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Your Automatic Pilot to Goal Achievement

The human being is the only creature on the earth that can direct his or her future by choice.

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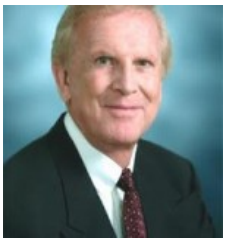
839 words | 3 pages



Every living organism has a built-in autopilot to help it achieve its goal, which is, in very basic terms, to live. In more primitive forms of life, *to live* simply means physical survival for both the individual and the species. This built-in mechanism or instinct in animals is limited to finding food and shelter, avoiding or overcoming enemies and procreation to ensure the continuation of the line.

Humans have intelligence and emotional and spiritual needs and capabilities, which animals do not have, and we often overlook the fact that human beings have a success instinct. Animals cannot select their goals; their success mechanisms are limited to those inborn goal images that are called instincts.

> **The success instinct in the human being, however, has something that animals will never possess: the creative imagination.**

The human being is the only creature on the earth that can direct his or her future by choice. You are more than a creature; you are a creator. You choose what your reticular activating system in your brain gives credit to. And you choose what you are looking for in the future through the repeated use of your creative imagination. The way you perceive your world defines the world in which you live. To see it in its unlimited range of possibilities is to see with the Quantum mind.

The perceptions we hold of ourselves, or our self-images, determine the kind and scope of people we are; our self-images are our life, controlling mechanisms that dwell at the subconscious level of thinking. Responsible for autonomic body control, such as breathing and heartbeat, and also for storing conditioned reflexes (repeated skills or images), the subconscious can be compared to a navigational guidance system or automatic pilot. The conscious level of thinking, responsible for collecting information from the environment, storing it in the memory and making rational decisions, can be compared to an attorney or judge.

Guidance systems can be programmed to seek an image or target. They are installed in missiles and spacecraft, which are then guided by these highly sophisticated electronic systems to seek a target through the use of electronic data feedback. The homing torpedo, for example, is a self-propelled system that makes every correction necessary to stay on target and score a hit by constantly monitoring feedback signals from the target area and adjusting the course setting in its own navigational guidance computer. Programmed incompletely or non-specifically, or aimed at a target too far out of range, the homing torpedo will wander erratically until its propulsion system fails or it self-destructs.

So it is with each of us. Set a goal or an image and this self-motivated system, which constantly monitors self-talk and environmental feedback about the goal, adjusts the self-image settings in our minds and makes every decision necessary to reach the goal.

Recent research suggests that the brain can function like a holographic projector, which uses laser beams to project and reassemble three-dimensional images. If you've been through the delightful experiences of Disneyland, Walt Disney World or Epcot Center, you've been startled and amazed at the "real-life" ghosts and characters. Though they are just an assembly of light waves, they appear so solid that you could reach out and touch them! It is this holographic capability of the brain that makes your mind such a potent force.

Scientists agree that the human nervous system cannot tell the difference between an actual experience and one imagined vividly, emotionally and in detail. Many of your everyday decisions are based upon information about yourself that has been stored as truth but is just a figment of your imagination, shaded by your environment.

During every moment of our lives, we program our self-image to work for us or against us.

It strives to meet the objectives we set for it, regardless of whether they are positive or negative, true or false or safe or dangerous. Like a videotape recorder playing its cassette, its sole function is to follow instructions implicitly, based upon previous inputs.

Denis Waitley is one of America's most respected and beloved authors, keynote lecturers and productivity consultants on high performance human achievement. He has inspired, informed, challenged and entertained audiences for over 25 years from the boardrooms of multi-national corporations to the control rooms of NASA's space program. Denis has been voted business speaker of the year by the Sales and Marketing Executives' Association and by Toastmasters' International and inducted into the International Speakers' Hall of Fame. With over 10 million audio programs sold in 14 languages, Denis Waitley's CD album, The Psychology of Winning, is still the all-time best selling program on self-mastery. To order this Best-Seller or his newest release, The Platinum Collection and to subscribe to the free Denis Waitley Weekly E-zine visit his website here:DenisWaitley.com