubt, you were able to come up with inspiring ideas when you were motivated, but you failed to maintain that level of motivation in getting into action.

If you want to know why this happens, it is because such programs address and alter only your conscious mind. Your subconscious mind is unaltered, unaffected, and unmoved. That is why you revert back to your old-self after some time. It actually works for that moment. Such programs really put you into an emotional state of power.

If you know what to do in life, but still not able to succeed and still failing; then I can assure you, there is something radically wrong with your goal, focus, determination, action plan, or the time management protocol you have in place. There could be so many different factors contributing to your failure. Beware - our minds are lazier than our bodies. You need to explore and find out why. When you don't get the desired results in your life, I'm sure there is nothing wrong with you. The only thing you need to work on is being more realistic and honest in your endeavors, more accepting of who you are, more willing to live a practical life, more authentic, more simple, and more daring when it comes to exercising your personal potential.

Every challenge you encounter in life is an opportunity for you to gain awareness that you do not already have. A challenge in life is always a learning experience. These experiences contain valuable awareness that will increase the magnitude of your intrinsic knowledge, which empowers you to a greater level of living and being. The key to such experiences is in perception and lateral thinking. Be flexible and have an open mind. You will find the solution that you are happy with.

Happiness is a state of mind. A state that you create yourself. There are so many other states of mind as well; sadness, defeat, disappointment, hopelessness, etc, etc. Nobody can give a kilogram of sadness to you. In the same way, nobody can give you a kilo of happiness. These states of mind are states that you create yourself. You choose to be in these states. If you sit back and think carefully,

what makes you happy; you will realize that only your thoughts can make you happy. Not the people, situations, events, or objects that are around you; but, only your thoughts can make you happy.

The real source of happiness lies in the mind, not in external circumstances. Let's take an example. As a child when you receive a toy you like and longing to have, you are over the moon! Why? Because that toy generated happy thoughts in your mind at that moment. If you receive the same toy today as an adult, the mind won't generate the same kind of thoughts, and the toy will just be another object for you today! The toy is the same, but the thoughts are different. So thoughts are relative. Based on the circumstances and the situation, thoughts make you happy.

How is happiness attained? First and foremost, you have to love yourself for who you are. What is important is who you are on the inside. It is important for you to be positive about yourself, in order to feel happy. Furthermore, you have to love what you have. Because happiness is not having what you want, but wanting what you have.

Most people don't really give much thought to "happiness". They just observe whether or not they are. Most people will try to obtain happiness by searching for it. Most fall flat on their faces because happiness is something that is within them. If you look for happiness outside yourself you fail miserably.

## Change

One definition of insanity is: 'Doing the same thing over and over and expecting a different result'. It is simple logic. If you want a different outcome, you need to do something different. Because, if you do the same thing over and over again, you are bound to get the same result. But humans resist change. Generally, they are comfortable with the current state of affairs. Humans are creatures of habit. We always look for stability in our lives which represents a comfort zone we want to live in. Any proposed change to this comfort zone is looked-at with suspicion. This is perhaps the biggest reason for resistance to change.