

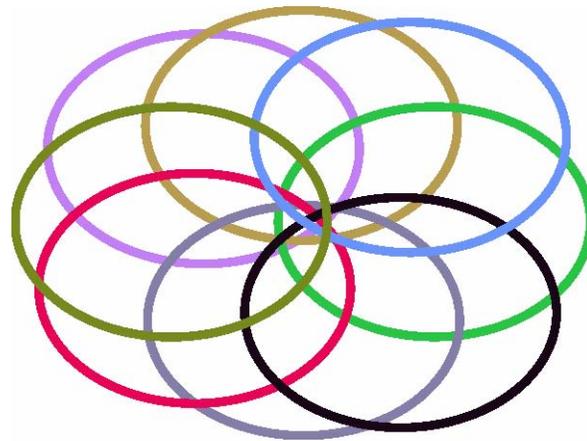
# I CAN DO THIS

## PERSONAL ACHIEVEMENT WORKSHOP

Helping Offenders Have The Strength To Not Re-Offend

Seven week course

Helping you learn how to be all that you can be,  
by applying principles that are incredibly simple!



Each of the parts of life are inter related. You cannot separate this interaction. Everything we do in one part of our life has a far-reaching effect on all the other parts of our life. Therefore, learning to do one thing well will help us do everything well.

**Presented by Cordell Vail**  
Editing and Updating by Kenneth Teglia

These seven lessons are based on the “*My Turn To Win: Secrets Of Excellence*” Personal Achievement Workshops.

# Lesson 5

## The Power of VISUALIZATION: Learning how to dream

### *Vivid Sensory Visualization - The Power to Create Ambition!*

#### **CAN YOU TEACH AMBITION?**

I have said for years that the one thing that I could not teach a person was ambition. Through my intense study of goal setting of late, I have discovered that I was wrong. You can teach ambition. It can be learned. It is an acquirable skill not an inborn trait as I had supposed. I have found a system that can actually teach a person that golden key to success in life - ambition. It is not easy to learn ambition, but I now see it is possible.

#### **SIGNS OF LACK OF AMBITION**

All of us have some form of lack of ambition from time to time. When the lack of ambition strikes, we are normally very discouraged and filled with fear. We do not like change. We have found a comfort zone in life that is the course of least resistance. We find our self saying things like, "I keep going to my job every day, even if I hate it." "Don't take risks." "Just make it until Friday and next week may be better." "If it is hard to do, put it off." "It will be easier to do if I wait." "I am not going to try things that are new; it will just complicate things in my life." "I am tired and want to go sleep." Does any of this sound familiar?

#### **VIVID SENSORY VISUALIZATION:**

We all sit many times a day in a state of deep thought. It is a very normal thing to do. We often call this mediation, day dreaming, or fanaticizing. Some even call itself hypnotism. I call it vivid sensory visualization. While we are in this state of mind several times a day (and we all are) we are programming our brain in a language it understands very well, Sensory Visualization. Normally these sensory visualizations are very, very vivid and real. They are filled with feelings. Sometimes we can even taste, smell, touch, see and hear the elements of the vivid sensory visualization. Psychologists have long since proven that our physical body cannot tell the difference between a vividly imagined sensory visualization and that of an actual event - the real thing. Our brain produces all the same electrical signals and chemicals as though it were actually happening. For example a scary movie or a bad dream does everything to us the real thing does. Why does thinking about or looking at a picture of food make you hungry? If you start to have a vivid sensory visualization of the food, you actually start to smell it, hear it cooking, and actually begin to salivate. You get hungry just thinking about it. The same is true of sexual feelings. Fantasies in your mind if allowed can produce the very same stimulation as the real thing. Vivid

sensory visualization can be as real as actually doing. Because this is true we can use vivid sensory visualization for good or for bad in our minds.

## **TWO KINDS OF PEOPLE IN THE WORLD**

There are actually two kinds of people in this world when it comes to ambition. There are those who have a positive sensory visualization and there those who have a negative sensory visualization. What is the difference between the two? It is all in how they think in their minds.

### **NEGATIVE SENSORY VISUALIZATION**

Deep down inside your sub-conscious mind, if our sensory visualization is negative, the dominant thoughts in our mind most of the day are visualizations of things that are in our past that were unpleasant, wrong and that we have failed at. We see those failures in vivid detail and relive them over and over and over again. We may even cuss ourselves for how dumb we are. We will repeat negative affirmations over and over saying things like, "I am so stupid." "Why did I do that?" We relive and relive the mistakes of the past over and over. Needless to say, it programs our minds for further failure. When things get tough we quit because we don't want to fail again. When we do think about the future (if at all) our thoughts are filled with fear of risk and failure at trying anything new or unfamiliar. We associate it with the failures of the past. Because of that we are easily discouraged. We look for an out or an easier way to keep from doing what will surely be a failure. You become void of ambition.

### **POSITIVE SENSORY VISUALIZATION:**

Deep down inside your sub-conscious mind, if your sensory visualization is positive, the daily dominant thoughts in your mind are a tendency to look to the future and visualize yourself participating in things that are good and that will be successes in your life. You set goals in your mind and see yourself reaching them in vivid details. Succeeding is the dominant thought of your mind each day. You also have a tendency when you do look to the past to visualize things you were successful at and brought you confidence and happiness. You have a hard time remembering failures and when you do, you think of things you learned from the experience. You think of things that will keep it from ever happening again. You will call upon successes in the past as vivid memories that bolster you up and give you the courage to go on. Positive sensory visualizing makes you excited about the future. You are filled with joy. You are enthusiastic because you want to meet with more success. Your brain produces electrical signals and chemicals that make you happy and fill you with vigor as you experience these positive sensory visualizations. These positive feelings of joy make you ready to accomplish your daily tasks. You are filled with ambition.

## **CHANGING FROM NEGATIVE TO POSITIVE:**

The golden question is, how can you change from negative to positive? How can you learn to be filled with ambition? Many people think it can come from simple positive thinking. But that simply is not true. If your core values are centered on fear and failure, no amount of positive thinking will change that. The daily doses of negative sensory visualizations will still be there. You have to alter your sensory visualizations.

## **USING SENSORY VISUALIZATION IN GOAL SETTING:**

If you want to be thin, you have to start seeing yourself thin in vivid detail. Run your hand over your smooth tight stomach in your mind. Smell the taste of the wonderful wholesome food you are eating. Hear your friends complementing you on how good you look. Stand in front of the mirror and visualize yourself thin. Now go stand by the mirror and try it.

If you want to be financially independent when you are released, you have to see yourself dressed in nice clothes driving a nice car with the wind blowing in your hair, putting your hand down and feeling the leather seats. Now see yourself at a car dealership actually sitting in one.

If you want to be a confident public speaker, you have to close your eyes and feel the feelings as they give you a standing ovation for the brilliant seminar you just gave. Hear them applauding. Feel the pride and joy of your accomplishment. Feel the feelings. Smell the perfume of the women who introduced you as she gives you a hug to congratulate you. Now go alone to some place quiet and just stand there visualizing the feelings as if you were actually on stage.

If you want to have a new house, see the size of the yard, smell the flowers planted there, enjoy the color of the carpet, the smell of bread baking in the oven, look at the number of windows, feel the texture of the stones in the walk, hear the sound of the birds in the trees, admire the color of the house. Get a picture of a house you would like to own and keep it where you can see it. Visualize the house in your mind and just stand there feeling it as yours.

## **THE FIVE SENSES:**

Vivid Sensory Visualization includes all of the five senses: **seeing, hearing, smelling, tasting, and touching**. It is very important to use as many of your vivid sensory senses as possible in goal setting. An example would be if you set a goal to have a new car. That is the goal. But to achieve the goal you need action. You need to be able to see yourself as actually having already accomplished the goal. That is one of the most important keys to achieving a goal rather than just setting one. If you can actually visualize yourself driving down the road in your brand new 2007 red Lexus GS 450hp midsize sedan, smelling the wonderful smell of the new car, rubbing your hands over the brown leather seats, even tasting the drink you are having as you enjoy driving along, your chances of success in achieving that goal will increase by about 99%.

## THE POWER OF VIVID SENSORY VISUALIZATION

Sometimes I think we are often mentally lazy and want a "miracle" quick fix program that will let us change our self image without our having to make any effort to make that change happen. It takes time, effort and discipline to change our self-image. We are what we think.

To make a significant, lifelong change in your self- image, you will need to develop the kind of discipline that it takes to undo bad habits, correct misinformation, and remedy your lack of true knowledge about how your mind works.

When you learn new principles about self-control and discipline it is very exciting and motivating for most people. Our real challenge comes as we encounter day by day, week by week, month by month application of the new principles we are learning.

If you want to change your self-image, you will have to keep in mind that anything worth achieving does not come easily. Attaining any goal takes **Knowledge, Skill, and Motivation**. The motivation drives you, the knowledge guides you, and the skill helps you apply the knowledge. Stephen Covey often talks about the "*Law of the Harvest*". What you sow, you reap in life. In order to reap a harvest, you must first sow the seeds and then nurture them as they grow. That is nature's own law. We cannot look for magic seeds, like the seeds in the story of Jack in the bean stock. We have to make an effort. We have to want to make a real change. Some people give up easily if the path seems too hard and if they cannot see immediate results. Some people don't want to pay the price of success and because of that they will never experience real success. But there are people who do not give up. They don't mind the effort. They even seem to enjoy working hard toward their goals. What is it that drives them? What keeps them going week after week, month after month? And can that kind of discipline be learned and applied to a program of improving your self-image, personal achievement and goal setting in your own life?

What you are about to learn about improving your self-image and the power to accomplish personal achievement is used by all top achievers. These principles will help you motivate yourself. They will help you keep yourself motivated. You will be able to learn how to change your life as a slow steady change in your daily habits.

There are two types of people in the world. Those with a positive sensory visualization and those with a negative sensory visualization.

People, whose sensory visualization is positive are already motivated to achieve their goals and are willing to put out whatever effort is necessary for as long as it takes to get what they want.

People, whose sensory visualization is negative, need constant external reinforcement and always look for shortcuts.

What makes one person positive (able to achieve) and another negative (prone to failure)? It is because they make use of their power of sensory visualization in a very different way.

Sensory visualization is the way we perceive the world through our senses. It is the way we regard the people around us and our relationships with them. It is the way we look at our life's experiences. It affects every fiber of our being. It determines how we talk to others. It regulates our health and how we feel on a day-to-day basis. It is what we dwell on in our hearts when we do not have to think. It is what we daydream about when we are just pondering. It is the primary feeling we carry deep down inside ourselves. It is the core of our character.

A person whose sensory visualization is positive will have developed the ability to visualize their goals as having been completed successfully in vivid detail. These positive sensory visualizers have developed the ability to use their imagination to translate their hopes, desires, dreams and goals into detailed life blueprints filled with sensory vividness. They can actually picture in vivid detail the sight sound touch taste smell and emotion associated with accomplishing their goals. Not only do these people have a clear vision of what they want to achieve, but they can vividly imagine the rewards associated with the accomplishment of their goals.

If a positive sensory visualizer wants to start a business, they will work out all of the particulars of that business in their mind in vivid detail before they ever take the first step toward accomplishing the goal. They are risk takers. Through visualization, they already know what it feels like to take the financial risk. They will already have experienced the sensations of managing people and helping them be the best of the best. They will have imagined it so vividly in their mind that they can describe every detail to you. When the time comes to act, they know exactly what to do because they have premeditated it. They are motivated in every fiber of their being to succeed at it.

Positive sensory visualizers will concentrate on success. They gain strength and confidence from past successes. If you ask positive sensory visualizers to describe a successful accomplishment, they will detail a vivid picture for you. A description so filled with detail that you will think you have almost been there yourself. Now try asking positive sensory visualizers to think about the past and tell you about some of their failures. They will be very hesitant. They will have to really think hard at remembering such events. They will not display the enthusiasm they showed about their successes. As they describe a failure in their life, you will see in almost every instance that quickly they will shift gears and start telling you what they learned from the failure and emphasize to you how they gained a new vision from the experience. By their newfound knowledge they will not let things like that happen again.

The positive sensory visualizer has the constant attitude that they will win in the end. The positive sensory visualizer's ability to envision achievement is their power to succeed. Because their ability to visualize in a positive way is so specific and so highly detailed, it has actually had great effect even on their nervous system. It does yours as you listen to them. All the elements of their body is charged, electrified and polarized toward the accomplishment of their very specific goal.

What is the difference between a positive sensory visualizer and a negative sensory visualizer? Both people have the very exact same ability to visualize sensory events but one does it in a positive way and the other in a negative way. If you ask a positive sensory visualizer to tell you what goals they have set, you will likely hear them say, "I want to be making X amount of money or I want to find true happiness or I want to lose this amount of weight". If you were to ask a positive sensory visualizer be more specific about those goals, they could tell you how much money, what true happiness means to them or how much weight they want to lose and by when. Ask a negative sensory visualizer those same questions and they will have great difficulty telling you how much, what kind, where, or when. Negative sensory visualizers just have wishes not goals and plans that will come to fruition.

Both people have the ability to visualize in vivid detail. That is not the point. Both people can and do set and keep goals. But instead of dwelling on the specifics of a positive goal, the negative sensory visualizer will waste their time worrying about fears and failures. Ask a negative sensory visualizer to tell you about their failures and they can do so in vivid detail. Negative sensory visualizers spend much of the time they are meditating, thinking about their failures, problems, woes, and fear of things to come in the future. As they visualize their worst fears in such vivid sensory detail, negative sensory visualizers develop a self-defeating attitude that turns into a vicious cycle of failure reinforcing their previous failures. Those reinforcements feed their fears and fears reinforce more fear.

When a person has this kind of a negative outlook on life, they then need to receive a constant barrage of motivation by outside forces to achieve almost anything they try to do in life that is hard to do. If they cannot find that outside motivation they normally will very quickly give up avoiding the fulfillment of their dreams because of those fears.

Sensory visualization is the very key to self-motivation, determination, and self-discipline. The more clearly you can visualize your goal, the things that you need to do to accomplish your goal, and the personal rewards you will get from the accomplishment of that goal, the more power you will have to stay committed to the accomplishment of that goal. Sensory visualization will help you in acquiring the knowledge and skills necessary for fulfillment of your goal. Without that ability to visualize, you would be like a car without any gas in the tank. The power of motivation is fueled by positive sensory visualization. It brings success.

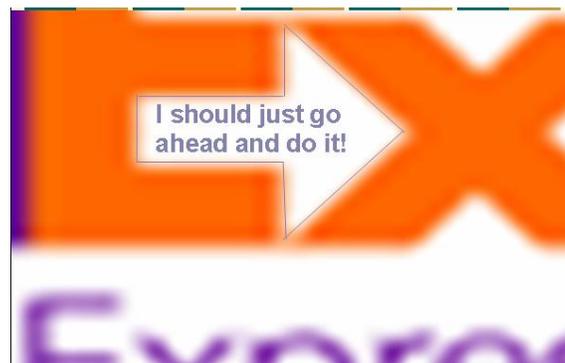
Almost every person has both positive and negative sensory visualization characteristics in the makeup of their personality. We all feel like a failure in some areas, but we should dwell on the success we have had in other areas. Everyone has their weaknesses. The difference is how much time we spend dwelling on them.

Many people think that positive and negative sensory visualization is the same as positive and negative thinking. If that were the case it would be a lot easier to change our sensory visualization habits. However, it is not the case. You cannot use positive thinking alone to overcome your core characteristics of negative sensory visualization. It just does not work. Positive thinking is not going to make a permanent change in the way you feel and behave if the very core of your being, the inner sensory core, is bonded to fear and failure. The reason is that

your daily vivid sensory visualizations will continue. The only way to make a real change in your negative sensory visualizations is to replace them with positive ones.

Positive sensory visualization is the most important thing that you can do to activate your own powerful potential for achievement and success. With positive sensory visualization, you can actually program your brain and, in fact, your entire nervous system to be the receptors of these positive images of success. And those positive images of success in turn will generate electrical and chemical signals in your entire nervous system starting within your brain that will create as an end result, change in your behavior. It is like dominoes. The electrical and chemical reactions of your brain will cause a chain reaction of positive beliefs and attitudes that will fill every cell in your entire body.

When you use sensory visualization to visualize yourself different and truly see, hear, touch, taste, and smell the goal you have set as already being achieved, it will come to be. If you can see, hear, touch, taste, smell and most importantly - enjoy the benefits of the goal you have set as having been already achieved in your visualization, your nervous system, your body and your mind will rally and by the principle of providence in goal setting, find a way to lead you to the achievement your goal. Vivid sensory visualizations will create a fire inside that will be like an explosion of helium on the sun. You will feel it begin to burn throughout your entire system. We sometimes call that feeling excitement or enthusiasm. Those feelings will carry you through the darkest nights of discouragement in the long and sometimes difficult process of change. When you find your strength slacken, if you are tempted to quit, the vivid sensory visualization painted in the far reaches of your mind and imagination will give you the courage and the strength you need to build a resolve to never quit. It will carry you through to the end. You will have the power of the attainment of your goal.



## ***How to create a Vivid Sensory Visualization in your mind***

### **Did You Know It Hurts To Think?**

#### **ANSWER THESE QUESTIONS:**

Why are little children always trying new things but adults seldom do?

Have you ever tried to eat left-handed (or right handed if you are left handed)?

Why do you always put the same shoe on first?

Why do you start combing your hair in the same place first every time?

Why do men usually start doing up buttons on your blouse same place first every time?

Why do you walk to work the exact same way every day when there are several ways to get there?

When was the last time you read a book cover to cover?

When was the last time you just tried to do something new?

Why do you never eat your dessert first? Will it actually spoil your dinner if you eat the same amount of food in the end anyway?

Why do most people avoid doing crossword puzzles?

Have you ever tried to turn the TV off for one week? Almost no one can do that. Why?

### **A PRACTICAL EXERCISE:**

Here is an exercise to help you actually feel what it feels like when it hurts to think. Try looking at some object in the room and for thirty seconds, just describe it aloud. That is right. Describe out loud, the object's color, all possible uses, and its position on the wall, whatever you can think to say. It is very important that you stop reading now and do this exercise by talking aloud as you describe the object in detail for thirty seconds. If you run out of things to say about it, then start over, and repeat what you have already said.

### **STOP READING AND DO THE EXERCISE NOW!!!!**

See what I mean? Just thinking about doing that exercise hurts doesn't it. You probably did not actually stop reading to do it. Most people, when they read this, will not even try it. When they read this, they just go on to the next thing and do not try. Is that what you did? Is it because it is too hard? NO!!!! It is because it hurts to think. This forces you to think. You see, this exercise helped you experience what it actually feels like when it hurts to think. Little children are not afraid to try. They do not get tired physically so they do this and do that. They are learning constantly. They learn and learn and learn. For them it does not hurt to think because they are in shape. That is my whole point here. We not only get out of shape physically. We get out of shape mentally. We become mentally lazy. We avoid doing anything that is different or requires us to think beyond the normal thought pattern. Why is that a problem? Well, because it also causes us to stop learning. We stop being childlike when we start avoiding the pain of thinking. Being out of shape mentally hurts just like being out of shape physically does.

If you will try this describing things out loud exercise a few times you will also find that it is a lot easier to do if you are trying to describe something pleasant or something that you like. This is a direct reflection on why we do easy things and procrastinate on hard things. It hurts to think.

### **My suggestion to help you get back into mental shape!**

Spend some time talking with a friend this week. Take the time to talk with them where you can just talk and share dreams. Encourage them pretend and visualize fantasies and dreams. Try telling them an story about your life and observe how they actually live inside the story while you are reading it to them. Encourage them to help you back into mental shape and help them to do it too. Try doing a cross word puzzle together. Start doing things that are mentally hard every day and you will find that it will become easier and easier.

**"That which we persist in doing becomes easier for us to do;  
not that the nature of the thing itself is changed,  
but that our power to do is increased."**

*Ralph Waldo Emerson*

Here are nine questions for you to answer. Do not take more than thirty seconds to answer each question. These quick thinking questions will help you start your process of learning how to dream again:

## **THE NINE QUICK THINKING GOLDEN QUESTIONS**

**(It is very important you not spend more than 30 seconds on each question!)**

1: Quickly list down the FIVE things that you value most in your life without thinking about it? (Things you would fight for. Things you would die for)?

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

Quickly list the THREE most important goals in your life without thinking about it.

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

3. What would you do if money were no object; you had no mental, emotional or physical hang ups preventing you from doing it, and you knew that you absolutely could not fail.

\_\_\_\_\_

4. If the doctor called you and told you that you only had 6 months to live, what would you spend those 6 months doing? How would you live your life?

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

5. What are 3 things you have always wanted to do but were afraid to try?

1. \_\_\_\_\_

2. \_\_\_\_\_

3. \_\_\_\_\_

6. What do you do that makes you feel the very best? What do you do that fills you with self confidence and self worth more than anything else that you do?

\_\_\_\_\_

7. If you actually were granted one wish, anything that you could wish for (but only one wish), what would you wish for?

\_\_\_\_\_

8. What would you say was your one definite purpose in life?

\_\_\_\_\_

9. What is the next goal that you are going to work on?

\_\_\_\_\_

**He moves easiest who has learned to dance.  
Alexander Pope**

### **Discussion Items:**

1. Do you still think about what you want to become like you did when you were a child?
2. Do you believe that you can still become that in your life now with all that has happened?
3. Do you find yourself avoiding doing thing if they are mentally hard to do?
4. Was it easy for you to fill out the nine things on the list or did you have to really think about it?
5. Do you honestly believe that you can do all the things you wrote on the list of 9 things?

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