

“Nothing happens unless first a dream.” – Carl Sandburg

THE THIRD PRACTICE: Manifest Your Destiny

The Day Dreamer

In most companies, there is a need to recreate the daydreamer, innovator, and visionary. We desperately need to renew the creativity we once experienced as children. Our educational and socialization systems have taught us to adjust to the somberness of adulthood. Some of us still daydream in warm sunbeams on a cold day, or while driving in the car or jogging. Have you ever lost track of time and place while driving on a peaceful, familiar, scenic road on a beautiful sunny day? The radio is off, and the only sounds you can hear are the wind whistling around the car and the wheels singing on the roadway. Then you are stopped at the end of your exit ramp, and you do not know how you got there.

Outside my fifth-grade classroom window, fields of gladioli stretched their tall arms of blossoms up from the fertile South Jersey soil. Before summer vacation, flowers of white, yellow, fuchsia, and pink would cover the fields. Then, migrant farm laborers would begin to slice the stems with razor knives and pack the flowers in wooden crates for shipping to florists all over the country.

I remember looking out across the fields that once surrounded the brick schoolhouse. It was springtime with the sun shining and new life beginning wherever I looked. I was lost in a dream of being outside with classmates, and playing “cars and trucks” on the orange gravel of the playground. Then I heard, “Jackie, would you like to answer the next question for us?”

“Huh?” I said, as I turned toward my teacher, Miss Macintosh, whose short brown hair surrounded a round, Italian-Irish face. Her low-cut argyle sweater showed the cleft in her breasts, which was an attraction that gave me a funny feeling inside. I was years away from knowing what that desire really was.

“Jackie, are you paying attention or are you daydreaming again?” She scolded.

Miss Macintosh had caught me at my favorite pastime—lost in a daydream, visualizing, fantasizing, and creating anything I pleased.

Were you captured by daydreaming as a child? Where have those dreams gone now that you are grown, mature with family responsibilities and possibly a business to nurture? Our behavior has been modified to conform to the requirements of our serious, adult world, and we long to be child-like again. Do you know that more adults visit the Magic Kingdom at Disney World than children do? Walt Disney, one of our greatest visionaries and dreamers, knew that his audience consisted not only of children who wanted to visit his park, but also their parents who had lost their way to Fantasyland.

Visualization Techniques

To recapture your unlimited world within, return to the innocence of your inner child. Start with meditative practices, sitting in silence. Begin by sitting for five minutes in the morning and again at night. Eventually, extend it to twenty minutes. I have learned that it takes that long to make a shift from the distracting chatter of our inner critics to the quiet mind. The next step is extending it to half an hour. Thirty minutes may seem like an eternity to sit quietly, but eventually you will begin to crave it. Clear the mind. Concentrate on your breathing, and rise to an “Alpha” state where you are one with the Universe.

There are many, many ways to meditate, but I found this one by E.F. Golinski to be one of the easiest ways of beginning a meditation practice. I was given his pamphlet years ago, entitled “Applied Universal Meditation.”

For the first few weeks of meditation, try to find a quiet place where you will be able to relax and not be disturbed. After the first few weeks, you will gain enough proficiency to be able to meditate in any surroundings. Take the phone off the hook or shut off the bell, make sure that if anyone is around you they understand that you are not to be disturbed for at least twenty minutes.

Now, you are alone in your quiet place, find yourself a comfortable position—one that you will be able to maintain for fifteen minutes, with a minimum of effort and discomfort. Close your eyes and relax your body as much as possible. Now, take in a deep breath, and, while exhaling, mentally repeat the syllable ‘ah’ for the entire exhalation. While you are doing this, imagine that you are flopping down into the most comfortable bed you’ve ever seen and saying ‘ahhh’ as you totally relax.

The final step for entering a meditative state is to take a third deep breath, and, while exhaling, mentally repeat the syllable “mmm” and associate that with a state of complete satisfaction. You are now in a state of meditation, provided that you followed these instructions to the letter.

Then check your body to make sure you are as relaxed as possible. If you find any tension, release that tension from your body. If you have found that you still are not relaxed enough at this point, go through a fractional relaxation. That is, beginning at your head relax one part of your body at a time (your scalp, your forehead, your face, and so on down to your toes) until your body is entirely relaxed. Then go over the “ah” sound again and associate it with your new-found level of relaxation. Each time you do it thereafter, you will relax as much or more so.

The next step, now that we have your body relaxed, is to relax your mind. Take in another deep breath, and while exhaling mentally repeat the syllable “ooo,” and as you do this, imagine that you are in deepest space watching little white zeros disappear into the blackness. Continue this until your breath is expelled and there is nothing left but the blackness. This will stop the parade of unnecessary thoughts and allow your mind to relax.

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Now that you are meditating, what do you do? Well, that is up to your discretion, there are many things that can be done. Possibly the most

beneficial thing you can do, is to stop your thoughts completely. This will allow better communication between your inner and outer selves. This may be difficult to do the first few times, but will become easier with practice, and will truly help you to get to “know yourself.”

Seeing Is Believing

Regular, planned meditation, visualization, or prayer—it is really all the same—has been proven to reduce stress, improve relationships, and foster serenity, thus enabling greater focus and innovation. Even bodily functions, such as heart rate and blood pressure, can be controlled through our thoughts.

Once we start to visualize, we can picture beforehand the detailed outcome of an event—a job interview, an important meeting, a date with that special someone, or a big, new contract. It is one of the first steps to what is called “Fake it ’til you make it,” which is not a lie, but rather a “pretend” that leads to the real thing. After all, we are what we think about. I often construct and reconstruct a scenario in my mind until the desired outcome becomes second nature to my subconscious. Then, when it all comes true—as it often does—there is a feeling of *déjà vu*.

Some of these imaging concepts are used regularly in sports. Ken Wiseman, a double Iron Man Triathlon champion, explained how he used visualization to overcome his competitors and even bring his heart rate down to a rest mode when he was running. Many an underdog athlete or team has overcome tremendous odds to win because a coach was able to ignite their spirit through visualizing triumph.

When I first started Adams and Adams Building Services, my friend Dorothy said to me, “John, you are going to be a millionaire.” Another friend Barbara typed professional proposals for me and told me how great our company would become. Marie Mattison, purchasing agent at Lego Systems, encouraged me to greatness before our company even had

its first job. These three women, and many other friends like them, did as much to bring about the success of my vision, as did anything else. They validated and legitimized my dreams.

Dare to see your greatness and share your dreams with those who believe in you. Learn to change your world from thoughts of fear to thoughts of love by visualizing your company in surroundings of abundance and safety.

We can choose between love and fear by re-framing our experience or visualizing a different result. Loving thoughts are synonymous with mindfulness, resulting in peace of mind. Fearful thoughts are born in our experience of the past or mistrust in the future, which create anxiety and influence us to attack others. The first step in changing our world is to identify the source of our ego-based fearful thoughts, then walk through the fear to expose it as only an illusion. On the other side are safety, confidence, and the world of reality.

A program of dedicated meditation, prayer, or visualization is critical to the creation of your business dream. Believing-to-see is more powerful than seeing-to-believe. *Your dreams are not an illusion; they are your potential.* In the next chapter, I will share how the power of love and positive thinking will create the abundant life you so richly deserve. Our Fourth Practice will enable you to transform your dreams into a reality much greater than you would imagine.

“Can death be sleep when life is but a dream!” — Keats

**“It is only with heart that one can see rightly;
what is essential is invisible to the eye.”**

— Antoine de Saint Exapery