

# Lesson 7: The Fear Barrier

Version 1.4

*“Inaction breeds doubt and fear. Action breeds confidence and courage. If you want to conquer fear, do not sit home and think about it. Go out and get busy”*

*- Dale Carnegie*

By now you should have a good grasp of paradigms and how they control our actions, logic and behaviour. We also learnt how to change our paradigms through repetition and focusing on 2 at a time. You should be practicing vision and working towards that vision through gratitude, self-image script and repetition of self-belief. In this module you will look at fear and its many forms and how these forms and fears can impede your progress and self-belief. Everyone knows that fear holds you back, but not everyone fully understands the impact this really has on our lives and on our dreams and vision. I know what fear is, but I also dedicate a lot of my time to understanding it and constantly remind myself of how it can make decisions for me if I let it. You will start to understand the impact of fear in your own life. Fear brings anxiety, stress, discomfort, pain. Does fear and doubts ever go away? The sad answer is no, it will always be there, but the good news is that we can learn to acknowledge the fear so that you can overcome it and over time and training, it will lessen in its impact. It is an extremely strong impulse that has been hardwired into us through evolution so that we can survive. That is why it is so strong, it has allowed us to get to where we are today in terms of the survival of the human race. The thing is, because it is so prominent in our psychology most people entertain these fears because it is easier to give in to them and keep the status quo, the mind will do things to protect us from risk.

Fear can raise its ugly head in many forms. Some are obvious such as the sheer terror experienced when jumping off the top diving board as a kid or jumping out of a plane skydiving for the first time or asking out your crush when you were a child. Other forms of fear are subtler and cloaked, such as forms of scepticism, doubt and disbelief. Sometimes those subtle forms appear in your internal dialogue, the mind's way of trying to talk you out of doing something too risky and trying to keep you to your old habits. It comes in the guise of rational thought or intellectual criticism. These intellectual faculties are very important to have, but it is also wise to see the limits these kinds of faculties can have in decision making and progression. Should I have my doubts and scepticism that I can open a big and successful business, yes. Should I allow this doubt and scepticism to stop me from conquering my fear of failure and embarrassment, no. More importantly, should I allow the doubts and scepticism of others to seep into my own beliefs and dissuade me from following my own dreams... hell no. That's why it is so important to listen to nobody else but yourself. People will talk you right out of going after your goals. The bigger your dreams, the more resistance you are going to get from others and from yourself. Surround yourself with the small percentage of like-minded people that are taking the big risks themselves. For every 100 people in your life, only about 3 of them will be the type of people to encourage you to dream big and go after your goals without letting fear affect your decisions because that is what they had to do in their own life. Surround yourself with that 3%.

Repetition is a definitive concept when learning any new paradigms and habits such as decision making and getting over fear. Your mind does not want to change, it wants to maintain the status quo. Whenever you have new habits, your mind will try to bring you back to the original habits because it's

safe. That's why they say you need to practice and implement habits daily, repeat them at least 3 times a day for 90 days before it becomes your new habit, otherwise you will revert to your default habits. Tony Robbins will talk about momentum, starting small and building up this momentum into big habits. You must change your paradigm to change your behaviour and habits. I like to think about it as pushing a boulder up a hill. If you push the boulder half way up the hill and you stop, it will roll back down to the bottom again. But if keep pushing that boulder until you reach the top of the hill, there it will stay forever. You must keep the habit and momentum up until the point that the habit has become part of who you are. Part of overcoming fears is therefore your repetition of action towards those fears and the decisions you make despite them.

Decision-making is a paradigm that you will learn to change. Fear never truly goes away, but what you can do is learn to understand its many forms and then embrace and acknowledge that fear and see it as an opportunity for growth and to overcome it through practicing traits like courage and persistence. You will become aware of the limits in your thinking and by making decisions to face your fears, with time, you will see fear as a good thing because it is an opportunity for improving yourself. You will turn the negative energy of fear into a positive one by realising that fear is an opportunity. It is where you will challenge yourself and grow. Learn to crash through those terror barriers and you will find a life of freedom, prosperity and wealth.

*"The cave you fear to enter holds the treasure you seek"*  
*-Joseph Campbell*

Self-doubt and uncertainty are normal emotions, especially when following big goals when you are unsure of how you are going to get there or even if you can get there. The key is to not wait until the right moment, because most of the time you never feel like it is the right moment. You must do it anyway, everyone feels this way, it is normal. The high achievers, they will do the work even when they don't feel like or don't feel like it is the right moment, they still progress and move forward. It is through this process that you will achieve and learn through time and experience of putting yourself in these situations. A lot of the time we know what we should do but we do not do it. We have the knowledge, but we do not apply it. We must trust in the process even before we see the results. The leap of faith is so important, we must believe before we can achieve. All great men and woman throughout history agree on this.

Acknowledge the self-doubt, uncertainty and fears and then put them aside to believe in the greater goal and your own unlimited potential which you are unlocking. Big decisions will require you to go through the terror barrier. This is the barrier we all face and must push through or we will stay in the same place we have always been. This requires faith in your higher self. Freedom, abundance and wealth is on the other side of the terror barrier which is why most people never get there. They hit the wall and bounce off. Smashing through the terror barrier is one of the most powerful things you can learn. It is what will separate you from everyone else, you cannot reach your higher self and reach your goals without this powerful tool. You will be unsure, fearful, doubtful and uncertain. Your life of abundance and freedom is on the other side and you will take that leap of faith to smash through the terror barrier.

# Wealth Generation

Here's the big challenge of life, you can have more than you've got because you can become more than you are. Here's the other side of the coin, unless you change how you are, you will always have you got. I have always found that income does not far exceed personal development. If someone hands you a million pounds, its best you become a millionaire quickly, so you get to keep the money, otherwise, sure enough, it will disappear. Someone once said, if you took all the money in the world and divided it up equally among everyone, sooner or later, it will all be back in the same pockets. Success is something you attract, not something you pursue. Success is looking for a good place to stay. So instead of going after it, you look after yourself. Personal development. The question is not what you are getting, but what are you becoming.

One of the biggest things that will allow all wealth to come to you, is to allow wealth to come to you. What do I mean by this? I mean, if you don't think you are entitled to it and you don't think you deserve it, you will never attain it. That is the biggest secret to wealth generation, allowing it into your life. When I think of becoming a millionaire, it scares me. I start to get fears around how do I keep it, will I run into trouble paying taxes. Will my bad habits or excess of money lead me down a dark path of laziness, excessive drinking or will I be stupid with it and end up broke and depressed? Obviously as you can see, I still have some paradigms around becoming a millionaire, and if I'm truthful, I don't even want to become a millionaire yet. This is a paradigm I will address down the line when I want to start focusing on becoming a millionaire. Even the word "excess" has negative connotations for people. This is something I am working on with my own wealth generation paradigms.

As you are starting to see, it is your hidden internal thinking (paradigms) that hold you back from making money. You are in the garden of wealth and you are trying to water the money trees by standing on the hose pipe. Let's change this. Let's look at excess wealth, that is, more money than you can spend or know what to do with. What does excess really mean. It means you can give as much money to your family, friends and those in need. You can donate and help your favourite charities. You can become a philanthropist and help others set up foundations which run themselves and grow on their own, changing the world around you, alleviating suffering and improving joy, happiness, health and prosperity to those who you feel need it. You can remove any doubts about money and buying the lifestyle or things that are meaningful to you, so your mind can operate completely from a place of abundance and not one of scarcity. I have found in my experience, where there is lack and limitation, there is crime, suffering and unhappiness. Where there is abundance, there is goodness, joy, laughter and fun. Abundance is your birth right and that is what we all deserve. Going through the Success Mindset, I am priming your mind for abundance, you are slowly losing your old limitations of the mind and are slowly acclimatising to this new life, which you will all achieve if you stick with the process. Others have followed this process and have achieved everything they can dream off.

If you have any internal, hidden or subconscious fears around wealth generation, lets bring them to the surface. Let's change them and take your foot off the hose pipe of wealth. Write down your fears or journal your feelings and thoughts about wealth and you will soon discover, you are the only thing holding you back from allowing excess money into your life. Once we put ourselves on this new path, you will find that it is the person you become that attracts success and that is why our Worthy Goal is to help us grow.

*“Success is what you attract by the person you become.”*

*- Jim Rohn*

Wages will make you a living, profit will make you a fortune. This is what you don't learn at school. There are no Wealth Generation courses. They might teach you economics and finance, how to count or manage your money, but they don't teach you these basic fundamentals of how to make and grow your wealth. If you are in a job, then what do you do? The billionaire and the beggar both have 24 hours in the day, so if you can't get more time, what can you get more of that would make a difference in economic results? The word is value. Value makes the difference in results. You can't get more time, but you can create more value. That's all wealth is, it is an exchange of value for currency. Work on making your living while you are working on yourself in your spare time until you get to that point where you can jump the success hurdle of leaving your wage for earning your profit.

In the meantime, keep bringing value to the marketplace. You get paid for the value and not the time. Ask yourself, is it possible to become twice as valuable and make twice the money in the same amount of time? Could you become 3 times as valuable and make 3 times the amount of money in the same amount of time. The answer is yes... if... you are willing to go to work primarily on yourself. Personal development. It's the key. Once your mindset changes, everything else on the outside changes with it.