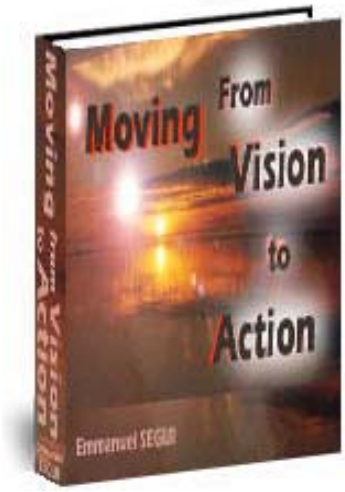

HOW TO TURN YOUR DREAMS INTO REALITY THROUGH THE SIX LEVELS OF SUCCESS

Don't be afraid of the space between your dreams and reality. If you can dream it, you can make it so.
- Belva Davis -

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"Cherish your visions and your dreams
as they are the children of your soul,
the blueprint of your ultimate achievements"

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About the Author

Emmanuel SEGUI

Emmanuel SEGUI is an author, an NLP master-practitioner and a practitioner of neuro-semantics. He's continually helping people develop their potential genius. His vision is to create a new world of possibilities where people are willing to develop their full potential.

His life is dedicated to self-development and excellence. His ability to organize information in our communication age style is unique: **easy to learn, simple to use, providing fast results.**

He's the author and creator of:

➔ "Moving from Vision to Action"
How to turn your dreams into reality through the six levels of success

➔ "NLP and learning review"
FINALLY! A website designed for you to succeed. You will find high-value information, articles and the best products available now for you to learn anything in less time and energy with the power of NLP.

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I
Introduction

Maybe, you have read one of these books that mention the steps to follow in order to lose 28 pounds in only 16 days or 10 pounds in 10 days. One of your friends comes to see you: "I followed the recipe with exactness, and it works!" Now, you are so enthusiastic and you are ready to begin. Some days later, you've read another testimony of the woman who tried the diet and didn't lose a pound, or lost some weight but gained back double and your hopes disappear. "I won't be able to do it" is the logical conclusion you get from the story. What makes the difference? Why do some succeed and others don't? What's the difference that makes the difference?

Some inspiring men have studied that difference and have tried to explain why. They focused on 'how' people do what they do and they began to study the structure of human experience. They worked with the best therapists of their time in order to find the little differences that make them good therapists. They finally succeeded and set a kind of 'model of excellence'.

John Grinder and Richard Bandler, founders of this discipline at the beginning of the 70s, studied the fact that the way we **think, speak** and **act** will have a tremendous impact in our lives. Because the mind is so interconnected with the body, they influence each other, and express themselves through language. That's what NLP is. NLP stands for Neuro-linguistic programming. We here find our three components that will influence our lives: to success or mediocrity.

NLP could be defined as the science of achievement. It offers tools, or more precisely, models of change and success. These models have been developed through the study of ordinary men who achieved extraordinary things. Among them, were Milton Erickson, Virginia Satir, Fritz Perls, who were exceptional therapists. From that time, models have been born: models of communication, leadership, therapy, change...

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As you already know, the purpose of this book is to offer guidelines or secrets to realize your dreams, to awaken you to your inner strength and to tend to wholeness. NLP offers many tools and we are going to study one of them that will be our framework. This is the model of the 'logical levels', developed by Robert Dilts, one of the main developers in that field. He is also an author, a speaker and a consultant who travels around the world, trying to find new wisdom, new models of leadership, communication and change.

There are six levels that we will understand and use to reach our vision and realize our full potential. The function of each level is to organize and structure the information of the level below. Each level will be a chapter.

The highest level is the level of Vision or 'Spiritual'.
"To what do we belong? To whom we belong?" What is the purpose of our life?" This is the level where we are going to define our ***vision***. This chapter will awaken you to the necessity of having a vision to move forward on the road of success

The second level below is the level of identity.
"What is our mission or our role, which would be the best way to reach our vision? This chapter will remind you of how exceptional you are. As every human being, you are special and your contribution is important. You're then going to define your role for your vision.

The third level is the level of beliefs and values that we have for ourselves, others and the world we live in. "Why do we do what we do" would be the question related to this level. Do my beliefs and values agree with my mission/vision? This chapter will explain what a belief is and will help you to strengthen your beliefs to succeed or to transform your limiting beliefs.

The fourth level is the level of capabilities or strategies that you will develop in order to fulfil your mission and what you really want in your life. The question related to this level is "how do you do it", in terms of mental strategies, to reach my vision?" This chapter will enhance your abilities to master your emotional life.

The fifth level is the level of *behaviour*, of action.
"What do I have to do to reach my goals, my vision? This chapter explains how to act in order to succeed. I'm going to share with you the NLP goal setting model and the principle of persistence; a must have quality for everyone who wants to become a true leader.

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> **The last level is the level of *environment***. "Where and when does the experience take place? What are the constraints and the opportunities linked with this experience? "

These different levels help us to understand how to structure our experiences on the pathway of life. I would say that a vision doesn't become concrete by only setting goals. Of course, I will speak about goals but that is not the only thing I will speak about. I'm not writing a book on goals. I'm writing a book on wholeness in order to reach a vision. Your whole being, all your beliefs and values, all your mental attitudes and all your actions should be in harmony and vibrate so that you can realize your full potential, be totally consistent and aligned with your experience and have an infallible faith. We are Spiritual Creatures who live an exceptional adventure. Somebody said that it seems like our whole body was made for one only purpose: *"to realize our full potential as human beings"*

You cannot be content with mediocrity when
Excellence is within your reach
- Gordon B. Hinckley –

My vision is to create a world in which people want to belong, a world where people have the desire to improve, and awaken themselves to the power that is within them and to awaken to the Source of that power that is beyond them.
I have a mission to heal and make people reach wholeness. I'm also 'an awakener' who makes people understand how they can follow their dreams, their vision. I can compare myself as a light that 'shines before men'.
I firmly believe in an unlimited human potential. Everyone can succeed. Everyone can live a better life. I value respect for others and the universe to which we belong. I attach great importance to love, humility, development and sharing. Everyone can change; it is never too late.

It is a pleasure for me to share the knowledge I have for you to improve. It is one of my dreams that this book will make a difference in your life. I have tried to share some personal experiences and stories, which, I hope, will inspire you to grow. We have a duty to be better tomorrow than we are today because we are in the way that leads to perfection. The world needs more capable people who are more aware of their potential. It needs more respectful, loving and spiritual people. An extraordinary life is offered, as a gift, to ordinary men who awaken themselves to the human potential.

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This book is an invitation to walk a higher road of excellence, to stand a little taller. As Abraham Maslow suggested in his pyramid of human needs, self-actualization, or self-fulfilment is a fundamental need of every human being. Because we are so special as human beings, we can have a special life. Ponder on what you can do with your hands. You can inspire or make people cry by playing wonderful music on a piano. You can relieve people in pain with a good massage. You can caress the body of your loved one. You can heal people. You can create things. The list is endless. Now ponder on what you can do with your feet. You can run to save someone from danger. You can cross countries and share something important for others like the Christians who go all over the world to share the gospel. You can also walk. The list is endless. Think about what you can do with your mind. Everything! As William Shakespeare said in his work, Hamlet:

"What a piece of work is man! How noble in reason! How infinite in faculty! In form and movement how express and admirable! In action how like an angel! In apprehension how like a god! The beauty of the world! The paragon of animals!"
(*Hamlet,* act 2, scene 2, lines 303-7).

We have a divine nature within us with such a tremendous potential. The difference between mediocrity and excellence can be very small. Just look at Olympic games and you will realize that difference is often measured in tenths of seconds. Fortunately, not just one in this life can receive a gold medal of success, but the possibility is there for everyone. In the process of understanding what excellence is, learning from others and persisting in what you want, you will eventually receive the gold medal of excellence.

I will share with you the words of Gordon B. Hinckley, a man of God: "My wife likes to tell the story of a friend of hers who, when she was a little girl, was left an orphan. She scarcely knew her mother. As she grew, she wondered about her mother: what kind of a girl, what kind of a woman was she? One day she came across her mother's old report card. The teacher had noted on that card: "**This student is excellent in every way**." When she read that, her entire life changed. She recognized that her mother was a woman of excellence. Her whole attitude changed. She took on the aura of excellence herself and became a remarkable woman in her own right. She married a man who was recognized in many communities, and their children distinguished themselves for their excellence.

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I speak of the need for a little more effort, a little more self-discipline, a little more consecrated effort in the direction of excellence in our lives.

Today is the great day of decision for each of us. For many today is the time of beginning something that will go on for as long as they live. I plead with you: don't be a scrub! Rise to the high ground of spiritual, mental, and physical excellence. You can do it. You may not be a genius. You may be lacking in some skills. But all of us can do better than we are now doing. We are people with a present and with a future. Don't muff your opportunities. Be excellent"

I know that we can do better, in each part of our life. It is possible to stretch and to stand a little taller. You have only one life, make it the best you can.

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II
Create a vision

"All of these achievers were possessed by the dream
of doing their best, of reaching the outermost limits of
their ability -- and transcending them.
Before they set out on their roads to achievement,
these men and women had to imagine their destinations.
Every great achievement
begins with vision: the power of imagination."

A need to grow

Abraham Harold Maslow was born in New York City on 1 April 1908, the son of Samuel Maslow, a barrel repairman, and his wife Rose, both immigrants from Russia. He died in Menlo Park, California on 8 June 1970. Abraham studied psychology at the University of Wisconsin-Madison, earning a BA in 1930, an MA in 1931 and a Ph.D. in 1934.

Maslow was a founding figure of what became known as the humanistic school of psychology, which sought explanations for human motivation in an inner core of instinct, and feeling that all humans possess. This basic core is common to all people, but manifests itself in each individual in different ways and at different times. Maslow himself begins by stating the influences that helped him develop this theory, mentioning the pragmatic philosophy of William James and John Dewey, the Gestalt theories of Wertheimer and Goldstein, and other psychologists including Freud, Reich and Adler. Finally, in 1954, he describes motivation as stemming from what he calls a 'hierarchy of needs', which consists of five sets of basic needs:

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physiological needs
safety needs
belongingness and love needs
esteem needs
self-actualization needs.

He felt that people are basically trustworthy, self-protecting, and self-governing. Humans tend toward growth and love. They follow a dream, move toward wholeness and realize their potential. Development or growth is eventually our most important goal. According to Maslow, a man who is 'self-actualized' or 'self-fulfilled' is a wise man; totally free to live the life he wants to live. He also studied exemplary people such as Albert Einstein, Jane Adams, Eleanor Roosevelt, and Mahatma Gandhi. He studied their lives, their achievements, their values; he set models of peak performance people. The values he suggested one must have to reach wholeness are identified in the chapter III

Self-actualization is "the desire to become more and more what one is, to become everything that one is capable of becoming."
People on this level work at something very precious and call it a vocation or calling. These people are healthy, strong, smart and creative. Maslow included saintly people on this level.
Maslow believed that once a person is self actualized, he is in a position to follow his calling, his dreams.

"A musician must make music, an artist must paint, a poet must write,
if they are to be ultimately at peace with themselves.
What a man can be, he must be.
This need we call self-actualization."
ABRAHAM H. MASLOW

If self-actualization is a need, men have to, sooner or later, follow those dreams. Unfortunately, lots of people just dream, thinking, "It's only a dream". My mom said to me one day: "That's why we call it dreams. We can't realize them". I don't agree. She then argued and I realized something as she spoke. Of course she had dreams, but she had also fears. She had the fear of losing what she called safety! Now, I could understand, through this conversation, that most of the people *fear* to succeed, or *fear* to work on realizing their dreams because they will lose what they call 'their safety'. Of course, they will lose something, but they are going to gain something better.

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Every goal requires a sacrifice; you can't escape from that. Instead of thinking "I will lose safety" think "I will gain so much more money, or creativity, or stability in the future. I will have so much more safety."

For some people, it's hard to think *long-term*, that's the problem with addiction for example. People look for short-term pleasure without thinking of the long-term results, which almost always turn into suffering. Unfaithfulness to your wife or husband is short-term thinking. By thinking long term, they would know what pain they would cause to themselves and to all the family. Always think long term. Follow your dream and become whole. This may require a sacrifice of time, money or talents but **thinking short term, having a dream not realized and staying where you are demands also sacrifice and pain: you will never know what you are capable of becoming.**

We have a need to grow. We have to fulfil it. Think long term and visualize your dream already realized. What a wonderful feeling!

"Feelings of limitless horizons open up to the vision, the feeling of being simultaneously more powerful and also more helpless than one ever was before, the conviction that something extremely important and valuable had happened, so that the subject was to some extent transformed and strengthened even in his daily life by such experiences."
- Abraham Maslow -

"Self-actualizing people enjoy life more -- not that they don't have pain, sorrow, and troubles, just that they get more out of life. They appreciate it more; they have more interests; they are more aware of beauty in the world. They have less fear and anxiety, and more confidence and relaxation. "
From Frank Soble's book, *The Third Force: The Psychology Of Abraham Maslow*

Oh man!
There is no planet sun or star could hold you,
if you but knew what you are...
Make the most of yourself, for that is all there is of you.
RALPH WALDO EMERSON

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A direction to follow

In Lewis Carroll's well-known *Alice's Adventures in Wonderland,* Alice was following a path through a forest in Wonderland when it divided in two directions. Standing irresolute, she inquired of the Cheshire cat, which had suddenly appeared in a nearby tree, which path she should take.
And Alice went on: "Would you tell me, please, which way I ought to go from here?'
`That depends a good deal on where you want to get to,' said the Cat.
`I don't much care where--' said Alice.
`Then it doesn't matter which way you go,' said the Cat.

Where do *you* want to go? Why do you set goals if you don't have a dream? So many people walk aimless in their life. But YOU know where you want to go. You know the right direction. When you plan a vacation or a trip with your family, you gather in the living room and you decide.

First, where do you want to go?
Second: why do you want to get there?
Third: how do we get to our destination?

Like a trip, your life has a purpose. Find that purpose, that vision! Now, you know where you want to go!

Without a definite major purpose, you are as helpless
as a ship without a compass.
-- Napoleon Hill --

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Your vision: the starting point of your success

Success begins with an idea. Inventors are called such because one day they had an idea. A safety pin, a telephone or a light bulb have one thing in common: these inventions began with an idea, which was transformed into a vision and eventually transmuted into its physical equivalent.

Everyone has ideas. In the same way, we all have dreams. Think of Walt Disney, Thomas Edison, Abraham Lincoln. They all are big dreamers. There is no limit to your imagination. There is a limit to rationalization. Imagine yourself in 1950. Someone comes towards you and tells you that in about 20 years, some people will go to the moon, that in about 50 years, a man could participate to a conference held in America from his hometown in Taiwan and that computers could perform millions of instructions per second. What would you say to that person?
Man went to the moon. You can participate to a video-conference and you have such a computer. Why? Because somewhere a man had a vision. Dream big, aim high, for you are capable of miracles!

All successful people, men and women, are big dreamers. They imagine what their future could be, ideal in every respect, and then they work every day toward their distant vision, that goal or purpose.
-- Brian Tracy --

Success and progress toward achieving your goals in life begins with knowing where you are going.

I would like to share with you the truthful and wonderful words of Robert Dilts about imagination and dreams.

> "Twenty years ago, when I was first getting involved in NLP, I had a dream that maybe some day, creative, intelligent, and committed people, would be gathering together sharing a common interest and understanding of the mind and the strategies of the world's greatest geniuses; and that they would be working together to change the world. By reading this book, you have become a part of making that dream come true.

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There was a time, many years ago now, when my mother wasn't expected to live another six months. I had a dream that maybe it was possible for her to find her own inner resources and heal herself in a way that hadn't been thought possible before. Today, she is another one of my dreams come true.

My children are certainly a dream come true for me. And perhaps each of you has had dreams that have come true. And maybe if you find one, you will start realizing, "Oh yes, there is another one!" Maybe there are even dreams that have come true that you have forgotten were actually just dreams at one point in your life because they are just normal reality now - another lousy day in paradise.

And maybe we have an unconscious competence as individuals or as a collective group of people that can make these dreams come true if we could give ourselves the permission to dream them.

As you look at the world around you, notice how many of the things that you see around you, are actually dreams that have come true; the room in which you are sitting, the electric light by which you may be reading, the chair upon which you are resting, the book you are holding in your hand. All of these things were at one time just a dream in someone's mind, but now they have come into being.

We live in a world of dreams that have come true. Perhaps you yourself have helped others to make their dreams come true. Maybe you are somebody's dream that came true. Perhaps your parents dreamed of you before you were born. Perhaps you have entered someone's life at the very moment they needed someone like you.

So cherish your dreams. Cherish those dreams that have come true. And as you return to the present at the rate of speed that is the most appropriate for you, maybe you can feel yourself standing in that exciting position, on the threshold of a new dream. Behind you are the dreams that have come true. Ahead of you are the new dreams that give your life meaning."
(Strategies of Genius Volume III)

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Everything is created twice.

The major difference between the genius and the ordinary "crank" inventor may be found in the fact that the genius works through his faculty of creative imagination, while the "crank" knows nothing of this faculty.
- Napoleon Hill -

Every creation is born in imagination. Then, through faith and work, it is transmuted into its physical equivalent. Every outstanding enterprise, and every great invention began in the imagination of some one person.

Thomas A. Edison created the talking machine and the moving picture machine and the incandescent electric light bulb and other useful inventions, in his own "imagination," before they became a reality.

Dr Lazanov's method of accelerated learning was first born out of an idea. In the same way, NLP was born from the question: *What is it that people do that makes them successful?*

Bette Nesmith became a millionaire thanks to one single idea. By using her imagination, she invented her product "Mistake Out" and made a fortune. Let me share with you her story, found in Crossroads, Issue No. 7, pp. 3-4:

Bette Nesmith had a good secretarial job in a Dallas bank when she ran across a problem that interested her. Wasn't there a better way to correct the errors she made on her electric typewriter? Bette had some art experience and she knew that artists who worked in oils just painted over their errors. Maybe that would work for her too. So she concocted a fluid to paint over her typing errors. Before long, all the secretaries in her building were using what she then called "Mistake Out". She attempted to sell the product idea to marketing agencies and various companies (including IBM), but they turned her down. However, secretaries continued to like her product, so Bette Nesmith's kitchen became her first manufacturing facility and she started selling it on her own.
When Bette Nesmith sold the enterprise, the tiny white bottles were earning $3.5 million annually on sales of $38 million. The buyer was Gillette Company and the sale price was $47.5 million.

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As a musician, I love the story of that pianist who teaches us how success comes first in the mind:
Liu Chi Kung, who placed second to Van Cliburn in the 1948 Tchaikovsky competition, was imprisoned a year later during the Cultural Revolution in China. During the entire seven years he was held, he was denied the use of a piano. Soon after his release, however, he was back on tour. Critics wrote in astonishment that his musicianship was better than ever.
"How did you do this?" a critic asked. "You had no chance to practice for seven years."

"I did practice," Liu replied, "every day. I rehearsed every piece I have ever played, note by note, in my mind."

Everything is created twice : first in your imagination. Then, with faith and work, it becomes a reality.
More than an objective, a vision is like your personal legend, your Saint Grail that moves you forward, ever forward. Use your imagination and believe! Success is right where you are. The resources you need to turn your dreams into a reality are within you because you are a successful creation of an infinite power.

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The Mountain Story

A son and his father are walking in the mountains.
Suddenly, his son falls, hurts himself and screams: "AAAhhhhhhhhhhh!!!"
To his surprise, he hears the voice repeating, somewhere in the mountain:
"AAAhhhhhhhhhhh!!!"
Curious, he yells: "Who are you?"
He receives the answer: "Who are you?"
Angered at the response, he screams: "Coward!"
He receives the answer: "Coward!"
He looks to his father and asks: "What's going on?"
The father smiles and says: "My son, pay attention."
And then he screams to the mountain: "I admire you!"
The voice answers: "I admire you!"
Again the man screams: "You are a champion!"
The voice answers: "You are a champion!"
The boy is surprised, but does not understand.
Then the father explains: "People call this ECHO, but really this is LIFE.
It gives you back everything you say or do.
Our life is simply a reflection of our actions.
If you want more love in the world, create more love in your heart.
If you want more competence in your team, improve your competence.
This relationship applies to everything, in all aspects of life;
Life will give you back everything you have given to it."
YOUR LIFE IS NOT A COINCIDENCE. IT'S A REFLECTION OF YOU!

Author Unknown

Remember happiness doesn't depend upon who you are or what you have; it depends solely on what you think.
- Dale Carnegie -

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The Carpenter's House

An elderly carpenter was ready to retire. He told his employer-contractor of his plans to leave the house building business and live a more leisurely life with his wife enjoying his extended family.

He would miss the paycheck, but he needed to retire. They could get by. The contractor was sorry to see his good worker go and asked if he could build just one more house as a personal favor. The carpenter said yes, but in time it was easy to see that his heart was not in his work. He resorted to shoddy workmanship and used inferior materials. It was an unfortunate way to end his career.

When the carpenter finished his work and the builder came to inspect the house, the contractor handed the front-door key to the carpenter. "This is your house," he said, "my gift to you."

What a shock! What a shame! If he had only known he was building his own house, he would have done it all so differently. Now he had to live in the home he had built none too well.

So it is with us. We build our lives in a distracted way, reacting rather than acting, willing to put up less than the best. At important points we do not give the job our best effort. Then with a shock we look at the situation we have created and find that we are now living in the house we have built. If we had realized that we would have done it differently.

Think of yourself as the carpenter. Think about your house. Each day you hammer a nail, place a board, or erect a wall. Build wisely. It is the only life you will ever build. Even if you live it for only one day more, that day deserves to be lived graciously and with dignity. The plaque on the wall says, "Life is a do-it-yourself project." Your life tomorrow will be the result of your attitudes and the choices you make today.

Author Unknown

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We are what we repeatedly do. Excellence then is not an act but a habit.
- Aristotle –

If you wish to achieve worthwhile things in your personnel and career life,
You must become a worthwhile person in your own self-development
- Brian Tracy –

No man is free who is not a master of himself.
Epictetus

It is always your next move.
- Napoleon Hill –

Success is not to be pursued; it is to be attracted
by the person we become
Jihm Rohn

I wish you great success and I'm rejoicing to meet you on the road to success.

I will leave you with the best advice I could give: learn from the experts.

Emmanuel SEGUI
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