



exercising your
happiness
muscles™

CARL
MASSY

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LIFE COACHING WORKBOOK 1

beliefs

THE MASTER KEY

*'This is dedicated to all the amazing teachers I have had over the years.
Some of whom have been my clients. I thank you from the bottom of
my heart.'*



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Introduction

‘In the Beginning...’



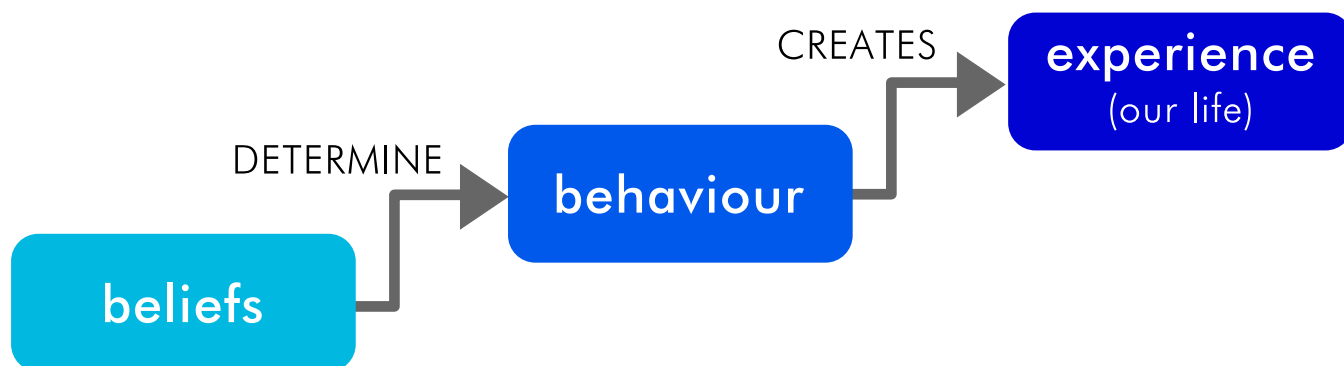
As I write the very first **Exercising Your Happiness Muscles Life Coaching Workbook** (and what a mouthful that is) I have a small note prominently placed in front of me with four words written on it: **FUN – INFORMATIVE – INSIGHTFUL – INSPIRING ACTION**. Thus ensuring that I stay true to the cause and provide you information that is **informative, entertaining** (although I apologise in advance as my ‘humour’ at times will make you cringe) and most importantly **initiating specific actions by you**. We all understand, merely knowing something is ineffective if we don’t apply it. So to fulfil my life’s passion I am here to help you exercise your happiness muscles, so that you get a lot more joy, passion and fulfilment out of your life!!!

I also want you to be the skipper of your boat. To have a better understanding of where the coral reefs might be, how to navigate around them and also how to deal with the situation when you accidentally hit a reef. Because no matter how good we think our ship is, if we go through life thinking we are the indestructible Titanic, we too might be unprepared for life’s normal challenges. Life IS about challenges; but those challenges aren’t to break us, those challenges are there to make us grow into the people that we are destined to become. We are about to blossom!!

In Coaching Workbook 1 there are concepts that I have learned over the last 40 or so years, but I will deliver them in a straightforward way and a whole lot more fun than reading through a 600-page ‘Introduction to Modern Psychology’. I have also made countless mistakes over the last decade. So you will also get the benefit of those lessons, without the bloody noses, slaps in the face (*believe me; we could all do with a lot less of them!*) or the surgical operations to repair broken joints (*my lesson from that one was profound and simple: ‘slow down or stop before you lose control’*).

The Life Coaching Workbook series will introduce you to some of the biggest themes on how to get the best out of your life. It will also provide you with the theory on how we create our experiences. In fact let me introduce you right now to one of the central themes we will be exploring. It is absolutely fundamental to understanding why your life is the way it is and is the first subject when working with a new client. It might even be a big paradigm shift for most people too. To some it might seem like the chicken and the egg came out in the wrong order. If it seems a little bit odd, just humour me for a little while. Challenge yourself to think outside of the box – even to challenge your own beliefs.

This simple model suggests that the BELIEFS we have lead us to BEHAVE in a particular way and it is because of this behaviour, that we have certain EXPERIENCES. It is challenging the idea that experiences determine the quality of our lives. Because if that is the case, then we would forever be at the mercy of pot luck. Not fun!



This diagram may be three pretty coloured boxes with two lines attached, but it can make an enormous difference in your daily life experience. Because if you spend your energy on trying to change your external experience; you will end up in a tug-of-war with Mother Nature, God or the Universe. Good luck with that one! I would be happy to bet my trusty motorbike that this game might end up with you standing in a large puddle of tears. But if we start at the other end of the diagram (at beliefs), we have the ability to change something which we own, which we can control and which we can change (once we know how). We are definitely more in control of our beliefs than we are the forces of nature or God.

So brace yourself. This is the start of a journey that is all about onwards and upwards. It is all about growth, expansion, increased mental, emotional, physical and spiritual faculties. And it is about getting more fulfilment out of your life. We all have pure potential bubbling in our veins. We were all crafted of the same stuff. So we actually have the ability to achieve whatever it is that we really want. It does not come down to talent, our upbringing, money in the bank, having a sugar daddy or anything else. It comes down to doing things in a particular way (choosing the right habits) so that instead of paddling upstream in a wire canoe, you are in a fibreglass canoe going with the flow and enjoy the great ride of *LIFE*.

The last thing I want to say is that my ultimate passion in life is to bring joy to as many people as possible. So I am 100% about helping you get a bigger and longer smile on your face and in your inner being. I am totally committed to helping you learn and grow.

So I am really glad that you can join me and I wish you every possible success on your own journey. I look forward to crossing your path along the way!!!

So here's to keeping it real!!



Beliefs: The Master Key



“There is only one cause of unhappiness: the false beliefs you have in your head, beliefs so widespread, so commonly held, that it never occurs to you to question them.” Anthony de Mello

What will follow in the next 17 pages is the basis, cornerstone, building block, key driving force, foundations, etc of who and what you are. It also determines the results you get in life. What you have achieved and what you have failed to achieve. Whether you are rich and famous or about to be evicted from your one bedroom apartment, and tossed out into the street. Your beliefs determine the world you live in and the place that you occupy within that world.

I am sure that you are getting the picture. Beliefs are IMPORTANT. Have I already said that they are the foundation, cornerstone...??? Sorry for repeating myself, but I really want you to realise that what you are about to be made aware of is something that will change your life FOREVER. *I am not generally a serious guy – but this, my friends, is serious stuff. ;-)*

Why did I use the word forever? Because once you are made AWARE of something it is extremely hard to stick your head back in the sand. Once you realise that something is really bad for you, it makes it much harder to keep doing the same disempowering things to yourself. So awareness is the first stage of any change and growth plus the origin of all personal development. So make yourself comfortable and get ready to have your “*but I didn’t know*” blinkers surgically removed once and for all. *I promise to be gentle...*

I have also included several diagrams that will make it easier for you to understand concepts that, in the past, you may have left to the psychiatrists and psychologists. Very soon you will be able to mix it up with the best of them – and maybe even start getting inside

their heads!! Beliefs is the first thing I discuss with my clients, because beliefs are where your life results are engineered.

WARNING!! Be aware that once the blinkers come off, they are bloody hard to get back on again. If you continue reading, your awareness will be definitely enhanced. You have been warned! ;-)

How are Beliefs Formed?

We were all born into this world as beautiful empty vessels. No beliefs, no rules, and absolutely no limits. There was no such thing as: 'what if?' Our 'but what if this happens?' bag was completely empty. We were unstoppable. We came into this world with pure potential. This sounds to me like the setting for the evolution of the perfect human being!

However it is at some point after the nurse wipes us clean and puts us in our mother's arms that things start to go a little off course. Compliments of our minds having the same properties as a \$1 dollar sponge bought from the local corner store. We are superb at absorbing everything said to us or shown to us! Even better than the \$1 sponge!! So up until about the age of seven (give or take a year) we pretty much absorb everything that is told to us or that we personally observe (whether it makes any sense to us or not).

And the more significant a person is in our lives, such as the people that are the main providers of love and acceptance and most importantly food, water and shelter (such as our parents or relatives); the more we want to believe what they believe. Plus if you believe what they believe, you will be in rapport with them, and they are probably going to be a whole lot nicer to you as well. So in the very beginning, you tended to believe everything that they wanted you to believe.

This would be totally cool if your parent or significant person in your life was positive, self aware, optimistic, wise, unconditionally loving, seeing life through your eyes, aware of your inner special talents and gift to the world, self actualised...in other words '*perfect*'. But here is the bad news for everyone – unfortunately no one is perfect.

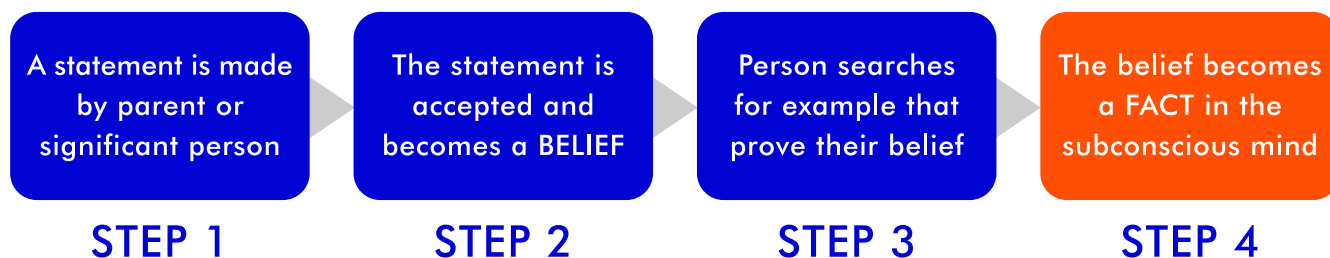
There is also a good chance that the people that were providing your parents with their beliefs on life were probably not perfect either. Now we are not here to point the finger of blame, the past is the past, but we are definitely here to see how you can improve things. It reminds me of a quote that says, *“What we don’t fix, the kids inherit.” We can’t change the past, but we can certainly influence the future.*

In the beginning you absorb all of the empowering stuff *AND the not so empowering stuff* and it starts to form your beliefs, which will eventually create your map of the world or reality. These beliefs get packaged and stored in the filing cabinets of your subconscious mind. The part of your mind that operates *below* your conscious awareness – sort of like having a built-in *autopilot*. This is a great concept (in theory) IF the autopilot is taking you in the same direction you actually want to go!! *Here lies one of our major challenges and part of our personal development work for the next 50 years.*

Searching for Evidence

Now that we know who planted those seeds in our heads, I want to show you the steps that we go through to turn those seeds (or statements) into our own set of beliefs, which we may hang onto for the rest of our lives. Sometimes this is to our detriment or other time it is to the roaring sounds of applause, loving affection, money in the bank and smiles on everyone’s faces.

Now here are the basics.



Do you understand the most interesting step? Step 3 suggests that a belief is not a fact until **we** prove it. But it is like doing a search on the Internet, you can pretty much

find some information to support both sides of the argument (or the two separate beliefs). But when you were young and didn't have this frame of reference, you just believed everything told to you (without searching to see if the opposite was also possible or true).

When an 'authority' figure puts a belief into someone's head (like the statement that 'the earth is flat'), that is what that person will primarily look for and notice. There were a lot more supposedly intelligent people who could explain why the world was flat, rather than the few people who suggested that the earth was actually round. It wasn't the fault of the masses. They just believed what they were told.

Also if you are looking to prove what you were told, you may walk right past all the examples that suggest to the contrary, because you are fixed on finding the evidence to support your answer (*an answer that you are strongly and emotionally attached to – because of who gave it to you, and your desire to be loved by them*). If you have been told that the 'world is a horrible place' then you can walk past a garden of multicoloured roses, to stand triumphantly in front of a graffiti covered wall, and say 'yes, the world is a horrible place'. And of course the opposite holds true if you are looking for a world of beauty. You will find it everywhere you look.

Side Note: In future Coaching Workbooks we will be having a much deeper look into the topic of what we focus on and how that excessive focus creates more of whatever it is that you are focusing on (good or bad) – either by noticing more, attracting more or manifesting more. This one act, which can be consciously controlled (through awareness and habit), WILL change your current state and the results you ultimately get in life.

Let's look at a scenario that highlights the point that what we believe - we notice; rather than what we notice - we believe. *Read on before I confuse you any more with my philosophical murmurings. ;-)*

CREATING OUR 'MAP OF THE WORLD

We have on the scene Mr Cloudy (who was raised as a pessimist) and Mr Sunny (who was raised as an optimist). Mr Cloudy believes that the world is full of pain and suffering. On the other hand Mr Sunny believes that the world is incredibly beautiful.

They both take a short stroll down a typical city street. It can be in Paris, Rome, New York, Athens, Sydney or London. Funnily enough (although not funny for everyone), is that the results are likely to be the same wherever the street is.

So Mr Cloudy and Mr Sunny walk down this the hypothetical street, mentally recording everything that they notice along the way, including sights, sounds, and smells. This is what each of them recorded over the course during their walk.

Mr Cloudy:

The street pavements are cracked and there is a lot of litter in the gutters and even on the street. There are leaves filling up the gutters as well. Some of the cars are not even parked right. There are lots of annoying sounds that are distracting me from the experience. People keep getting in the way. Plus they were wearing some stupid clothes. There was a breeze blowing which just shifted all of the rubbish about...

Mr Sunny:

It is a gorgeous day and so nice to be outside walking. The air is a little crisp and there is a gorgeous breeze blowing, which feels like a gentle massage. There are some gorgeous trees lining the street, which are full of big green leaves, which adds great colour to the street. It is amazing to see the different clothes and types of people around today. And the mix of sounds along the street adds to the richness and diversity of this street...

Now imagine that at the end of the stroll Mr Cloudy and Mr Sunny went to the same artist and asked her to paint a picture for them to record their experience of that city street. Given that she didn't know that they walked down the very same street.

Do you think that the artist would have painted two completely different pictures? Do you think that the pictures themselves would have looked significantly different? Do you think that the colours used for each of the paintings would have been different? Do you think that one had bright festive colours, while the other one had greyer or darker colours?

So, it is the things that we notice (or look for), *based on our beliefs*, which create the pictures in our minds. And these pictures have the ability to either make us experience the emotions of happiness or misery.

The truth about the 'truth'

So beliefs were planted when we were very young, by those people that we cared about most, and now are stored in the vaults of our subconscious minds. Let's see what happens next.

Because we loved and cared about these people a lot, and because we know that if we believe the same things as these people we will be in harmony with them (and therefore most loved by them), we spend the next 97 years collecting data to prove that the beliefs we have adopted are in fact 100% true. The more data we collect, the more we believe our beliefs.

But here is the kicker when you are trying to prove your belief or defending it with your last breath. I just ONE person - who is made of the same substance as you - proves that the complete opposite belief is also true; then your belief is not a Universal Law or FACT.

Our beliefs are true because we *make them true*. Not because they are universal laws – like the Law of Relativity. I have already shown you one example to highlight this, and I hope that I have planted a seed deep in your subconscious mind. A seed that says what you believe may not be 'TRUE', but merely something you picked up along the way. *Now don't shoot the messenger just yet!!*

So what happens when our beliefs are challenged (by the guy that proved the opposite also works)? We tend to do a little thing called 'yeah, but...' Yeah, he might have been successful in making that much money, BUT...he is 10 years older, went to a better school, had a father that was nice to him, was lucky, is taller than me, etc, etc, etc. We need to defend our beliefs; otherwise we might be *wrong* and *not loved by those people that we want to please most*. Or we might even feel like we have wasted the last 20 years following the wrong team!

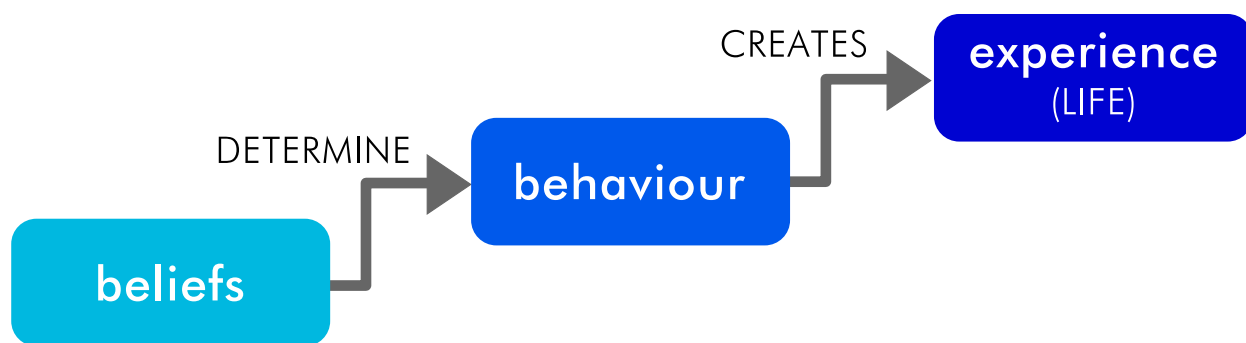
Here is something else for you to consider. The person with the most flexible beliefs and minimal 'rules' is likely to be the most resilient to the inevitable changes that will happen throughout the course of their lives. Hmmm. *That is some serious food for thought.*

Bugger. Stop everything!! I just saw my little note that said that these journals were meant to be FUN as well as insightful. Is anyone having fun at the moment? Let me add some joviality to the subject by saying that we are all in this together; and there is a beautiful big light at the end of the tunnel with a bag of gold for each of us. Feeling better?!? Great. Phew. Then let the fun continue...

I also want to remind you that if you have a positive and empowering belief, this has the potential to make your life truly magical. Imagine if your belief was 'everything always works out for the best', and you believed it right to the very core of your being. Do you think you would ever be stressed out about life? I think not.

Beliefs drive behaviour

You saw this diagram in the Introduction, but now we are going to do more prospecting, so that you truly understand the impact of this collection of boxes and pretty colours.



First I will use another example and then we will come back to the diagram. And see how it is our beliefs that create our experience – rather than the other way around...

Enter left of stage our infamous duo, Mr Sunny and Mr Cloudy. Thank you guys.

You might find this hard to believe but Mr Cloudy believes 'you can not trust anyone' and Mr Sunny believes 'there are a lot of trustworthy people in the world.' Shock, horror! Now can you imagine how each of these would BEHAVE if they were meeting

a third person called Mr Neutral based on their beliefs (that got planted by someone else when they had nothing to compare it with)?

What sort of behaviour – communicated through their words, tone, and body language - do you think Mr Cloudy and Mr Sunny would be projecting towards Mr Neutral? Do you think that Mr Cloudy and Mr Sunny would project themselves any differently towards Mr Neutral, based on their beliefs? Would one be more open, engaging and relaxed; while the other would be more closed, suspicious and tense? And do you think that Mr Neutral is likely to respond differently to each of them? Do you think that he is going to respond more to Mr Sunny than Mr Cloudy? You bet ya!!! Ever heard the saying that you get back what you give out? *How are those blinkers now?*

So in this very simplistic example you are starting to see how your behaviour is directly affected by your BELIEFS. Which will always affect the final outcome of an exchange.

The other really important point to note here is that the reaction to them by Mr Neutral is likely to confirm for Mr Cloudy or Mr Sunny what they already believed. But here is the key. The million-dollar question is: *“Was it their BELIEF that affected the outcome or was it the other person (or event)?”*

Therefore it is our beliefs (which shape our thoughts and emotions) that affects our behaviour, which ultimately determines our end results in life (or our experience). I am sure that you are starting to see how important this is. This is nothing short of AMAZING!! So logically, if you change your beliefs, you will change your life’s experience. Let me say that again. By changing your beliefs, you will have a completely new life experience.

Now we are starting to get back to the happy fun stuff!!! Yippee!!!

Running on Autopilot

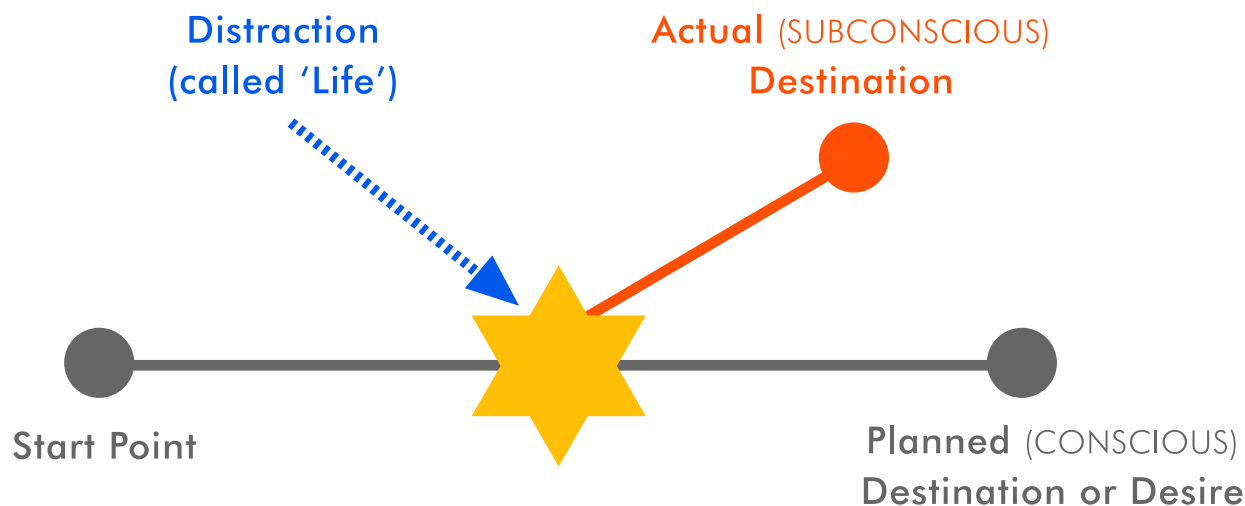
There are times in our lives when we know exactly where we want to go (consciously), but then life throws something at us that distracts us, and the next thing we know we are completely 'off track'. This is a result of our beautiful (subconscious) mind taking over the controls by switching to *AUTOPILOT*. In theory the autopilot is a marvelous invention. It has made flying in a jet plane a very smooth and safe event. The only challenge is when our conscious mind is not *ALIGNED* with our subconscious mind. Or using the plane analogy: when the autopilot has been set with a particular flight path, which is different to the flight path that the pilots consciously want, then the ride is likely to be pretty bumpy.

Let me use another example. Tom tells himself that he wants a million dollars in his bank account (*don't we all*). This is definitely possible because there are lots of other people, made from the same stuff as Tom, that have already done it. However, every time Tom sees someone driving around in an expensive sports car he screws up his nose and says to himself 'what a pretentious jerk', and plants this little seed in his head, time and time again. So over time his subconscious mind links *MONEY* to being a *JERK*! And because the word *JERK* has a negative vibration or emotion, Tom's subconscious mind decides that having lots of money is therefore a *NEGATIVE*. So it will work 24/7 to ensure that Tom doesn't become a jerk by becoming rich. The end result...riches do not come to Tom.

Harv T Eker in his excellent book "Secrets of the Millionaire Mind" says one of the 17 wealth secrets of the rich is: "*Rich people admire other rich and successful people. Poor people resent rich and successful people*".

So if you want lots of money *ALWAYS*, always, always link money to a positive image and emotion. The stronger the emotion, the stronger the impression on the subconscious mind.

They say a picture paints a 1000 words...



One of our most influential achievements in life is to finally have our conscious mind aligned with our subconscious beliefs. The day that happens, is the day that the riches of the universe start to fall out of the sky and land in your lap. This reminds me of a quote by Buddha: “More than those who hate you, more than all your enemies, an undisciplined mind does greater harm.” Control your mind and you open the door to the king’s treasury.

But which beliefs are ‘correct’?

Note: we are well and truly down the rabbit hole now. There is no turning back. The blinkers are removed. I am very sorry. But I think you will thank me later.

Get ready for a profound statement. ***There are no right or wrong beliefs***. Let me repeat that. There are no right or wrong beliefs. There are just beliefs. Like I have said already; for every belief, there is an equal and opposite one. But what does exist is EMPOWERING and DISEMPowering beliefs. Beliefs that make your life richer, easier, beautiful and beliefs that make your life poorer, harder, and uglier. There are also beliefs that are best for some situations and not best for others. There are an infinite number of beliefs, which are not universally true until you make them so.

Henry Ford said that if you believe you can, or you believe you can't, you are correct. You make whatever you believe true.

So if there are an infinite number of beliefs, which beliefs are the CORRECT beliefs? And the answer is...drum roll please...

The beliefs that ENHANCE the quality of your life!!!!

Oh no. I can feel some of you starting to falter here. This sounds way too easy – therefore it cannot be true. But I (and countless others) realise that there are no absolute right or wrong beliefs; there are just beliefs that EMPOWER you in a given situation and ones that DIS-EMPOWER you in a given situation. There are beliefs that may be great as a teenager, but they may not serve you well when you are raising a family of three children. Or beliefs that are great when dealing with a child, versus when dealing with a multi-million dollar deal. There are beliefs that are best suited to different situations. And the belief that is best is the one that enhances the quality of your life, others lives, and is good for the greater good.

Ok. Enough of the theory - now let's validate it with another example. Take a look at the following beliefs in relation to working and money. Which one do you think would enhance the quality of your life the most?

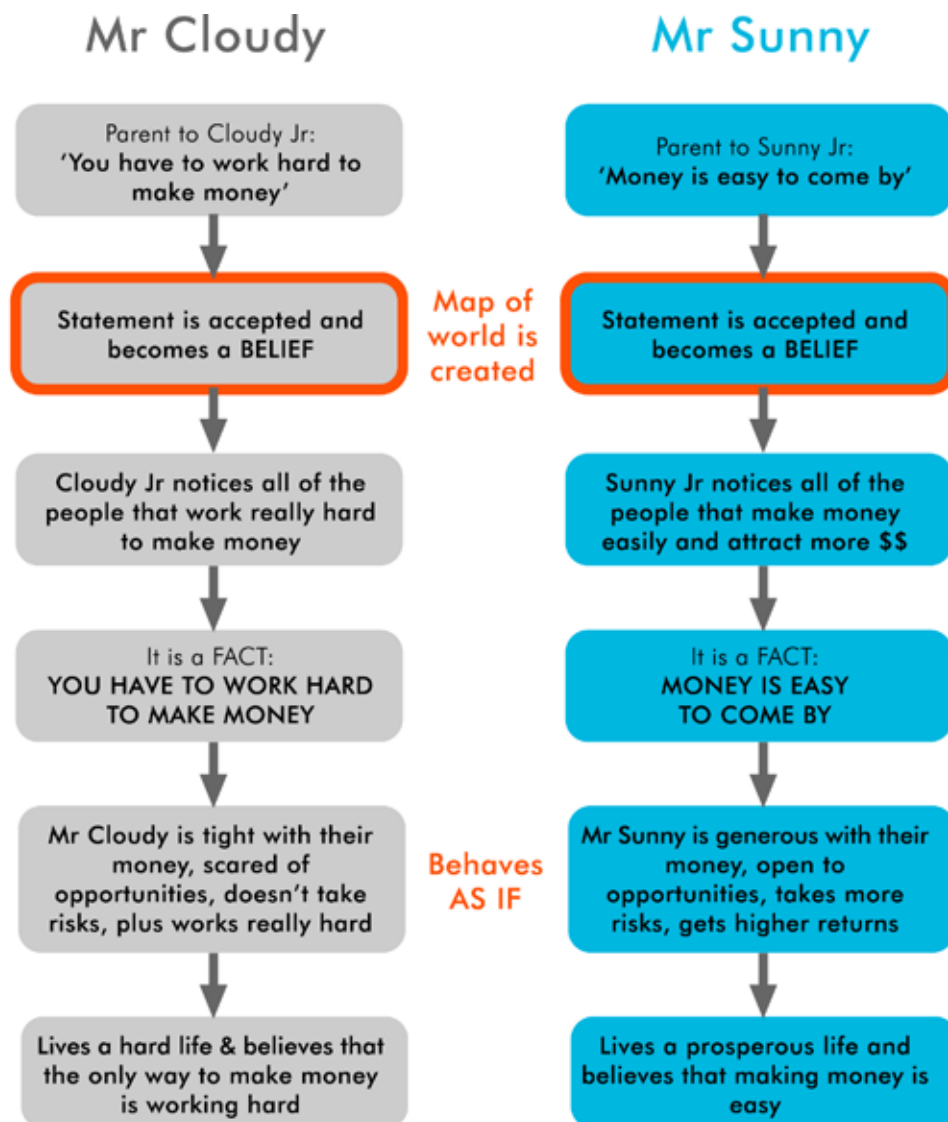
Belief 1: I have to work hard for my money.

Belief 2: Some of the time money comes easily.

Belief 3: Money always comes to me easily.

Which do you think would probably make your life the easiest, help others and help the greater good? I have used a very emotive example here to challenge your beliefs right now. Also by using a very sensitive subject like money, I can show you clearly that our beliefs are a major driving force in our behaviour (and end results). If you don't have the money you want, maybe it is your belief that is holding you back.

Again I invite you to join Mr Cloudy and Mr Sunny as they demonstrate more about the exciting world of beliefs...



And remember: if just ONE person, who is made of the same substance as you, experiences 'money coming easily' then it is not a hollow idea or dream, but something that is absolutely possible!

I was listening to a Bob Procker presentation recently and he suggested that 1% of the population hold about 96% of the world's wealth. And that 96% of the population work for 1% of the world's wealth. He said that the biggest difference between the 96% and the 1% is that 96% of the population work to a finite equation – where they have a finite amount of time in their days to trade for a price.

Whereas the rich, have multiple sources of income, or investments, that are not dependent on a finite amount of time. So creating wealth is more about your method, rather than working harder or charging a higher hourly rate. Again, this will be a topic I will definitely cover in a future Coaching Workbook!!!

The Gate Keeper

Ok. This is the last of the theory lessons, but again it is important for you to understand because it will complete your education and put you in the top 5% of people on the planet who actually know what creates their life. If you need to take a break at this point, push yourself back from the screen (or printed page) and take some big breaths. Breathe in to the count of 5, hold for 5, and then breathe out for 5. Now repeat this 5-10 times.

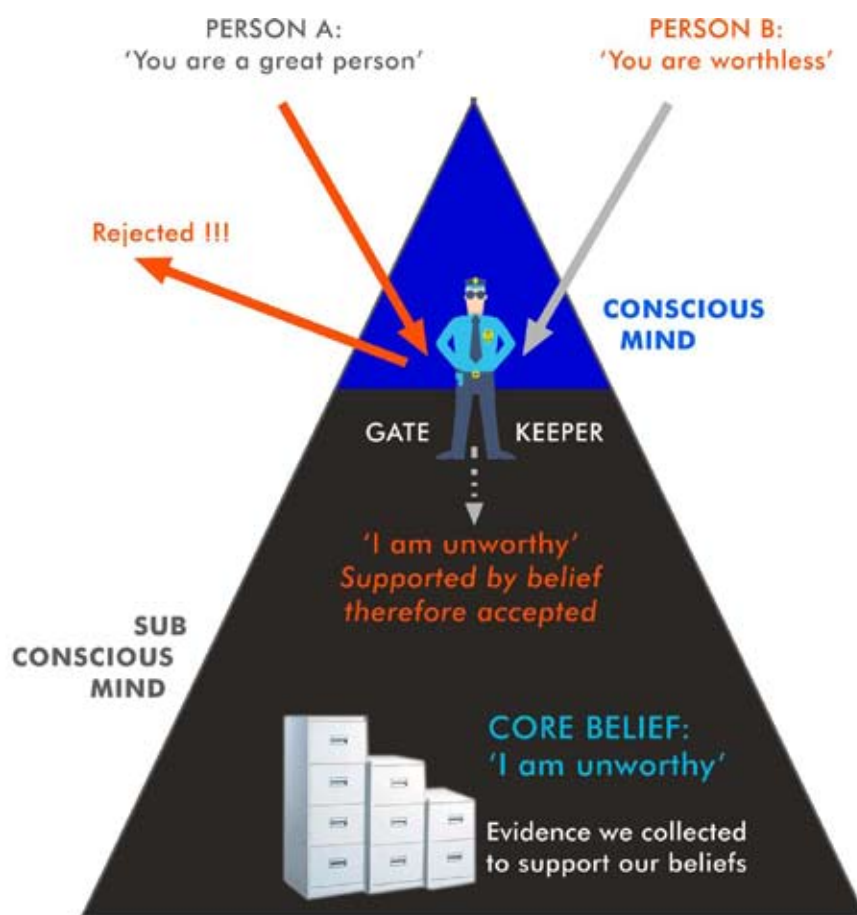
...welcome back!!!

Let me introduce you to our final player in the alignment of our conscious and subconscious mind Workout. It is the infamous GATE KEEPER or 'critical bypass' factor if you want to get technical. And it guards the passageway between the conscious and subconscious parts of our minds.

Like I said before; the majority of our beliefs are formed prior to about 7 years of age. At this stage in our lives, the gatekeeper is under-developed and we pretty much let any belief (or statement) into our subconscious mind to be stored as facts (it is a little more complex than this, but this is the basics). So essentially the majority of what we are told when we are much younger forms our core beliefs. These beliefs get stored in the filing cabinets in our subconscious minds and then we gather data or information to support those beliefs, which also gets stored in our metaphorical filing cabinets. So in the end we have someone else's beliefs, which are supported by evidence we have narrow-mindedly collected, stored in our subconscious minds. And as we have already determined, these beliefs drive our behaviour. *Sorry to repeat myself here but repetition is the mother of learning (and mastery) after all.*

The next diagram highlights what happens when the Gate Keeper (or filter) is more developed in our later lives. The Gate Keeper eventually determines what statements, comments or ideas we accept and what is rejected. This is great; IF we have positive beliefs stored in our subconscious minds. Let me show you what happens if someone has been told while they were growing up that they are not worthy.

Or more specifically how we accept or reject statements (or compliments) after we have established our core beliefs.



Because the person had a core belief that said 'I am unworthy' (maybe a parent told them on a number of occasions when they were young that they were useless, stupid, or not wanted) they will only let a comment past the Gate Keeper, into their inner mind, if it supports the belief that they are unworthy. Plus a negative comment (which carries a negative vibration) will actually cause a negative feeling for the person who accepts it. But in this case they will accept a negative comment, because it supports their core belief.

This is why someone may not be able to accept compliments, even when they do something that is very worthy of praise. The positive compliment does not support their *core belief*. Therefore it must not be true. The person saying the compliment must have meant something else, or they got you mixed up with someone else, or they are just being mean.

But here is the GOOD NEWS. Compliments of Mr S Clause, or more affectionately known as the big fat guy in the red suit that delivers a few billion presents the night before Christmas.

Once upon a time you actually believed that he drank the milk that you left out. But then one day you calculated that if he had actually drank 3 billion cups of milk he would be a hell of a lot fatter than you actually pictured him! And not only unable to come down the elusive chimney, but he would even be too big to get through the garage door! So this realisation would have lead you – as a young child – to question if he did not actually drink the milk, then who did? Something about this was just not right. Your young mind would then be thinking that perhaps this whole Santa thing might be fictitious – which would also explain the amount of presents in the shops around December time.

So in relation to your belief that Santa existed; first there was *doubt*, then *confusion* and out of that confusion you *formed a new belief*.

So the good news; in fact the OUTSTANDING news is that you **can** *actually change your beliefs*. You have done it before, so you can do it again. I bet you are breathing a sigh of relief on hearing that news! You were probably getting worried for awhile that you were destined to live out your life in accordance with everything that was ever said to you by some well meaning (and equally confused) people in the early stages of your life.

Finally putting it all together

First of all; you made it!! So give yourself a big pat on the back and know that you are now one of the elite. You are part of the 5% that know.

The main thing that I want you to take away is highlighted in the very simple diagram that follows. We can change our experiences, or the way that we experience life, by changing our beliefs.



And like I suggested in the very last section, changing beliefs is something we have done in the past and we will do again and again (hopefully). I also suggested that there are no right and wrong beliefs; there are just beliefs that EMPOWER us and ones that DIS-EMPOWER us. There are also beliefs that are good for one situation but not good in another situation.

So now you have it. The blinkers are not only off but in the recycle bin!! And to ensure that you take away all the key points; on the following pages you will see a detailed summary. If you felt any discomfort or resistance when you were reading this it could be that you are subconsciously struggling with the big idea that your experiences are actually the result of your beliefs. Which means that you may actually be originating some of the challenges that you have in life.

In the Life Coaching Workbook 2, which is in the Members section of my website, I will actually go into a lot more detail about HOW to actually change disempowering beliefs. So if you want changes in your life check out www.carlmassy.com.

Summary



BELIEFS:

1. You came into this world just perfect, free of any preconceived beliefs and with pure potential to do, be and have whatever you desired.
2. You absorbed most of your core beliefs prior to 7 years old, by the people closest to you who may not have been perfect (that's everyone), and may not have been experts in the field of human potential. Meaning that their advice may not have been the most empowering for you.
3. Once you were given your beliefs, you set about proving that the belief was true, so that you would get the love and affection of the person that gave you the belief. You searched high and low until you found, noticed or attracted evidence to support your newly given beliefs.
4. Beliefs shape our thoughts, which generates emotions and these emotions cause us to behave in a particular way. These beliefs also create our internal 'Map of the World'.

5. It is our behaviour which determines what our experience will be like. Like the equation that says that an EVENT + your RESPONSE (or your behaviour) = the final OUTCOME.

6. If just one human being proves that the opposite of our belief is also possible, then our belief is not a LAW or FACT, but something that we have chosen (consciously or subconsciously) to apply. Therefore it is not universally true, and therefore the opposite may also be true.

7. There are no 'correct' beliefs. There are only beliefs that are Empowering or Disempowering. Disempowering beliefs lead us further away from joy, happiness, growth and fulfilment. Plus they make life harder than it needs to be.

8. Our subconscious mind is our inbuilt autopilot. Most of our inner conflict comes when our conscious mind and subconscious mind are not aligned. Any time our conscious purpose is distracted, we switch to our subconscious autopilot, which is driven by our core beliefs.

9. There is a Gate Keeper or 'Critical Bypass' that determines what information you will accept or reject. The Gate Keeper determines what comes in by checking what beliefs are already stored in your subconscious mind. It will generally only let in information that is already supported by existing beliefs.

10. You can change your beliefs - as you have done several times through your life. The first part is to identify what beliefs are limiting your growth, happiness and achievements.

Weekly Workout



The 'Weekly Workouts' are an integral part of getting great results. If you just learn the theory, but don't put theory into practice, nothing happens. So following every Coaching Workbook there will be Weekly Workouts emailed every Monday to Members. For more information on what Membership means, check out: www.carlmassy.com.

Here is a taste of the first Weekly Workout for this Coaching Workbook:

WORKOUT 1

1. Read the Beliefs Summary one more time. *Repetition after all is the mother of learning.*
2. Write down 5 beliefs (or more) in relation to the following topics:

WORKOUT 1

- What are your beliefs about **money** (\$\$\$)?

- What are your beliefs about **relationships**?

- What are your beliefs about **people**?

WORKOUT 1

- What are your beliefs about **religion**? (I know, dangerous ground)

- What are your beliefs about **the world**? It is...

- What are your beliefs about **yourself**? I am...

Now mark beside each whether they are Empowering (E) or Disempowering (D). Are you starting to get the idea? What might be holding you back?

The Conclusion



Wow. So you made it to the end. Outstanding!!! This is the first Workbook because Beliefs are the foundation for everything that is yet to come. And I offered this as a FREE download, because I know that everyone will benefit from the information contained here.

The idea that we change our experience – i.e. our whole life - by changing our beliefs seems strange to start with, but when you dig deeper you understand just how true this is. And we have numerous beliefs in relation to every subject that we have ever had contact with – so there is plenty of work for us to do over the next 20 plus years as we peel back all of the layers. By realising that a belief is *neither* true or false, but empowering or disempowering, it is a revelation that can change your life's achievements. So any time you don't like your experience take a mental step back and see what belief may have landed you there.

So where to from here?

Onwards and upwards for yourself is something I definitely hope for you. Like I said before. You now know more than 95% of the population. The next step then is changing the beliefs. This is the more tricky part and something that Coaching Workbook 2 will definitely delve into.

So if you want to dig a little deeper then check out my Members section. One thing about the Membership is that accompanying the monthly Coaching Workbook and Podcast will be Weekly Workouts to show you specific actions that you can take to start forming new empowering habits.

Plus being a Member makes you more accountable, because I will be in your mailbox every week, and giving you a good prod along if you need it. I am here to help you be consistent! Plus there are a number of other features as well.

The membership is definitely not expensive compared to a private Life Coaching session plus the difference is that a significant percentage of the Membership (up to 50%) goes to my two favourite charity organisations – Life, Love & Health and Room to Read – that are all about empowering change in developing countries.

For more details on the Membership check out www.carlmassy.com or if you want to make major changes in your life come and see me in Bali personally. There are a lot worse places to be hanging out than under a palm tree in Bali. ;-)

Life Coaching Workbook 2 – What's Next?!?

We looked at the theory of beliefs and I am sure you realise now that as beliefs were made, so too can they be unmade, with new beliefs formed. So now that we know the WHY to change and we have the WHAT to change it is time to start considering the HOW to change. So Life Coaching Workbook 2 will address the all important question of 'how the heck do I actually change my beliefs so they make my life more fun and successful (and less painful)?'. This will also include a look at changing behaviour – which doubles the effect!

It is called 'Changing beliefs and behaviour to CHANGE YOUR WORLD'. So look out for that and don't forget you will need to be a Member to access this.

So I really hope to see you soon. Have an incredible day, week and month and year!!

All the very best,

Carl

PS: If you want to receive my regular Happiness Tips then log onto www.carlmassy.com and sign up. You will get great tips, like this one now:

Our bodies are 75% water and our brains 76% water; so if you want to energise yourself in a hurry, grab glass of water and drink the lot. A lot of our daily lethargy can actually be dehydration. Don't wait for the sensation of thirst. Drink a minimum 8 glasses of water per day and enjoy a much clearer mind and energised body!!!

Like I said, we actively support a couple of wonderful charity organisations with a significant portion of the money raised through the EYHM Life Coaching Membership.

The first organisation is Life, Love and Health, who do developmental works and child education projects throughout East Timor.

The other organisation is Room to Read whose tagline is 'World Change starts with Educated Children', and they are doing some fabulous work throughout Asia and Africa.

If you would like to contribute in any way, check out www.lifelovehealth.com OR www.roomtoread.org



The Carl Massy Story

From Ratbag (Australian slang for: trouble maker) to
...well, something else



Now my story is not one that is completely different from a lot of you reading this. I didn't grow up in an abusive family, I wasn't abandoned as a child, and my parents are still married after a heap of years. I had what one may consider a pretty *normal* upbringing. *Whatever 'normal' means.* But like 99.9% of the other people on this planet, I got to a point in my life where I was not entirely comfortable in my own skin, or where my life was headed. I didn't know who or what I was and I sure as heck had no conscious idea of what I wanted to become when I grew up. I just followed a path that was laid out before me and was following diligently along (*with the odd tantrum along the way*), but I never really had my heart in it.

On completing my high school studies in 1986 I was accepted into the Australian Defence Force Academy as an officer cadet. For me it was the easy choice since the Defence Force would provide me with everything I needed – an education, friends, accommodation, meals, clothes and pocket money. *I later learned Lesson Number One: sometimes it is the most challenging choices we make that are closer to our chosen path.* The other thing the Defence Force provided was very cheap booze. Which believe me is a huge challenge for any 17 year old trying to find their place in the world and earn the respect and adoration of their friends. *So enter left of stage; the class clown or probably more accurately the village idiot!*

Over the next 9 years in the Army, I had various highs and lows, successes and stuff-ups, and earned a small reputation as a party boy and smart arse. Drinking with the boys and being loud and obnoxious was the way that I chose to fit in and earn respect.

I never really understood that the actual respect was pretty hollow outside of the guys who knew me below the surface. Then in 1996 I chose a different path by taking a one year break from the Army and travelling the world. I actually had to earn money for myself, provide for myself, and be responsible for myself. I also learned to think for myself (a pretty important life skill). I also realized that a lot of my 'beliefs' were not mine, but belonged to the institution. I realized that I didn't care if someone was gay, or was male with two earrings and had long hair, or didn't vote, or smoked dope, or didn't have a *proper* job. The more I got to accept me, the more I came to value people for being people. *Now* I felt like I was heading in the right direction, but of course there was plenty more to learn yet!

I returned to the Army after that year off, since *I had made it my safety blanket and crutch*, and I was programmed subconsciously that I needed to belong to a hierarchical institution where I did not make the final decisions plus I could follow the group. I was back where I had left off, but now I truly felt an inner conflict between what I was conditioned to do and what I desired to do on a higher level. And the best way I knew how to push inner conflict aside was to get social, get drunk and concentrate on having a damn good time!! But life has a funny way of making sure that you don't sell out on your dreams and ultimate growth. It drops you on your face, but then offers you a hand up when you most need it. When the student is ready, the teacher appears.

The teacher for me came at 2am, early on a Sunday morning (after a party weekend), via a direct and thought-provoking infomercial. It was this big headed, fast talking, big grinning guy called Anthony Robbins, with his '*Personal Power II*', 30-day total transformation package. Something he said struck a cord with me, since the next thing I knew I had my credit card out and was ordering a copy. Now our teachers can come in many forms, and since then I have had a lot of other amazing teachers, but it is about someone piercing your ego and Tony Robbins, at the time, was the right sized man. So starting Easter 1999, I began what was not only a 30-day transformation; I proceeded to set an entirely new course for my life. By the end of the month I had changed my diet to principally vegetarian, I had stopped drinking, I had started yoga, and most incredibly I had changed from being unlucky to being lucky. My life had taken on a whole new flow.

Now that humble beginning was a decade ago now and since then I have consulted, lived and travelled all over the world. But it took a point of feeling extremely low, directionless and disconnected (*and exceeding my pain threshold*), before I had the motivation and commitment to break out and reach for something better. A something that I could not quite define or articulate. I just knew that better was out there. I did not get all the answers over that 30-day period, but it certainly opened up a door, and put me on a more inspired path. It encouraged me to seek out knowledge; through travels, diverse and exploratory literature, various courses and retreats, extended periods of self imposed abstinence (*a very interesting experience but best done in a mountain cave and not while you are living in downtown Athens as they prepare for the 2004 Olympic Games*) and a hell of a lot of inner questioning.

One of the greatest keys that I discovered was in 2007 when I realised what my passion and driving force is, and has been since I can remember. My passion has always been to make people smile and laugh. Whether it was playing the clown as a child, doing death defying stunts with my friends, playing silly games when I was drinking, or considering tap dancing when I was 13 years old. All I have ever wanted to do is make people forget about their worries and make them laugh. And I believe that when we find our individual passion and life gift, and express it fully, we make our lives more worthy and positively affect all those people around us. We also tap into something much greater than us. Something that wants us to align ourselves with our passion, so that we can make the world a better place through our joy and the joy of others. Abraham Maslow puts it very nicely when he said: *"If you deliberately plan on being less than you are capable of being, then I warn you that you'll be unhappy for the rest of your life."*

In the end, I could do the Army thing if I concentrated on it - if I followed the bouncing ball. But it was not who I was at my core, and it was the reason that I felt so liberated when I finally left it. At my core I am more expressive, more impromptu, more forgiving, lighter of spirit and my number 1 rule is that there are no rules. Hardly the Army motto! In the end I had been trying to fit a round peg into a square hole for almost 15 years.

Because I was able to find my calling and a greater sense of inner peace, I want to be able to share that experience and the set of skills refined over the last 40 years with others. I know that if we are not growing in life, if our life is stagnant, if we are not tapping into our special gift, then we need to do something about it. And that is what I am dedicating my next 40 years to. Helping people find their special gift, believe in themselves and then having the courage to live out their life of greater meaning.

I had the right teacher at the right time. So now I would like to offer myself as one of your many teachers. If you learn just one thing from me that will help you on your own life's path, then I have passed on what was passed to me and we keep that energy and gift alive.

So I wish you all the very best with finding your own special path. Or like Carlos Castaneda calls it: "*The Path with Heart*".

Take care,

CARL MASSY

January 2010

Carl offers life changing coaching packages in beautiful Bali, which transforms a vacation to this island retreat, one of the best things you will ever do. He also supports a holistic retreats called **Bali Elements (and recent New Zealand Elements)** and takes small groups on adventure coaching retreats called **Exercising Happiness** to different locations around the globe. If you are ready for a change, then drop him an email – or maybe just drop in on him when you land in Bali.

For more details go to www.carlmassy.com

