

GETTING THE MOST FROM THIS BOOK

My fundamental premise is that you are brilliant and can create dramatic new results in your life by using this book. Following are suggestions that you can use to maximize the value you create from *Falling Awake*.

Focus on purpose

The purpose of *Falling Awake* is to provide an opportunity for you to learn and adopt methods and ways of being that assist you in creating the life of your dreams.

Examining key words in the above sentence will help you make the purpose of this book come to life:

The purpose of this book is to *provide an opportunity*

(set the stage, enable, give a chance, not to force or guarantee)

for *you*

(this book is designed to be a personal experience)

to *learn*

(to acquire new skills and experiment with new ideas)

and *adopt*

(use, apply, put into practice, make part of your daily routine)

methods

(plans or actions based on plans)

and *ways of being*

(values, attitudes, basic principles of living, who you *are* beyond what you have and what you do)

that *assist* you

(this book can only offer suggestions; it's up to you to use them)

in *creating the life of your dreams*

(getting what *you* want, achieving levels of happiness, health, love, wealth, or whatever else *you* choose).

Please read the statement of purpose again while considering the definitions of the words in italics. A continuing awareness of your purpose keeps you on track and helps you achieve the results you desire.



Enjoy the benefits of a book

As a means of learning, books offer big advantages over a classroom, a workshop, or a television. You just experienced one of those advantages if you reread the purpose statement. With a book, you can review and reread that which you consider important.

If you didn't reread the purpose statement, then you experienced another advantage of a book: You have control. You get to choose what is interesting to you, what is helpful, and what is not. You can just scan the headlines—printed in bold type—to quickly get the main points of this book. Or you can slow down to study each word as you read. You can even take the time to look up key words in the dictionary. All these things are hard to do when you get information from another medium, such as a videotape or a lecture.

So take full advantage of this book. Skip around. Study what is useful. Reread what is unclear for you. Take the time to write about what you like. Ignore what you think is rubbish.

Be willing to change

It's been said that if you always do what you've always done, you'll always get what you've always gotten.

Many people expect to get different results in their lives without changing any of their thoughts or behaviors. That's not very probable.

There are periods in our lives when we grow significantly. There are times when we push to a breakthrough. There are moments of dizzying change when we make a choice that alters our lives forever. Your experience with *Falling Awake* might be such an occasion—especially if you're willing to adopt new attitudes and new actions.

Get a partner

Find an individual or small group who will do this book with you. Meet regularly to discuss and apply the ideas. Do the exercises and journal entries together.

Others can help you find new ways to create the life of your dreams, and you can do the same for them.



Remember that these techniques work— except when they don't

None of the Success Strategies are absolutes. A technique that works like magic in one area of your life might fail in another. Even the same strategy applied consistently in the same way might lose its effectiveness over time.

Consider these examples: You can be happy regardless of circumstances—except when you aren't. (Sometimes you will feel unhappy, and it pays to fully accept and experience your unhappiness.) Choose the career of your dreams and the money will follow—except when it doesn't. (Have some savings in the bank.) Learn to listen well and your relationships will improve—except when they don't. (Sometimes people need more than a sympathetic ear.)

When it comes to creating the life of your dreams, there are no sure-fire formulas that work every time. When your chosen plan or strategy doesn't work, just choose another.

Also consider how the *opposite* of a suggestion might be useful. For example, instead of simply accepting the preceding suggestion to do this book with a partner, you can explore the possible benefits of working through this book alone.

Apply the ideas to yourself

The Success Strategies are most effective when you apply them to yourself instead of wishing that other people would use them. After reading an idea, it's easy to say, "Wow, that is a great idea. I wish my spouse (or my kids, or my friends, or my boss) would do that." This type of thinking can rob you of the chance to apply the idea to yourself. And by insisting that others change their thinking and behavior, you risk alienating them and appearing judgmental.

You have far more influence on your own life than you do on the lives of others. Applying a powerful suggestion to your own behavior can be the fastest road to creating the life of your dreams.

Give it time

Be prepared to take time with this book. Some of the exercises, if you do them thoroughly, could take hours spread over several days or weeks. Remember that every minute you spend with this book is time invested in creating the life *you* want.



Do it

We have a way that we usually relate to books. We call it *reading*. That is not the only way to interact with this book. This book is meant to be *done*, not just *read*.

As you read about the Success Strategies, you might find ideas and suggestions that sound familiar. You might swear that you've already seen these ideas in fortune cookies, on bumper stickers, or in other self-help books.

If you're tempted to stop reading for this reason, then consider that people often *know* but don't *do*. They neglect to practice what they've heard, read, and already know.

One of the most important functions of any book or speaker is to present familiar ideas in a new way. Authors and speakers can create value by reminding us of what we already know—and inviting us to take action.

My goal is to present ideas in such a way that you move from “I know” to “I will” and “I do.”

Don't do it

After giving thought to a particular idea or suggestion in this book, you might choose to do nothing about it right now. When this happens, you can write something in the margin like “No thanks—maybe later.”

This statement can be as valuable as anything else you write. Deliberately choosing to take no action is far more effective than letting a suggestion slip by unconsciously. You can make thoughtful choices about what you will and will not do with *Falling Awake*.

