

Chapter Two

Latent Thoughts Manifest

A man's life is what his thoughts make of it.

—MARCUS AURELIUS

Your subconscious mind cannot reason. It reacts. It is your task to imprint whatever you wish upon it. If you refuse doing that, your daily thoughts will, and the result may be unpredictable. Most people are not aware of the fact that if they remain oblivious of their latent thoughts, the content of those thoughts manifests in one way or the other, especially when thoughts are nourished by strong emotions.

For example, if you have the habit to condemn people because they are richer than you, or because they own a certain car that you always wished to have, you are *implicitly condemning the money* these people have and that you don't. In such a moment your condemning the very thing you want leads to

repelling that thing. It's like you are using the law of attraction negatively, thereby attracting the opposite of what you want.

You want to use the law of attraction wisely in order to attract all those things that you desire. But when you condemn, you act

Our thoughts are fertile. They are seeds. We shall reap what we sow.

against attraction because your subconscious mind cannot reason. It will dutifully carry out what you have imprinted upon it. What have you imprinted?

You have imprinted 'I do not like money. I hate money. It corrupts people. Only a corrupt person can have the money to buy such a car.'

As a result your subconscious mind will try its best to not attract more money into your life, and you will encounter failure.

Now let me give you a positive example. Dr. C. always wanted to be a natural healer. Yet when he started his medical career, he was encountering an outspoken resistance against his ideas. He did not hesitate to criticize the medical vocational training that emphasizes the prescription of drugs over softer

and less stressful healing procedures. But he did not react counter to the spurious comments of other doctors, nor did he give up. He persevered. Eventually he published his first book and his colleagues argued it would surely not find readers, as they were convinced that only drug-based medicine was effective and scientifically sound.

But despite their infighting, Dr. C. published his book successfully and for the first time made some money on top of his salary as a hospital surgeon. He believed in the power of his subconscious mind. He constantly imprinted on his inner mind his conviction that he is to succeed because he fights for the right cause, the cause of natural healing, which learns from nature instead of trying to

be smarter than nature. He also found that his patients were responsive to his ideas as he uttered them in a manner to

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propose an *alternative*, not in a manner to make a dogma of his conviction. By so doing, he empowered the patient to choose. Choosing is something intrinsically human. *We always choose.* And when we have a choice, we feel empowered.

After publishing a few more books, Dr. C. could retire from his hospital job and open his private practice as a natural healer. He spent much more time now with writing more books and all his books became worldwide successes and were translated into many languages.

After some more years, he was interviewed by a newspaper asking what he considered to be the secret of his success; he simply answered:

—I knew that I was fighting for the right cause, the cause that empowers the patient and at the same time the right cause because nature cannot be wrong.

Upon the question if he did not suffer from feelings of retaliation against his aggressive colleagues who tried to discredit him, he very calmly replied—quoted from memory:

When you know inside of you that you are right and others are wrong, because you are using a form of knowledge they refuse to learn, then you can actually only pity them, you can't be angry in that moment. And you also know that later on, a few years down the road, they will change their mind because they have learnt something new. This is so because an idea whose time has come cannot be unthought. In other words, truth will always gain the overhand over ignorance. The

question is only how long it will take. It could have taken more than one life, but probably my inner passion about it all was so strong that it happened faster, so fast actually that today I can enjoy the fame and the rewards, and many people inside the medical establishment now have openly declared their heart-felt association with my cause. As a result, medical science has become wiser, more effective and more human, and it produces lesser side effects than before.

What can we learn from Dr. C.'s success story? It shows us that latent thoughts really do manifest in the material world. This is true especially when these thoughts are recurring and nourished by a constant will and intention to bring about a personal success while at the same time serving the world. Also, on the emotional level, it is important that these thoughts are nourished by positive, outgoing and passionate emotions; and here it's very important to realize that what we see in the lives of people who are not on the road of success is that they also nourish their recurrent thoughts (of failure) with emotions, but these emotions are negative and destructive. They are emotions that are impregnated by feelings of inadequacy, jealousy, depression or even hatred, emotions that are upside-down so to speak. In many

cases, we see that people who moil and toil, as busy as they may be for succeeding on a daily basis, are focusing on their lack, and their want, thereby bringing about more lack and more want. Then, when success does not come along their way, they tend to argue: 'I knew it in advance. I felt it from the start that this project will be a failure once again!'

Self-righteousness, while cherished by some religions or religious movements, is not actually an emotion that is conducive to success. All the great people were and are basically humble, and basically non-judgmental. They do not foster the belief that they are more deserving of success than others around them, or others whom they know have succeeded in their lives.

With the subject of latent thoughts we enter the the important values of self-esteem, self-worth, and self-confidence. Why are the latent thoughts of a self-confident person more positive than those of a person who is insecure? This has to do with the psychological insight into the fact of *compensation*. Our psyche, more precisely our subconscious mind, always seeks balance and tries to compensate for any imbalance in our mind. Hence when you feel insecure or inadequate, you will try to compensate for those

feelings of insecurity or inadequacy by pretending in relationships to be ‘on top of everything,’ to be ‘in control,’ and to ‘know better’ than most other people.

In fact, people do not perceive your true value by what you verbally affirm, if their intuition tells them differently.

To stay with our example, a self-righteous person may be perceived by others as a ‘pretender’ or a person who tries to dominate others by a ‘superior’ attitude. This prevents the building of deep trust in relationships

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with that person, and that can be a *handicap* if support and cooperation are needed for succeeding—which is more often than not the case in life. Hence, if you were that person, you could avoid the trap of compensation by building awareness of your feelings of insecurity (inadequacy) and instead of pretending to be ‘on top,’ reveal this fact to others in a simple and humble manner: others will then recognize your good intention and become supportive.

In many self-help books, it's written that you need to change your thoughts in order to change your life. That is basically true but how to change your thoughts from negative to positive if your overall feelings about *yourself* are negative? In other words, if you foster negative emotions, it is inevitable that these destructive emotions negatively affect your way of thinking and feeling about yourself.

Thus the crucial question is not primarily about changing your thoughts but *how you feel about yourself!* What do you think: is it easy to change the way you feel about yourself? No. What about thinking about others? Is it easier to change that? Yes. Strangely, it is easier to start thinking about others in more positive terms, and once you achieve progress here—then apply this positive thinking also for the relationship with yourself!

Let me give an example. Linda B. was known in her workplace as a person who had a tendency to fault-find all her colleagues for not being up to the task. One day, she went to the company psychologist, complaining of strong and recurring migraines every time she was at work. As they were talking, Linda admitted that she often felt not up to the task, being afraid to one day being found out for

underperformance. The psychologist was astonished as she knew from others in the team that it was Linda B. who was the most outspoken for the underperformance of others around her. Confronted with the truth of how she came over to others, Linda realized what a burden she had on her shoulders, feeling responsible for all the members of the crew, while on the other hand not able to feel secure about her own performance.

From the day of this insight, the migraines vanished and Linda began to more closely observe her colleagues. She found after a while

that each of them had not only their personal weaknesses but also very *specific strengths and positive qualities*, some of which Linda herself did not possess.

Once Linda was able to see the positive and unique in each and every of her male and female colleagues, she made the further discovery that she began to focus herself more on her positive qualities and strengths rather than her weaknesses. This change in focus in turn changed the emotions that

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were accompanying her thoughts. While before that personal change, she had felt predominantly negative emotions about herself, her new positive focus upon herself triggered emotions of security, strength, adequacy, and self-confidence, coupled with a strong intention to bring about more of those uplifting feelings. As the feelings changed, the thoughts changed; as the thoughts changed, Linda's personal self-talk changed from negative to positive. She had to do that because what she was giving out mentally, she was inevitably bound to get back.

Linda eventually realized that her inner monologues were highly destructive. The inner changes she was able to bring about were soon triggering changes in her material life and circumstances. She was promoted to a higher responsibility and a better salary, and was eventually assigned to being team leader.

Q & A Session

Q. What are your latent thoughts? In which way are they creative?

A. You have learnt in the first chapter that our thoughts are creative, that they are material vibrations and have a direct impact on our world. They are actually

shaping our entire life experience. Thus they are the causes in your life and what you see around you, that outside reality and the people there, and the circumstances you encounter, all these are effects. Always behold that the cause of life is within you, for as a human being, you are a co-creator of the universe! This is the intrinsic power you have—use it wisely!

Q. Have you experienced the creativity of your latent thoughts in positive or rather in negative ways—if so, remember at least one incident.

A. Please provide yourself the answer.

Q. What can we learn from Dr. C.'s success story? Was he an especially willful and obstinate person? Was he so much smarter than all the others, or was he just lucky? Did he have better social connections than other medical doctors? What was the reason of his success?

A. You will remember that he was pretty much an ordinary doctor. I did not relate in the story if he was a genius or not, but I think he is not. He is a smart man, as you are smart in your own way but he was not a person with a track record. In addition, he was an immigrant in the country where he succeeded. He had come to that country after he got his doctor degree in India. So we cannot say that he was a privileged person. And yet, you remember the other part of the story: he did succeed very

well and made a lot of money on top of it, but he did not strictly do what he did for the money. He did it for the cause he defends, the cause of alternative medicine, and he did it because he's a passionate person, somebody you can rely upon, somebody who is firm and stout, and enduring. He's a man Napoleon Hill would probably have included in his book had he lived closer to our current time. The most important to remember about Dr. C. is that he is *believing in himself* and in the cause he defends.

Q. What is needed so that your *recurring latent thoughts* manifest in the material world?

A. This was a trap question, are you aware of it? Your latent thoughts manifest anyway as they are *recurring*. All recurring thoughts manifest in our lives, the question is only *how!* Thus we are responsible for the way they create reality, for it's not only *our reality* we create, as this reality also affects other people! That means we are actually not free to just do what we want, and foster destructive thoughts, for they will contribute to the negative reality not only of ourselves, but also of other people!

Q. How do emotions impact upon our thoughts? Are we positive or negative thinkers by nature, or by conditioning—what do you think?

A. I will not provide an answer here for the question could be answered in both ways; but I tend to believe myself that we are *naturally positive* thinkers and that we turn negative through early abuse. (Of course, you may think differently about it).

Q. Is the quality of our thoughts perhaps the result of the emotions that accompany them? Have you observed how bad feelings about yourself trigger negative thoughts and responses to events?

A. I do not want to make a generalization here, but for me personally, I have well observed that when I am constantly nagging myself, when I am discontent with myself, I tend to have negative views about the world and other people, too.

Q. What is the value, if any, of self-righteousness. What is more conducive for success than feeling superior over others? How would you name this quality in one simple word?

A. I would think we should call it 'feeling adequate.' In transactional analysis, this is called in a slogan 'I am okay, you are okay.' What you agree with that? Behold, do not confuse righteousness and self-righteousness. As the Bible talks often times about righteousness, I think I should elucidate this point. Righteousness is a good quality. It is the conscious intent to do what is right, to engage in right action, to do things at the right time, in

the right way and for the right people. But self-righteousness is a different matter altogether; it means I am feeling superior over you because I believe that only I have the power and the ability to be righteous, not you. This is a negative quality, and it has brought much destruction in the world and much human suffering. Adolf Hitler was self-righteous, he believed he had the only truth and that all other people were misguided and had to be 'instructed' to know the truth. And what a destroyer was this man, what a destroyer of people, of culture, and of civilization!

Q. What are the values of self-esteem, self-worth, and self-confidence?

A. I think they can be summarized in what I already mentioned: *feeling adequate*. When you feel that you are okay and that others are okay, when you feel you are adequate, you naturally have high self-esteem and self-worth, and you are believing in yourself, thus you have self-confidence.

Q. How do the people around you essentially perceive your value as a person? Is it that you need to affirm yourself by promoting yourself?

A. Have you observed when at a party somebody talks for long periods of time and lets the others listen? What do you think other party members will think about that person? Will they not think that he or she wants to

be in the center of attention, believes that he or she has more to say, and more important things to say than everybody else? And will they think that the person has a high value? I believe it's quite the contrary; when somebody is perceived to be self-centered, that person will be considered as lower in value as a person who is more balanced and gives others an equal opportunity for voicing themselves.

Q. What is the problem with verbally describing your qualities to others? Is it needed at all?

A. I believe that we better do not point out our qualities to others, except perhaps in a job interview but even there, it should be done with caution. We all know that we silently perceive the qualities of a person intuitively, and the more the person herself puts the stress upon *self-expression*, that person is perceived as pursuing a course of *self-glorification*. Let others find out by themselves what value you have as a person. Don't bother about it; when you are relaxed about it, you will see that nothing is needed for self-promotion. When you are honest and you respect others, you will be respected and people will find out your value.

Q. How would you describe the behavior and relationship pattern Linda B. was suffering from?

A. Please give yourself the answer.

Q. How did she eventually get it right, transforming her life after a serious talk with the company psychologist?

A. Please provide yourself the answer.
