

TAP INTO YOUR HIGHER MIND

(((MIND)))



SENSE
THINK
FEEL
ATTITUDINIZE
WILL
ACT



WILL



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TAP INTO YOUR HIGHER MIND

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Dedication

To all of you
Who wish to remain internally calm
While dealing with the chaos around you

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INTRODUCTION

“stop ... look down at what you are thinking”

Congratulations, you have just tapped into your higher mind.

By taking a moment to introspect, to examine what you are thinking, you have **turned on** your higher mind. Super cool, isn't it?

Now, what if I told you that there is an orderly way in which to procure, store and associate external information in the brain. You'd probably think I'm nuts. But am I? You be the evaluator.

In this book, I am simply going to present, in an unscientific way, how the brain captures, stores and recalls information. We will explore how the information is processed ... how we sense, think, feel, attitudinize, will and act. We will also explore how the higher mind responds to this information process and how it impacts our actions.

But, before we begin, I'd just like to share that the subjects presented, will be in the following formats:

THE TALK – a vocal-like presentation of the topic ... and a ...

SNAPSHOT – a visual summary of the topic

So, are you ready?

Then let's get started ...

I – DEFINING THE BRAIN

THE TALK

When we are born into this lifetime our brains are basically blank. All they really have is the intellect, which allows them to capture, input and store, what is going on outside the body.

As we grow the brain turns into a storehouse of information. It contains everything we have experienced in life; be it what we have seen, what we have heard, what we have felt, what we believe, what we have tasted, etc..

Since it is the “info depot”, in this book, we will also refer to the brain as the “B: drive”. So, just like a computer has a C: drive where it stores all the information that has been “entered” into it, the body has a B: drive, brain, where it stores all the information that has been “inserted” into it. And, just like the C: drive where information can be “deleted”, the B: drive can also “forget” information.

Now, because we all have faced individual experiences, our B: drives, brains, all contain different information. So please keep in mind, that no two brains are exactly the same.

To recap ... in this book ... BRAIN = B: DRIVE.
Repeat after me ... BRAIN = B: DRIVE.

Ok then ... let's continue ...

SNAPSHOT



- WHERE INFORMATION IS STORED -

2 – CAPTURING THE SENSES

THE TALK

Our bodies, have biological instruments, with which we capture sensations happening outside of our physical form. The intellect, then forwards these incoming impressions and deposits them in the brain.

These biological instruments are more commonly known as the five senses. There is a sixth sense, but it does not fall under the biological instrument category.

So today, we will just be covering the five biological instruments.

THE EYES

The eyes are like camera lenses. They capture everything we choose to see, that is outside of the body. Using the intellect, these observed visuals, are then deposited in the brain, B: drive.

Say you are looking out a window. You see the water, the mountains, a squirrel and birds. All these images are being inserted into the B: drive.

Now let's say you are looking at a couple, sitting at a street café, having coffee and cake. Again, this picture will be captured and deposited in your brain, B: drive.

Or say ... you walk into a hotel room and there is a basket of fruit on the table. You see there are oranges, bananas, apples and grapes. Again, these visuals will be inserted into your B: drive.

The eyes capture everything we see that is external to the body.

Here's something you might want to try ... Record a movie you have never seen before. Now, play some of it back on mute ... no sound ... just the visual ... Then ask everyone watching the muted version of the movie, what they thought happened. Remember, no two brains are exactly the same. Now rewind the movie and play it back unmuted. Did you notice the different interpretations, everyone gave, about what they saw, before the playback? This is based on the information stored in the individual B: drives.

It's fascinating ... how the eyes capture visuals ... moving on ...

THE EARS

The ears are like two microphones. They capture sounds. And again, the intellect then passes these sounds to the B: drive.

You hear the toilet flush. The sound is passed on to the B: drive. You hear sirens. The ears capture the noise, and the intellect then sends it to the brain. You hear something buzzing near your head ... you duck and run ... just kidding ... Again, the buzz is captured and deposited in the B: drive.

Here's a good one ... you listen to a melody you have never heard before. Your brain is capturing all the sounds. Then the lyrics start, and you hear the words describing a heartbreak. Did you know the song was going to be sad before the lyrics started? That depends on the association of the sounds and thoughts previously stored in the B: drive.

It's a very interesting concept. We will see more of that in future chapters.

But for now, just remember, the ears capture sounds. Next ...

THE NOSE

The nose is like a smoke detector, except that it recognizes and captures more scents than just smoke. And ... to reiterate ...

these scents are then passed on to and deposited in the brain, B: drive.

So, if you closed your eyes and walked into a bakery that was making fresh bread, you'd capture the scent and pass it on to the B: drive. Or, if you shut your eyes and entered a flower shop, you'd inhale all the scents of the different flowers and the intellect would then send these scents to the brain, B: drive.

Now let's say you whiffed a rose ... and this is a scent that you had previously captured ... you'd immediately know it was a rose ... even if your eyes were closed.

Super cool, isn't it?

In a nutshell ... the nose captures scents ... moving on ...

THE TONGUE

The tongue has the power to capture flavors. The basic flavors are sweet, sour, salty, bitter and spicy. The more complex flavors depend on the spices one uses. But whether the flavors are basic or complex, they are still mainly captured by the tongue and deposited in the B: drive.

You can experiment with the basic flavors, by trying the following for:

Sweet – sugar or candy

Sour – lemon or grapefruit

Salty – straight up salt or soy sauce

Bitter – black coffee or dark chocolate

Spicy – hot sauce or chili pepper

And you can take the experiment even further, by trying similar dishes made with different spices. For instance ... try an Indian curry ... then try a Thai curry. Now, compare the curry flavors you have just captured and sent to the brain. Are both curries the same? or are they different? If they are different, what makes the difference?

Funny when we think of the tongue capturing flavors.

Moving on ...

THE SKIN

The skin is the outer layer of our physical form, which just by touch, captures textures. Like a tire on a car, it can capture if a surface is smooth or rough. Like a thermometer, it can capture if something is hot or cold. And again, our intellect then passes these textures and deposits them in the brain, B: drive.

So, if you run fingers over a rock, you capture the rough texture. Now, if you run your fingers over a polished stone, you capture the smooth texture. Say your hand grabs a glass filled with ice and soda, you capture the cool surface. Then you grab a hot cup of coffee and your hand, now captures the warm surface. Lather soap and you sense the slick texture. Stick your finger in oil and you'll capture the greasy texture. And so forth ...

And again, all textures being captured by the skin, are being passed on by the intellect and deposited in the B: drive.

Which brings me to the next part ...

BRINGING THE FIVE SENSES TOGETHER


Now that we have explored the five senses individually, I will share an example that brings all the senses together.


You are at a restaurant where you have ordered the “Sizzling Steak and Veggies”. A few minutes later you are presented with your dish.


It is a smoky hot metal plate, laying on a rough wooden textured board. You hear the steak and vegetables sizzle. You inhale the smells. You see the brown steak, white onions, red peppers, green peppers, long green beans and mushrooms. Then you take a bite and you taste the flavors.


One dish has just connected the five senses. The biological instruments have captured all the sensations and they have now been deposited in the brain, B: drive.


SNAPSHOT

visuals > eyes 

sounds > ears 

scents > nose 

flavors > tongue 

textures > skin 



SENSATIONS
are captured by the
BIOLOGICAL INSTRUMENT
then deposited in the
BRAIN
B: DRIVE

3 – SENSATIONS TRIGGER THOUGHTS

THE TALK

Sensations then trigger thoughts. We immediately start to think about the information that is being deposited in our head. We typically relate the sensations we are capturing, to past sensations and then search the brain ... or better said the B: drive ... for the thoughts associated with those sensations.

Take the “Steak and Veggies” dish that we discussed in the previous chapter. You could be thinking “I better not touch the hot plate, so I don’t get burnt”. How do you know this? By eliciting previous sensory-thought associations, which are stored in the B: drive.

For a clearer picture of how sensations trigger thoughts let me tabulate the “Steak and Veggies” ...

SENSE	touch – rough textured wooden board hear – sizzle smell – aromas see – smoky hot metal plate see – steak, onions, peppers, beans, mushrooms taste – sweet peppers & sharp onion
THINK	I better not touch the hot plate, so I don’t get burnt

You would have never entertained the thought, of getting burnt by the hot plate unless, you had captured the smoky hot metal plate image first.

Now, you may be asking, what if the sensation was new? You’d conjure up new thoughts, associate them with the sensation and then plant them in the B: drive.

Let’s go over some examples ...

We see “Two People at a Bar”. Their arms are raised, and their hands are flying through the air. They are speaking a foreign language. From their mannerisms, which we have previously recorded in our brains, we think they’re arguing.

To tabulate this ...

SENSE	see – two people at a bar see – arms raised see – hands flying hear – foreign language
THINK	they are arguing

You could not possibly think they were arguing unless, you had seen and heard the people first.

or let's say ...

We hear a “Little Girl Crying”. We turn and see a lady is wiping off the tears. We start to think, I wonder what made her upset ... and our thoughts continue ... did she fall, did someone say something mean to her, was she bullied, did she fail in school, did her dad die, etc. ... We start to recall everything that relates to crying, that is stored in our brains, B: drives.

Putting this in a table we get the following:

SENSE	hear – little girl crying see – lady wiping off the tears
THINK	what made her upset? did she fall did someone say something mean was she bullied did she fail in school did her dad die

Had we not heard the crying, the thoughts, would have never been triggered.

Here's another one ...

We catch a “Scent of a New Perfume”. Based on our associations with previous sensations, we think it may be a mix of sandalwood, rose and lavender. So, this new mix that has been captured, is conjured up into a new thought and then stored in the B: drive. Every time we smell that mix, we will recognize the perfume the person is wearing.

Again, putting it in a table format ...

SENSE	smell – new scent
THINK	may be a mix of sandalwood rose lavender

Here we have an example of a new sensation, the smell of a new scent. We relate it to previously captured scents. Then we form the thought of the new mix, which we then store in our brain. This will then enable us, to recall the smell, of the new scent.

Last example ...

We take a bite of our “Sandwich”. We taste the tuna, the lettuce, tomato, the bread. Based on our recollection, we think, wow this sandwich is fresh ... see below ...

SENSE	taste – tuna taste – lettuce taste – tomato taste - bread
THINK	sandwich is fresh

Without the tastes, we could have never thought the sandwich was fresh,

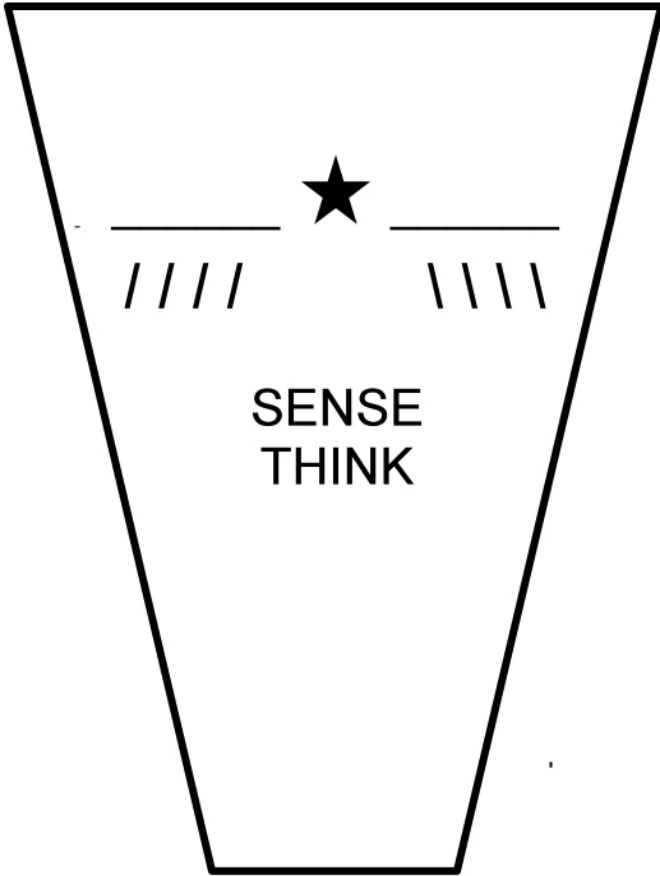
See what I mean ...

Sensations we capture, trigger the thoughts. They can jog memories and remind us of what thought was connected to a

specific sensation or alternatively, they can create a new thought for a new sensation.

So next time you look out a window, notice what you are seeing, then pay attention to what you are thinking.

SNAPSHOT



SENSATIONS
trigger
THOUGHTS

4 – THOUGHTS SET OFF FEELINGS

THE TALK

Thoughts then set off feelings. We've captured the senses. We've triggered the thoughts. Now the thoughts, get the feelings going.

Take the "Steak and Veggies" dish. We saw the smoky hot metal plate. We initially thought, "I better not touch the hot plate, so I don't get burnt". Then we accidentally touch the hot metal plate, and our thoughts change to "OMG, I just touched the hot plate". And then, we feel the pain.

The table would now look like this ...

SENSE	touch – rough textured wooden board hear – sizzle smell – aromas see & touch – smoky hot metal plate see – steak, onions, peppers, beans, mushrooms taste – sweet peppers & sharp onion
THINK	OMG, I just touched the hot plate
FEEL	pain

Acknowledging that we just touched the hot plate, is what set off the feeling of pain.

How do I know this ...

Imagine, you have a medical condition, and you cannot capture what your skin is sensing. Would the thought "OMG, I just touched the hot plate" dawn on you? Not likely. And would you feel the pain? Not likely. Remember senses trigger thoughts and thoughts set off the feelings.

Let's revisit the previous examples ...

Looking at the “Two People at the Bar”. We captured their arms are raised. We captured their hands are flying. We captured they are speaking a foreign language. We thought “they are arguing”. Now we start to feel frightened.

So, in a table format it would now look like this ...

SENSE	see – two people at a bar see – arms raised see – hands flying hear – foreign language
THINK	they are arguing
FEEL	frightened

We would have never felt frightened unless, we first thought the people were arguing.

And, what about the “Little Girl”. We captured her crying. We captured a lady wiping off the tears. We entertained a ton of thoughts. Now, we feel sad.

Looking at the table we’d see ...

SENSE	hear – little girl crying see – lady wiping off the tears
THINK	what made her upset? did she fall did someone say something mean was she bullied did she fail in school did her dad die
FEEL	sad

Here again, we first ran through a ton of thoughts, all of which set off the feeling sad.

Moving on to the “New Perfume”. We captured a new scent. We thought it may be a mix of sandalwood, rose and lavender. We now feel confident we got the mix right.

Your table looks like this ...

SENSE	smell – new scent
THINK	may be a mix of sandalwood rose lavender
FEEL	confident

Again, the feeling of confidence, could not have happened, without first thinking that the mix was a combination of sandalwood, rose and lavender.

And finally, there is the “Sandwich”. We captured all the tastes. We thought the sandwich is fresh. And now we are feeling happy ... see below ...

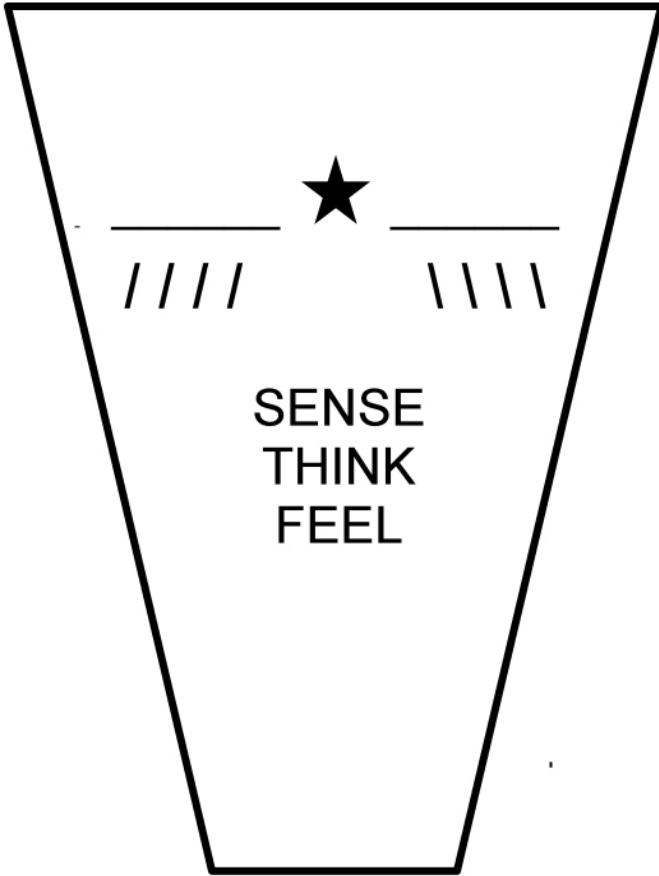
SENSE	taste – tuna taste – lettuce taste – tomato taste - bread
THINK	sandwich is fresh
FEEL	happy

Had we not thought the sandwich was fresh, would we be happy? Unlikely. It is the thought “the sandwich is fresh” that made us feel happy.

So again ... sensations trigger thoughts ... thoughts set off feelings. And ... most importantly ... the feelings are also stored somewhere in the B: drive.

So ... as you go about your day, pay attention to what you are sensing, thinking and feeling.

SNAPSHOT



THOUGHTS
set off
FEELINGS

5 – FEELINGS PAVE THE WAY FOR ATTITUDES

THE TALK

So, what happens after we set off the feelings. We attitudinize. Our way of thinking or feeling about something or someone kicks in. Once again, these attitudes are already stored in the B: drive.

Since we are familiar with the previous examples and their respective tables, where we see a breakdown of the information flow process, going forward I will keep the presentations brief.

We'll start with the "Steak and Veggies" dish. The pain has been felt. Now the attitude kicks in ... "I'm so ignorant. I should have paid more attention". See below ...

SENSE	touch – rough textured wooden board hear – sizzle smell – aromas see & touch – smoky hot metal plate see – steak, onions, peppers, beans, mushrooms taste – sweet peppers & sharp onion
THINK	OMG, I just touched the hot plate
FEEL	pain
ATTITUDINIZE	I'm so ignorant I should have paid more attention

Looking at the table above, we see that pain, is what paved the way for the attitude. Again, the attitude being, "I'm so ignorant, I should have paid more attention".

Moving on to the "Two People at the Bar" ... we sensed their arm and hand gestures, we captured the foreign language, we thought they are arguing, we felt frightened and now, from our perspective, we attitudinize that "a brawl is about to start". See the table that follows ...

SENSE	see – two people at a bar see – arms raised see – hands flying hear – foreign language
THINK	they are arguing
FEEL	frightened
ATTITUDINIZE	a brawl is about to start

Remember, attitudes are stored in the B: drive and associated with whatever we may be experiencing. In this case, based on what we have previously stored in the B: drive, we believe a brawl is about to start.

Let's revisit the "Crying Little Girl" ... looking at the table below ...

SENSE	hear – little girl crying see – lady wiping off the tears
THINK	what made her upset? did she fall did someone say something mean was she bullied did she fail in school did her dad die
FEEL	sad
ATTITUDINIZE	well at least her mom is taking care of her

Here, despite all the thoughts and the fact that we feel sad, our attitude believes the girl will be ok ... after all she is with her mom.

Now what about the "New Scent" ... again looking at the table below ...

SENSE	smell – new scent
THINK	may be a mix of sandalwood rose lavender
FEEL	confident
ATTITUDINIZE	yeah ... those are the main scents

Now that we established the sensory-thought association, we are feeling pretty confident and now our attitude “yeah ... those are the main scents” reflects that.

And last but not least ... the “Sandwich” ...

SENSE	taste – tuna taste – lettuce taste – tomato taste - bread
THINK	sandwich is fresh
FEEL	happy
ATTITUDINIZE	this is good food

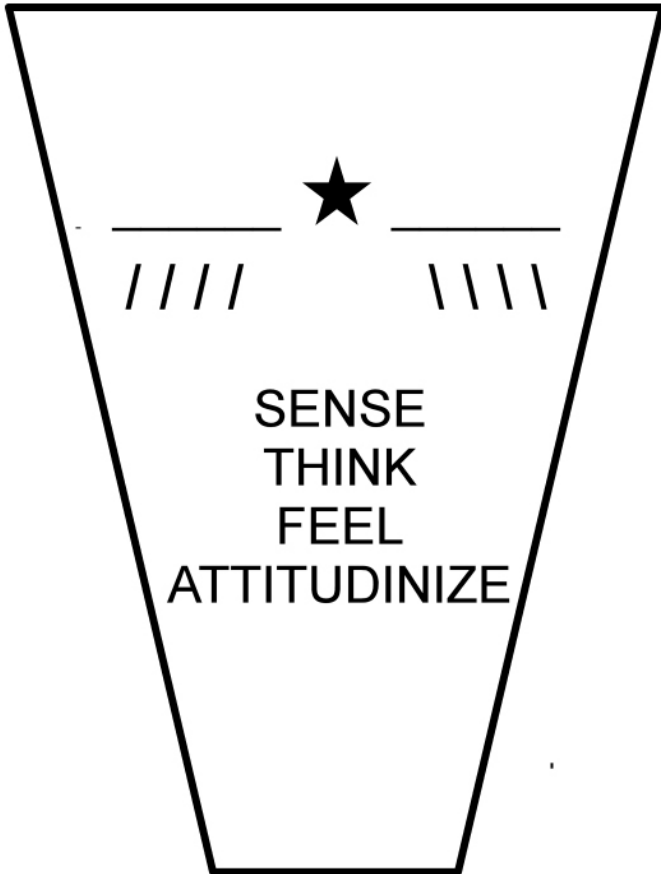
We’ve tasted the sandwich, we think it is fresh, we are feeling happy and a great attitude kicks in ... “this is good food”.

Remember, feelings always pave the way for attitudes.

So, to recap ... sensations trigger thoughts ... thoughts set off feelings ... feelings kick in the attitude.

Now for the next few days, I’d like you all to observe your attitudes.

SNAPSHOT



FEELINGS
pave the way for
ATTITUDES

6 – ATTITUDES DRIVE THE WILL

THE TALK

So, what comes after attitude. Will. Will is the force which lets us decide on and initiate action. And ... whatever we will, was previously stored in and is being recalled, from the B: drive.

We'll use the same examples, in their tabular formats, so we can keep track of the information flow process.

Starting with the “Steak and Veggies” dish. We captured the senses. It triggered the thought. We set off the feelings. Then we attitudinized. Right after the attitude, “I’m so ignorant. I should have paid more attention”, our will kicks in and we decide we need **to look for something cold**. See the table below. Will, has initiated that action ... the looking for something cold action ...

SENSE	touch – rough textured wooden board hear – sizzle smell – aromas see & touch – smoky hot metal plate see – steak, onions, peppers, beans, mushrooms taste – sweet peppers & sharp onion
THINK	OMG, I just touched the hot plate
FEEL	pain
ATTITUDINIZE	I’m so ignorant I should have paid more attention
WILL	look for something cold

Moving on to the “Two People at a Bar”. Here again we reached our attitude, which indicates, “a brawl is about to start”. So once again, our will kicks in, and says **let’s get out of here**. See the table that follows. Again, our will has started the action.

SENSE	see – two people at a bar see – arms raised see – hands flying hear – foreign language
THINK	they are arguing
FEEL	frightened
ATTITUDINIZE	a brawl is about to start
WILL	let's get out of here

In the “Little Girl’s case” ... our attitude was “well at least her mom is taking care of her” so we decide ... or better said we will ... **to go**. See below. We have not quite gone yet but the decision to go has been made. Will, has prompted the action.

SENSE	hear – little girl crying see – lady wiping off the tears
THINK	what made her upset? did she fall did someone say something mean was she bullied did she fail in school did her dad die
FEEL	sad
ATTITUDINIZE	well at least her mom is taking care of her
WILL	let's go

In the “New Scent” scene, our attitude is “yeah ... those are the main scents” and our will wants to **ask for the perfume name**. See the table below. Now to some of us, the attitude and will, may seem unrelated. However, that is the action, based on the associations coming from the B: drive, that the will, wants to take. Again, no two B: drives are exactly the same ... moving on

...

SENSE	smell – new scent
THINK	may be a mix of sandalwood rose lavender
FEEL	confident
ATTITUDINIZE	yeah ... those are the main scents
WILL	ask for the perfume name

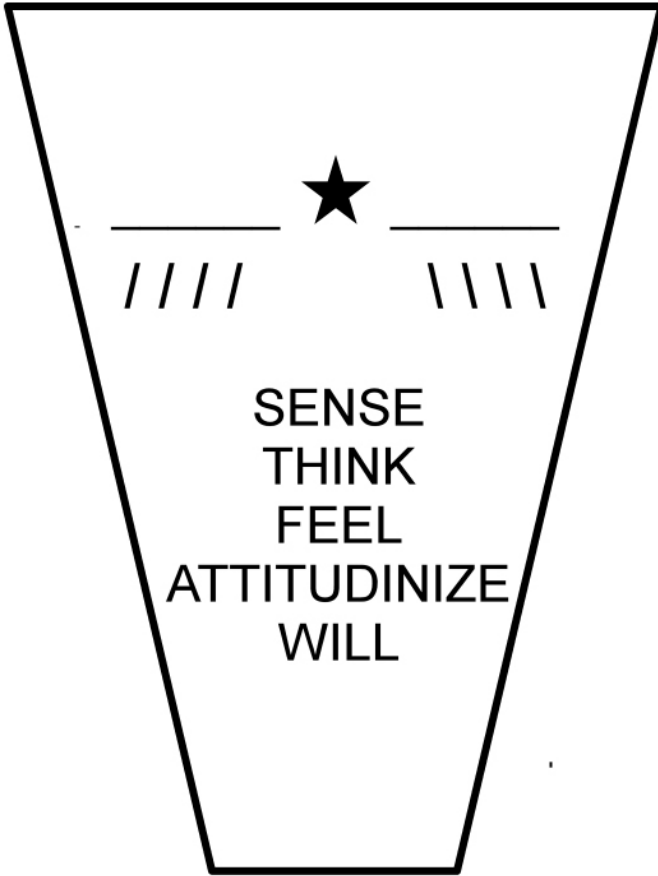
Now for the “Sandwich” ... we have a “this is a good food” attitude. And guess what ... the will, wants to **continue eating** ... see below ...

SENSE	taste – tuna taste – lettuce taste – tomato taste - bread
THINK	sandwich is fresh
FEEL	happy
ATTITUDINIZE	this is good food
WILL	continue eating

So again, will comes after the attitude. It decides on and initiates action. In this case to continue eating.

Will is extremely subtle. It often goes unnoticed. But if you are paying attention, you can still catch it, right before you act. See for yourself.

SNAPSHOT



ATTITUDES
drive the
WILL

7 – WILL GENERATES ACTION

THE TALK

So since will initiated the action ... after we will ... we then act. In other words, our will power has exerted its deliberate control for us to do something ... to take action ... to execute. Please remember that actions we usually take, are being recalled from the B: drive.

In the “Steak and Veggies” dish case ... see below ... we willed for something cold. Now we are taking action; we are **grabbing the ice that is in the glass**. Again, this action is being recalled from the B: drive.

SENSE	touch – rough textured wooden board hear – sizzle smell – aromas see & touch – smoky hot metal plate see – steak, onions, peppers, beans, mushrooms taste – sweet peppers & sharp onion
THINK	OMG, I just touched the hot plate
FEEL	pain
ATTITUDINIZE	I’m so ignorant I should have paid more attention
WILL	look for something cold
ACT	grab the ice in the glass

In the “Bar Story” ... see the table that follows ... our will said, “let’s get out of here”. Then we acted ... we **left the bar**. Notice how will initiates and action follows.

SENSE	see – two people at a bar see – arms raised see – hands flying hear – foreign language
THINK	they are arguing
FEEL	frightened
ATTITUDINIZE	a brawl is about to start
WILL	let's get out of here
ACT	leave the bar

Similarly, in the “Crying Little Girl’s” scene ... see below ... our will said, “let’s go” and the action to **walk away** followed. Here again we see how will started the action.

SENSE	hear – little girl crying see – lady wiping off the tears
THINK	what made her upset? did she fall did someone say something mean was she bullied did she fail in school did her dad die
FEEL	sad
ATTITUDINIZE	well at least her mom is taking care of her
WILL	let's go
ACT	walk away

Now... moving on to the “New Scent” case ... again see the table below ... our will wants us to “ask for the perfume name”. This is then followed by the actions, **listening and writing the name down**. As you can see will always precedes action.

SENSE	smell – new scent
THINK	may be a mix of sandalwood rose lavender
FEEL	confident
ATTITUDINIZE	yeah ... those are the main scents
WILL	ask for the perfume name
ACT	hear and write it down

And as for the “Sandwich” ... well ... after you willed to “continue eating” ... what else was there left to do, but to act, and **take another bite** ... see below ...

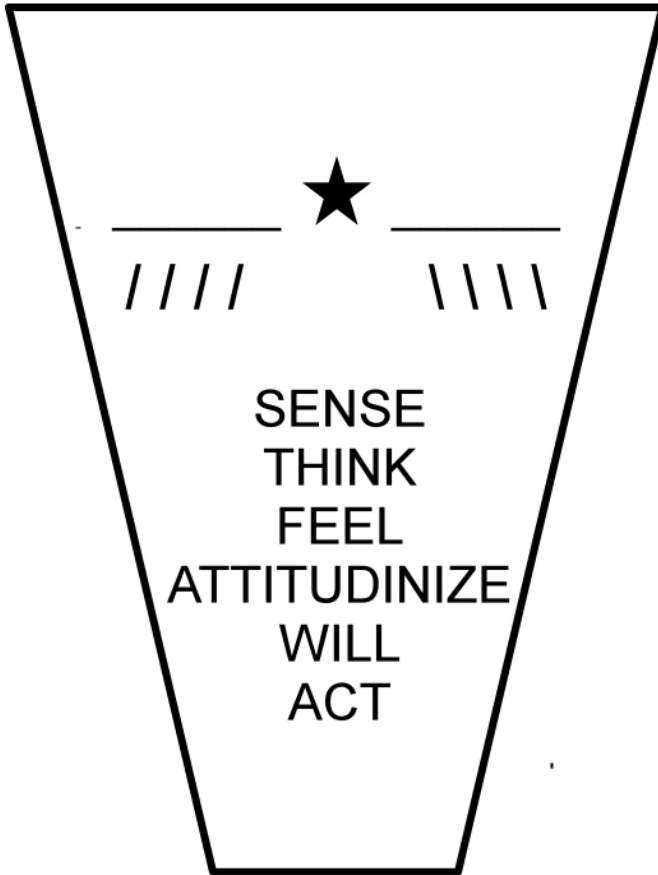
SENSE	taste – tuna taste – lettuce taste – tomato taste - bread
THINK	sandwich is fresh
FEEL	happy
ATTITUDINIZE	this is good food
WILL	continue eating
ACT	take another bite

To make it clear, will and action are interrelated. Will, however, always precedes the action.

So, in summary ... senses trigger thoughts ... thoughts set off feelings ... feelings kick in attitudes ... attitudes generate the will ... will starts the actions and finally we act; we execute. In an unscientific way, this is how the brain, B: drive, captures, stores and recalls information.

In the next chapter we will explore how the higher mind responds to the information and also, the impact that the higher mind can have on our actions.

SNAPSHOT



WILL
generates
ACTION
and
we execute

8 – OUR HIGHER MIND

THE TALK

In the introduction I asked you to “**stop ... look down at what you are thinking**”. This was just to show you how you can **turn on** your higher mind.

I’d now like to expand on that and say “**stop ... look down at what you are sensing, thinking, feeling, attitudinizing, willing and how you are acting**”.

Why? you may ask. Because I’d like to show you how the information stored in our B: drives can sometimes be misleading. How this information can every so often, lead us to draw the wrong conclusions. How this information can make us biased.

We may not always know all the facts. That is why it is crucial that you are aware of your higher mind. It will help you perceive the truth in any situation. It will free you from prejudice and error. You will always reach a better conclusion. And most likely, you will no longer be deceived.

To illustrate where and how the higher mind responds to the information flow process and the impact it can have on our actions, I have added a third column, to the tables of the previous examples we used. This column is entitled HIGHER MIND. Listed under this title, are the effects the higher mind would have during the information process.

We will start with the “Steak and Veggies” dish.

We captured all the sensations of the dish. According to our higher mind we captured the facts.

Then we accidentally touched the hot metal plate. We then entertained the thought “OMG, I just touched the hot plate”. This again, to our higher mind, appears as a straight up fact.

We then felt the pain. A consequence of touching the hot plate. To our higher mind, this is just another fact.

Then our attitude kicks in “I’m so ignorant. I should have paid more attention”. But our higher mind stops the information process flow with “I’m so ignorant” is demeaning; scrap it. And the truth is, do we really need to be that hard on ourselves? Can’t we be more forgiving? We accidentally touched the hot plate.

This is an example of how the information being processed can make us biased.

Then we will to “look for something cold”. Again, to our higher mind this is just a fact.

And finally, we act and “grab the ice in the glass”. Another fact concluded by our higher mind.

So, capturing it all in a table ... it would look like this ... see below ...

		HIGHER MIND
SENSE	touch – rough textured wooden board hear – sizzle smell – aromas see & touch – smoky hot metal plate see – steak, onions, peppers, beans, mushrooms taste – sweet peppers & sharp onion	facts
THINK	OMG, I just touched the hot plate	fact
FEEL	pain	fact
ATTITUDINIZE	I’m so ignorant I should have paid more attention	demeaning-scrap
WILL	look for something cold	fact
ACT	grab the ice in the glass	Fact

Now again, this is just an example showing the impact of a biased remark.

Let's look at the "Two People at a Bar" situation ...

We see two people at a bar, their arms raised, their hands flying and we hear they are speaking a foreign language. To the higher mind these are straight up facts.

Then we think "they are arguing". But since our higher mind is now "turned on", we don't make that assumption. The assumption comes from what we have previously captured and associated with those sensations. Our higher mind however, wants to know what they are really doing. So, it stops the information process, to ask the question. See the table below.

Then the bar tender explains that the people are from Italy and that they love to talk with their arms and hands. And guess what ... now that we know what they are doing ... we feel safe.

Our attitude then kicks in as we perceive the people are Italian.

Our will then wants us to stay, and we act, by ordering more drinks.

In this case we have obliterated the wrong conclusions drawn from the previous impressions stored in and recalled from our B: drive and reached the right conclusion by having our higher mind ask, "what are they doing?". We reached the truth of what is really going on. Do you see how the higher mind impacted our actions? Good ...

		HIGHER MIND
SENSE	see – two people at a bar see – arms raised see – hands flying hear – foreign language	facts
THINK	they are arguing	what are they doing?
FEEL	frightened	safe
ATTITUDINIZE	a brawl is about to start	they are Italian
WILL	let's get out of here	we can stay
ACT	leave the bar	order more drinks

Moving on to the “Little Girl Crying” event ...

We hear a little girl crying and we see a lady wiping off the tears. To our higher mind those are the facts.

Then a ton of thoughts, associated with the crying impressions we have stored in the B: drive, are recalled. Again, to the higher mind those are the facts.

We feel sad. A consequence of what we are witnessing and to the higher mind it is just another fact.

Then we attitudinize “well at least her mom is taking care of her”. Our higher mind however stops our information process from moving forward ... it wants to know if this is really her mom. See the table below.

It then wills to inquire.

We then ask the lady if the little girl is ok. The lady then shares that the little girl is crying because she has lost her mom and brother.

Again, by disconnecting the associated and previously stored assumption of what we are experiencing from the B: drive, we are able to get to the facts of what really is going on. In this case the little girl is crying because she lost her mom and her brother.

		HIGHER MIND
SENSE	hear – little girl crying see – lady wiping off the tears	facts
THINK	what made her upset? did she fall did someone say something mean was she bullied did she fail in school did her dad die	facts
FEEL	sad	fact
ATTITUDINIZE	well at least her mom is taking care of her	is it her mom?
WILL	let's go	to inquire
ACT	walk away	ask & listen to response

Now let's look at the "New Scent" case ...

We smelled the new scent. To our higher mind that is a fact.

We thought it "may be a mix of sandalwood, rose and lavender". The higher mind now starts to question "are those really the facts?" See the table below ... But because we have only entertained a possibility it does not stop the information flow process.

We then feel confident. Our higher mind questions our feeling of confidence but again it does not stop the information process.

Then we reach the attitude "yeah ... those are the main scents" and our higher mind says not so fast ... it asks "are they really the main scents?" and ... it stops the information flow process. The higher mind does not want to entertain a false sense of confidence. It wants to know what the main scents are.

So, it decides to inquire about the ingredients. Reminder this is the will that is initiating the action. See the table below.

It then asks and listens ... it finds out that the main ingredients are sandalwood, rose and cinnamon. A slight difference to the sandalwood, rose and lavender.

Our higher mind does not jump the gun on anything. It likes to be free of error.

		HIGHER MIND
SENSE	smell – new scent	fact
THINK	may be a mix of sandalwood rose lavender	are those really the facts?
FEEL	confident	should we be feeling confident?
ATTITUDINIZE	yeah ... those are the main scents	are they really the main scents?
WILL	ask for the perfume name	to inquire about ingredients
ACT	hear and write it down	asks & listens to response

And finally, we reach the “Sandwich” ...

We tasted the tuna, the lettuce, the tomato, the bread. Our higher mind acknowledges the facts.

As a result, we thought the sandwich was fresh. Our higher mind confirms the fact.

We felt happy. Our higher mind had no objection to that ... it was another fact.

We attitudinized “this is good food”. To our higher mind it’s just another fact.

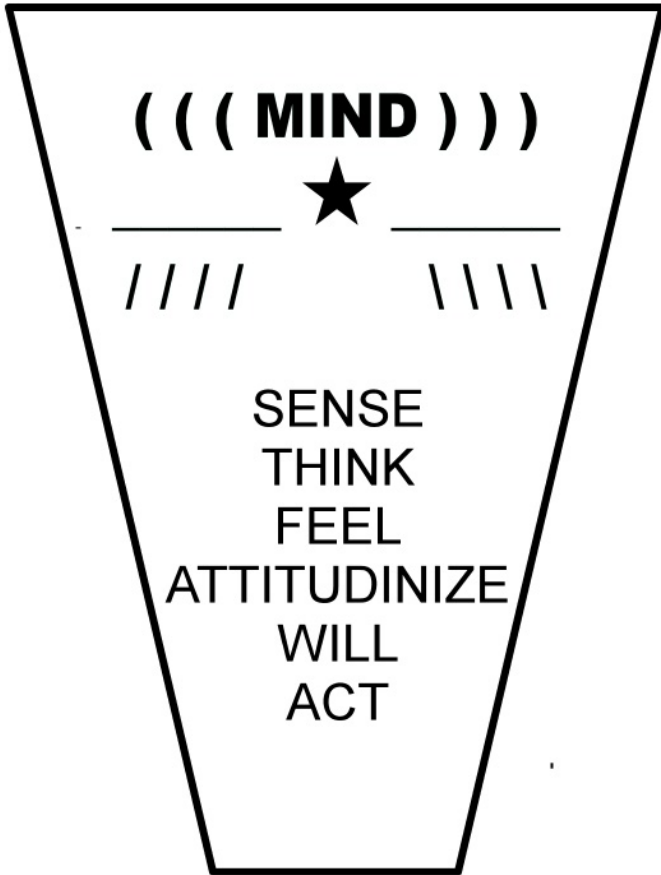
We willed to continue eating and we acted by taking another bite. To our higher mind this is fact & fact.

The whole information process is facts ... see below ... Our higher mind is satisfied.

		HIGHER MIND
SENSE	taste – tuna taste – lettuce taste – tomato taste - bread	facts
THINK	sandwich is fresh	fact
FEEL	happy	fact
ATTITUDINIZE	this is good food	fact
WILL	continue eating	fact
ACT	you take another bite	fact

So again, our higher mind is there so we can perceive the truth ... free of prejudice ... free of error. It is simply there to get the facts ... draw the right conclusion ... so that nothing can deceive us.

SNAPSHOT



TAP
into your
HIGHER MIND

9 – OUR HIGHER MIND TO THE EXTREME

THE TALK

Before I let you go, I'd like to share an extreme example of how the higher mind can impact your actions.

Imagine you are working as a Customer Service Representative at a call center. You have an irate customer on the line. They are cussing ... they are yelling ... telling you that you don't get it ... they have called many times before about the same issue ... no one gives a damn ... etc. ... you get the drift ...

So you, as a Rep, start pulling every ugly thought associated with this behavior from your brain, the B; drive. You think this person is stubborn ... they are not listening ... they are insulting ... they have no respect ... and on ... and on ...

You then start to feel angry.

You cop an attitude "I don't have to take this crap".

Your will decides it is not going to listen and then you act ... you place the caller on mute and tell the colleague sitting next to you, that you have a real jerk on the line.

Your table would look like this ...

SENSE	hear – all the negativity from the customer
THINK	pull every ugly thought
FEEL	angry
ATTITUDINIZE	I don't have to take this crap
WILL	decide you are not going to listen
ACT	place the caller on mute and tell your colleague you have a real jerk on the line

Now let's look at the same scenario when we have tapped into our higher mind.

We would sense all the negativity we are hearing from the caller. And our higher mind would confirm the fact.

But right there ... right after sensing the negativity ... our higher mind would stop the information process.

It would acknowledge or better said think ... the caller is upset. It would feel compassion.

It would attitudinize that it needs to get an understanding.

It would will, to sit in silence, until the caller finishes.

Then it would act and say, "I can see why you are so upset".

See the table below ...

		HIGHER MIND
SENSE	hear – all the negativity from the customer	facts
THINK	pull every ugly thought	caller is upset
FEEL	angry	compassion
ATTITUDINIZE	I don't have to take this crap	get an understanding
WILL	decide you are not going to listen	sit in silence till they finish
ACT	place the caller on mute and tell your colleague you have a real jerk on the line	say – I can see why you are so upset

Did our higher mind agree with the caller? No. It merely acknowledged the callers state of mind. Our higher mind just kept us calm throughout the whole process.

I call this Stepping Away from your Body ... and guess what ... I leave you with that.

I trust you have enjoyed Tapping into your Higher Mind. Till next time.

ABOUT THE AUTHOR



WdLL a.k.a. Wanda de Liefde-Lyons is respected as one of the most tenacious and effective Customer Service leaders one can have.

Born in London, England she came to the US in 1994. Over the decades, via her coaching at Select Portfolio Servicing, EverHome Mortgage and Bank of America to name a few, she contributed pioneering ways to generate greater awareness of the strength of mind, emotional restraint and willpower one can execute, when facing difficult people and dealing with deficient work environments.

"focus on results and work backwards from there, the bottom line takes care of itself" she'd say.

Her books, which are unique and entertaining, introduce associates to the habits of exceptional performers.

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NOTES