

# 'To Your Success'

Issue 6 – May, 2004



## GROWING INTO SUCCESS

T R A I N I N G

Our Mission:

*To help you harness the incredible power of your mind so you can actually achieve everything important to you and realize your full potential.*

*"What lies behind us and what lies before us are tiny matters compared to what lies within us." ----- Oliver Wendell Holmes*

**The 'Triple Effect' factor!** ... Is this term familiar? If not, keep reading because you'll probably recognize it as something you've already experienced. It affects everyone's life including yours, so take a few seconds to reflect back and privately answer each question from the following 4 scenarios.

**Scenario 1** ... Have you ever been in an important relationship (romantic, family, friendship, business) and done something special and meaningful for the other person?

Was there a resulting consequence, such as them expressing (or you sensing) their appreciation and gratitude?

How did you feel as a result?

**Scenario 2** ... Have you ever been in an important relationship (as above) and broken a promise ... or said something cruel in a moment of anger?

Was there a resulting consequence, such as them expressing (or you sensing) their disappointment, frustration or pain?

How did you feel as a result?

**Scenario 3** ... Have you ever been involved in an assignment or project where you really put yourself into it, gave it your best effort, and successfully completed it on or ahead of schedule?

Was there a resulting consequence, such as recognition, tangible reward, or increased respect from others?

How did you feel as a result?

**Scenario 4** ... Have you ever been involved in an assignment or project as above and not successfully completed it on schedule because you either procrastinated or just didn't put out enough effort?

Was there a resulting consequence, such as disciplinary action, lack of tangible reward, increased future workload, or loss of respect from others?

How did you feel as a result?

If you can relate to any or all of the above scenarios, their consequences and accompanying feelings then you have experienced the 'Triple Effect' factor, and are consciously aware of at least two of the three effects.

**What is the 'Triple Effect' factor?** ... Very simply, it's a critical ingredient in the formula that determines how we become who we are and how we get what we get.

The Mental Laws of Nature explain this very clearly but unfortunately most of us haven't yet learned about these laws and so we blunder along from day to day completely unaware of how they're affecting us. Inevitably then, we frequently suffer resulting negative consequences and wonder with frustration why our life isn't working the way we want it too.

To help clarify how this Triple Effect factor affects how YOU become who you are and get what you get, let's look a little closer at these 4 scenarios and observe how each and every one of your actions or inactions has not one, not two, but THREE resulting effects.

**First Effect:** The First Effect is obvious; it's the direct affect your action or inaction had on you or others involved, as follows.

**Scenario 1** ... When you did something special or meaningful for the other person, the First Effect was that it *caused them to feel happy, important, valued, and liked or loved.*

**Scenario 2** ... When you broke a promise or said something cruel, the First Effect was very different, it *caused them to feel sad, disappointed, hurt, or even angry.*

**Scenario 3** ... When you successfully completed the assignment or project, your actions and efforts produced positive results ... leading to a First Effect of *you receiving tangible or intangible, immediate or future rewards.*

**Scenario 4** ... When you didn't successfully complete the assignment or work project, your inaction or limited effort produced negative results ... leading to a First Effect of *either penalties, or lack of tangible or intangible, immediate or future rewards for you.*

In other words, what you did or did not do produced almost immediately identifiable results or consequences, or First Effects, which were relatively easy to detect.

The Second Effect of your action or inaction is not quite as obvious but still fairly immediate ... it's how it directly affects you.

The Third Effect however is even less obvious and seldom consciously understood ... it's the 'Affect It Has On Who You Become'.

We'll discuss these two effects in just a moment.

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**What's happening at Growing Into Success Training** ... As mentioned previously, for a few months now we've been providing a series of monthly articles for the Chilliwack Chamber of Commerce newsletter, which is published in The Chilliwack Progress newspaper. We mention this because at this time it's a free service we offer.

If you are involved with a company, association or organization that has a monthly or quarterly journal or newsletter, we can regularly provide articles of interest on topics such as Exceptional Customer Service, Life

Success and Achievement, and Personal and Professional Development ... FREE OF CHARGE. Just contact us at [gist@shaw.ca](mailto:gist@shaw.ca) and tell us a little about your publication, its focus and audience, and how frequently you would require articles.

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*"If the average person realized the power he wields over his life and destiny, he would live in a perpetual state of wonder and thanksgiving." ----- Earl Nightingale*

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**More of what's happening at Growing Into Success Training** ... Later this month we will once again present on each Thursday morning for 5 consecutive weeks, our core and most important program, **The Masters Series** ... a 15 hour Workshop beginning May 20 in Abbotsford.

The Masters Series clearly explains those Mental Laws of Nature we talked about earlier and provides practical methods and processes for applying them in a positive way so that you can achieve all those things in life that are important to you.

This workshop is casual yet intense, interactive yet private ... it offers insights that stimulate positive choices, and provides practical tools that can help you build the future you choose.

The Masters Series does not focus on the past, but rather explains how the things you are presently experiencing have come about. Then, it gently shifts your focus to the present ... where you get to play a major role in creating the future you want. Never is any participant required or asked to share anything they don't wish to with anyone else.

As an added bonus, you'll receive an invaluable support tool ... a binder with full program notes and exercises for continued learning, practice and review.

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*"Destiny is not a matter of chance; it is a matter of choice. It is not a thing to be waited for; it is a thing to be achieved." ----- Jeremy Kitson*

**Second and Third Effects:** Now, back to where we left off with the 'Triple Effect' factor ... specifically the Second and Third Effects, which are the affects on you.

**Scenario 1** ... By doing something that helped someone else feel happy, important, valued and liked or loved, you in turn likely experienced the Second Effect, *feelings such as warmth or satisfaction*.

What you may not have been aware of however was that this in turn led to a Third Effect, which was ... it added positively to all of the previous evidence that you've subconsciously filed away that *determines 'the way you see yourself' and 'who you are as a person'*.

**Scenario 2** ... By doing something that caused someone to feel sad, disappointed, hurt or angry, you in turn may have experienced the Second Effect as a wide variety of very different feelings than in the first scenario. You may have *immediately felt regret and shame ... or for a brief moment vindictive satisfaction, possibly followed by defensiveness and justification ... secretly followed later by the inevitable regret and shame*.

This also led to a Third Effect ... it added in a negative way to all of the previous evidence you've filed away that *determines 'the way you see yourself' and 'who you are as a person'*.

**Scenario 3** ... By really getting into it, doing your best and making an assignment or project happen

successfully and on time, you probably experienced the Second Effect as *feelings such as pride, accomplishment or satisfaction*.

This again led to a Third Effect ... it added positively to your growing stockpile of evidence that *determines 'the way you see yourself' and 'who you are as a person'*.

**Scenario 4** ... By not really making enough effort and doing your best, and consequently failing to complete the assignment or project successfully and on time, you may have experienced the Second Effect as *feelings of guilt, regret or embarrassment*.

And once more there was a Third Effect... it added negatively to your storehouse of evidence, built up over years, *that determines 'the way you see yourself' and 'who you are as a person'*.

**Soooo?** ... So, the 'Triple Effect' factor points to the obvious conclusion that EVERYTHING COUNTS in either a positive or negative way ... nothing is neutral!

**Which means?** ... Everything you or I have ever said or done has played a part in 'who we have become' and every single thing we say or do from now on is important to 'who we will become' ... because each of our actions has these three consequences:

- 1) The direct consequence, or First Effect, which impacts others or us.
- 2) The indirect consequence, or Second Effect, which is what we experience as a result of the First Effect.
- 3) The hidden consequence, or Third Effect, which eventually determines how we really feel about ourselves after everyone's gone home and the lights are out.

**How does this happen?** ... Due to the accumulation of layer upon layer of evidence, our subconscious mind creates an image of who we are, and we accept this image as truth ... after all, there's lots of evidence to support it. This leads to increasingly stronger and deeper feelings, positive or negative, regarding our abilities, capabilities and worth or value.

Not surprisingly, this in turn determines what we believe we are capable of doing or being ... and our beliefs always directly impact our abilities to perform and achieve.

*"We perform not to the level of our potential or ability, but of our beliefs." ---- Brian Tracy*

**A final thought** ... To a very large degree we can determine, through the action we take today, the results and life situations we are likely to experience in the future. We can actually begin to put in place a positive, supportive, personal belief system. We can do this by deliberately choosing words and actions that cause "Triple Effects" consistent with building a strong, deeply confident and capable us. We can begin now. Remember ... everything counts.

*"We are spinning our own fates, good or evil, and never to be undone. Every smallest stroke of virtue or of vice leaves its never so little scar." ----- William James*

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**Recommended Reading** ... *Seven Secrets to Profit from Adversity* ... by Joe Roberts, also known as the Skid Row CEO. In case you're not already familiar with his story, Joe spent several years of his youth as a homeless person addicted to cocaine and heroin, living under the Georgia Viaduct and on the city streets of Vancouver, BC. His life of poverty and despair resulted from an extremely negative belief system built up over years.

But Joe turned his life around by working on changing his belief system. He entered detox, straightened out, went back to school and is now a very successful business owner (Mindware Design Communications) in Vancouver.

Joe's story is really about the power of our inner beliefs and our ability to change them.

*“Joe Roberts’ inspiring story is one of determination, courage and overcoming adversity that reminds us of the power of believing that anything is possible. It is a testament to the strength of the human spirit and what you can achieve when you set your mind to it.”*

----- Rick Hansen ... *Canada’s Man in Motion*

*“Books are easy to find and easy to buy. A paperback these days only costs a few dollars. You can borrow that from your kids!” ----- Jim Rohn*

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**Masters Series Tip** ... Create a picture in your mind of the ideal person you would one day like to be ... that person with all of the integrity, confidence and capabilities you desire ... and beginning today, think and behave as if that's who you already are.

To Your Success,

Reg Neufeld and Peggy Allen

Growing Into Success Training

[www.growingintosuccesstraining.com](http://www.growingintosuccesstraining.com)

Our intent for this FREE newsletter is that it be brief, informal and include articles, tips or suggestions to help you achieve the life success you desire ... and for each one to be of real value to you. Also included are dates, times and locations of some of our upcoming programs. (Complete Calendar of Events on our website)

If you know someone else who would benefit from receiving 'To Your Success', just have them drop us a line or subscribe from our website. Should you however not wish to receive it, just hit Reply on your Toolbar ... type UNSUBSCRIBE in the subject box ... and we will take you off the list immediately.