



Life Response Audio/Video Text

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Contents

The Miraculous Phenomenon of Life Response	4
Overcoming Negative Attitudes Attracts Good Fortune	6
The Power of Attention.....	8
Taking the Other Person's Point of View Attracts	10
Higher Levels of Cleanliness Attract	12
Higher Levels of Orderliness and Systemization Attract	14
Perceiving a Problem in a Positive Light	16
Increasing Your Psychological Strength Attracts	18
Life Response Power of Honesty.....	20
Making the Full, Exhaustive Effort Attracts	22
Higher Levels of Energy Attract.....	24
Power of Intention to Change Our Lives.....	26
Accept the Givens: That Which Life Puts Before You	28
Break the Habit, Change the Routine; Life Will Respond	30
How to Attract Money into Your Life - Part 1	32
How to Attract Money into Your Life - Part 2	34
The Great Secret: Opening to the Spiritual Force.....	36
Opening to the Spiritual Force Overcomes Difficulties.....	38
Expressions of Ego and Negative Life Response	40
Over-Expectation, Premature Celebration Delays or Cancels the Result	42

The Miraculous Phenomenon of Life Response - 1 (Roy Posner)

"Life Response" is the way life suddenly responds with good fortune to a corresponding change in our consciousness, defying normal notions of cause and effect, and space and time.

For example, you *shed a negative attitude* and *suddenly* a moment later, someone from out of the blue who you never knew before contacts you with news that you have secured a very large sum of money.

Because you shifted your attitude from the negative to the positive, life *instantly* rewards you with good fortune. That is the phenomenon of "Life Response."

(pause)

As it turns out, we can evoke these miraculous-like results on a continuous basis by learning the *inner and outer behaviors* that attract them.

Perhaps the simplest and fastest way to evoke such good fortune is to raise one's level of *cleanliness and orderliness*. For example, one individual in desperate financial straits cleaned his filthy refrigerator and within *10 seconds* of completing that task attracted *months'* worth of work from his agent, when just a moment before he had absolutely nothing in sight.

That's the life response power of taking to higher levels of cleanliness and orderliness.

Another way to attract such miraculous-like results is by *focusing your intention on something you want to accomplish*.

For example, a young man we know thought about doing house painting work in the new town he moved to, but was not motivated enough to fulfill his goal. As a result, he struggled to find his bearings in his new home town.

Months later, however, he decided to make good on his promise and *intensely focused* on finding work. When he made that psychological and physical effort, not only did he secure several lucrative projects, but from out of nowhere he was soon offered the *job of his dreams* that would last for the *remainder of his life!*

As we see, when we seriously *focus our intention* on achieving a goal, making the full commitment and persevering effort, life conspires to give us what we want, *and much much more!*

It turns out that we have tracked hundreds of life response incidents over the years, while also identifying several dozen key human behaviors that attract it.

Among the methods that evoke these miraculous-like results are:

- overcoming a negative attitude
- increasing our level of cleanliness and orderliness
- focusing our intention to accomplish a goal
- being self-giving towards others
- staying calm in the midst of difficulty
- and using the power of the spiritual Force

One interesting aspect of life response is that once you have experienced its miraculous-like results, you are bound to look at life very differently.

You will not only see that you have a vast *inner power* to quickly change life's conditions, but you will now realize that life functions in startling ways you never would have imagined!

Overcoming Negative Attitudes Attracts Good Fortune - 2 (Roy Posner)

Perhaps the most powerful way to evoke good fortune is to change a *negative attitude* to a more positive one. If you have a negative attitude towards *another person*, about *work*, or *anything* in life, and then reverse it, good fortune will quickly come your way!

Let me give you a true-life example.

The president of a software company we know of was very concerned about a contract he was negotiating with a client. He felt he was being pushed *too hard* by the client, which raised negative feelings in him toward certain *individuals* there.

However, at one point he realized that having this attitude was *not helpful*, so he *blocked* out these feelings.

Moments later, he received an *unexpected* check in the mail from *another* client for a *large sum of money*. It turned out to be a payment for an invoice that was *six months overdue*; the *longest* past due bill his company had ever experienced!

As we see, when we shift away from bother or irritation or any other negative attitude, life quickly rewards our efforts.

Here's an *even more dramatic* true-life example of this phenomenon:

Another person we are familiar with was working at a computer store. He had the *lowest* sales amongst all his peers, and yet he hoped to move up in the ranking.

One day, his boss asked him to come in and work *weekends*. Though our friend was not very happy with the idea at first, he soon changed his mind and decided to make the extra effort.

When he entered the store that Saturday, within *10 minutes* a customer walked in and made a *huge* purchase from the salesperson. As a result, he not only garnered the *biggest sale of his career*, but it would lead to his *biggest sales month ever*.

In fact, he leaped over *all* of his peers and became the *#1 salesperson for that month in the entire 4-store chain!* And best of all, it would turn out to be the *biggest monthly paycheck of his entire life!*

That is the life response power of *overcoming a negative attitude*; in this case a reluctance to make the extra effort.

When we *identify* what that wanting attitude is, and then *push it away*, the infinite potential of life rush in, catapulting us to the pinnacles of success!

So why not consider one or two negative attitudes you have – whether in relationship to your work, or towards others around you, or even how you feel about yourself and life; and then make the effort to overcome it.

If you do, life will respond with *overwhelming good fortune* in the minutes, hours, and days that follow!

The Power of Attention - 3 (Roy Posner)

It is a basic law of life that everything responds to attention -- whether a physical object or a human being.

Take money for example. We've discovered that when we give attention to money by maintaining precise and up-to-date accounts, we attract more of it. For example, one small business owner we know of decided to give greater attention to his financial accounts, balanced eight months of back bank statements, and then received \$5000 from out of nowhere the next day!

When you give greater attention to money -- whether by keeping financial accounts up to date or by paying your bills on time or by not wasting it -- life responds with more of it!

Well it turns out that life also responds with good fortune when you give attention to *inanimate objects*.

Let me give you an example.

A client of ours noticed that a machine of his was idle and run-down, so he decided to give it some serious attention. He then went ahead and made improvements in its upkeep, including cleaning it until it was spotless.

Immediately after, something amazing took place. Suddenly from out of nowhere a new project sprung up where this long-idle and neglected machine was now needed! In fact, not only was the machine now regularly being used on this project, but it became a huge source of income for the company!

As we see, when you give attention to neglected objects, life conspires to attract astonishing conditions. In this case, turning a long idle and neglected machine into a gold mine!

One final point: It turns out that not only do money and objects respond to attention, but *so do people*.

For example, one day I noticed that whenever I gave a little extra attention and encouragement to my slower students, they would suddenly brighten; becoming far more enthusiastic about the subject matter. Invariably at the end of these sessions I would secure my highest student evaluation scores.

And yet we have seen even more dramatic examples of the power of giving people more attention.

One day a manager friend of ours decided to give his illiterate workers more attention by providing some badly needed training.

Well, you can certainly imagine how energized, happy, and grateful they became.

And yet what was remarkable here was that even the machines they were working started performing better! Actually, the equipment began working at double their rated capacity -- even though no improvements were made to their operation, nor could the improved skill of the operator produce such a result!

That is the miraculous-like power of giving others more attention.

So why not consider what objects or individuals in your life deserve more of your attention. If you then offer it, life will respond in the most extraordinary ways!

Taking the Other Person's Point of View Attracts - 4 (Roy Posner)

Life Response is a phenomenon where *good fortune* suddenly descends on a person from out of nowhere.

One of the most powerful ways to elicit sudden good fortune is to hold back from asserting our own position and instead accept the *other person's point of view*. When we do, positive conditions suddenly present themselves!

Let me give you an example:

A few years back, several colleagues and I collaborated on developing a potential expert system for the Internet.

At one point, one of the partners contacted me and asked me to develop an initial round of *introductory materials* for the system.

However, I felt that the *purpose* of the system *hadn't even been defined*, so it didn't make sense to develop introductory materials that explained it.

Though at first I *hesitated* supplying the information my partner asked for, I then thought of the life response principle that one should always take the *other person's point of view*.

So that's what I did: I accepted his position in full -- no matter how much I disagreed with it -- and developed the materials *just as he asked*.

Well it turns out that as soon as I began organizing the materials he wanted, a startling set of events took place.

First, out of the blue my partner suddenly asked me to put in place *my own ideas* about the system; something he showed little inclination to do before.

He then surprised me even more when he told me that he wanted me to *include a series of articles I had previously written* that would be the *underlying basis for the system*; something he also showed *absolutely no interest* in doing before.

Then he went a step further still, and asked me to explain in detail *my entire philosophy* for the expert system; something I wanted to share with him for months, but which he never showed any interest in listening to!

These startling series of events seemed too good to be true, but *that is exactly what happened*.

Reflecting on the incident, it became clear that because I opened to *his view of things*, instead of fixating on my own, life opened up in ways for me I never would have imagined.

By *shedding my own perspective and embracing his point of view in full*, I entered a *wider sphere of existence* from which I was able to elicit a series of positive outcomes -- for myself, my associate, and the entire team.

Therefore, I recommend the next time someone makes a suggestion, or gives an opinion, or explains a situation that you *accept their view in full*; at face values; no matter what they say; even if it seems completely without merit.

You will be *astounded* by the life response results that follow!

Higher Levels of Cleanliness Attract - 5 (Roy Posner)

It might sound strange, but perhaps the quickest way to attract good fortune into your life is to take to higher levels of *cleanliness* -- whether it involves your living area or work space.

For example, several years ago a trainer we know of was in a desperate state and had no *upcoming work scheduled*. Also his finances were *extremely tight* and he didn't know what to do.

He then looked around his home and decided to *clean out his refrigerator*.

And so he began to remove all of the foodstuffs from the fridge, and then got down on his hands and knees and cleaned out the grit and grime. He then took it a step further and made it *absolutely spotless*.

He then got up from the floor, and admired what he had accomplished.

At that *very moment*, he heard his phone ring, picked it up, and was notified by his agent that he now had secured *months' worth of new work!* Needless to say he was ecstatic!

A few moments later, he thought about the situation and realized that because he made the intense physical effort to clean his refrigerator, life returned the favor and gave him an abundance of work, relieving his dire financial condition.

It was proof positive that taking to *higher levels of cleanliness definitely attract!*

Keep in mind that cleanliness is a form of organization. And whenever we *organize* something at a higher level -- whether cleaning up a mess, or straightening things out and putting them in their proper place -- we not only improve conditions around us, but attract sudden good fortune.

Let me give you another example of this phenomenon.

A consultant suggested to a manager of a company that was not doing very well that the staff clean up every trace of *carbon particles* from the floors, which were used to produce carbon *brushes* for automobiles.

Well, as soon as that effort was completed, with the very last bit of carbon retrieved, a representative of a very large company suddenly appeared from out of nowhere and purchased the firm's *entire carbon brush needs from that supplier!*

In fact, the official admired how *clean* the facility was, which he said was the *main reason* he made the huge purchase in the *first place!*

Again we see that when we take to higher levels of cleanliness, we attract *extraordinary* conditions from life!

So why not consider which areas of *your* life could use some more cleaning and orderliness; and then make the full effort to make that change.

If you do, *extraordinary* things will quickly start happening – whether in the form of new business, new opportunities, or some other form of good or great fortune!

Higher Levels of Orderliness and Systemization Attract - 6 (Roy Posner)

One of the hidden secrets of life is the enormous power of *organization*. Organization is that which keeps things in right order so life can *thrive*.

The most basic form of organization is *cleanliness*. When we take to higher levels of cleanliness not only does life around us become more presentable, but we tend to attract sudden good fortune!

For example, one desperate instructor without any work on the horizon decided to clean out his filthy refrigerator, and within *one minute* of completing that task attracted *months'* worth of work out of nowhere at a time he had absolutely nothing!

Though higher levels of cleanliness can attract these marvelous results, cleanliness reaches its apex and perfection when it is accompanied by *orderliness*. When we put things in their proper place or arrange them in right order for easy access and retrieval, we also tend to attract magnificent response from life.

Let me give you another example:

A carpeting company in California we worked with had their tools and inventory strewn all about their stock yard. We then asked them to gather them up and put them in some *logical order* so they can be *more easily retrieved when needed*.

When we returned to their offices a few weeks later, the owner told us that the company had suddenly received a *boatload of unexpected cash*.

He also told us that they had cleaned up and organized all of the tools and inventory in the stockyard as we had recommended.

When we then suggested that there was a *direct correlation* between the *sudden arrival of money* and the *effort to clean the stockyard*, he smiled in a sign of recognition!

That is the power of *orderliness* to attract good fortune! When you make things more orderly, life responds -- with more *money, more orders, more opportunity!*

Another power of organization that attracts is *systemization*. If you take any activity you are engaged in and organize it in a systematic way, you are bound to attract astonishing results from life.

This is exactly what happened to another business we know of.

What happened was that the company had put in considerable amount of time and effort developing a *new software product*; but after several months of trying had not yet generated a *single sale!*

Then a staff member decided to organize the software program for greater *consistency*; for improved *ease of use*; and a *higher degree of integration among the parts*.

The next morning, the business owner was stunned when the *first order for the product came in over the web!*

That is the life response power of *systematizing* anything in our lives; whether in our work or elsewhere. Unexpected, positive results come to us from out of nowhere.

So why not consider what aspect of your life needs to be better organized -- whether a *messy desk*, or an *unorganized file cabinet*, or *the lists of tasks you do every day*, or even a *complex activity* -- and then make that effort to improve it.

If you do, life will quickly *return the favor* in the most *astonishing ways!*

Perceiving a Problem in a Positive Light - 7 (Roy Posner)

We are often beset by problems that deflate us; leaving us helpless and without hope.

However, there is *another* way to look at such difficulties. It is to see them in a more positive light.

If you can look at the difficulties that befall you as an opportunity to *learn something new* and as a way to *grow as a person* life will return the favor and respond with good or great fortune.

Let me give you an example from my own experience.

One day a software program I was working on began to have problems. Then things got worse when error messages started appearing on the screen. Not knowing what to do, I contacted Help support to see if they could come up with a solution.

Normally when such problems occur we tend to get *annoyed or deflated*, but this time I was able to *catch myself*, and decided to view the entire situation as a learning experience.

I sensed that if I *remained still*, and simply watched the unfolding of this problematic event without being bothered, I would learn something valuable for the future.

And so I put it out of mind and left my office to take care of a few chores. When I returned an hour or two later, someone at Help support for the software program informed me that they could *not recreate the problem I reported*, and therefore *could not diagnose and solve it*.

I then went over to my computer and tried out the program once more. But this time, the software problem had *completely vanished!* In essence, the program had *self-corrected!*

Believing that it was a positive response from life, I wondered what I had done to attract it.

I then realized that I had earlier taken a *positive attitude* in the face of a *serious difficulty*.

Rather than fret about the problem, I decided to remain calm and look at it as an opportunity to learn *something new*.

When I took that tact, all emotional resistance within me was eliminated, allowing positive energies to flow. As a result, good *fortune* quickly came to me when the software problem got *solved on its own!*

But what did I learn that was new from this incident? I learned that if you stay calm and positive in the face of a difficulty, even putting it out of mind for a while, positive conditions tend to follow.

So the next time you run into a problem, don't panic; don't fret and worry. Instead, take a deep breath, step back, and evaluate the situation.

Try to see the difficulty in a positive light, as a learning experience, even as a vehicle to grow as a person.

If you do, life will quickly respond with good or great fortune!

Increasing Your Psychological Strength Attracts - 8 (Roy Posner)

One key to great success in life is our level of psychological *strength*.

Those who show inner strength and fortitude tend to succeed; while those who are weak tend to be left behind.

We have also noticed that any time of you shift from psychological *weakness to strength*, life *quickly returns the favor with good fortune*.

Let me give you a true-life example:

One individual we know was working on a prototype program for a major Silicon Valley company. The problem was that he never worked out arrangements for getting paid for his efforts, and instead waited for others to determine the compensation.

Well, as it turned out, though he worked for several months on the project, *he didn't receive a single penny* for his efforts! The real problem was that he *hadn't the inner strength* to bring up the compensation issue with his contact in the first place.

One day however, he told himself "*enough is enough*" and went to visit the contact. He then explained that he could no longer work on the project unless he received some form of payment for his efforts.

After the meeting, the man headed down to the parking garage and then sat in his car. Within two minutes he realized that the pain in his neck was now *completely gone; this after six months of continuous agony!*

What happened was that because he overcame *his weakness* and *exercised his psychological strength by demanding payment that he deserved*, life instantly responded in the form of a 6-month ache disappearing.

Here's another true-life example of this dynamic; one of our favorites:

A *woman* we know of was working at a medical facility, but was unfortunately under the thumb of a callous and *unsympathetic boss*. For a long time, she felt helpless and fearful.

However, one day she felt she had had enough, and *decided to take some action*.

Well, it turns out that before she even had a chance to meet with higher ups at the hospital to talk about the issue, her boss called her in and *suddenly started acting nice to her*, something he *never* did before!

Our friend then wondered *what in the world* could have caused this change in his behavior?

The woman then learned that *a friend of hers* had contacted someone in a high position in human resources about *her manager*, which had the effect of *changing the boss's recent behavior toward her*.

But what was *truly amazing* was the fact that the woman's friend did not know that the woman was having trouble with her boss, nor that the woman was going to contact higher ups about her boss's bad behavior! Somehow psychically, her friend accomplished the result for her!

As we see, when we act from strength, life has an *amazing* way of working on our behalf.

So think about ways *you* are currently expressing weakness in your life -- *whether in your work, in your relationships, or in any other area*—and *come up with a plan to exercise your strength*.

If you carry that out, *startling positive conditions will quickly present themselves!*

Life Response Power of Honesty - 9 (Roy Posner)

There are many ways to attract good fortune into your life. One of the most powerful is to refrain from engaging in dishonest behavior; practicing honesty and truthfulness instead.

Let me give you a true life example.

A young Indian woman we know was in college and was about to take a test for admission to a company. It turns out that her fellow students *knew the answers to the test in advance*, which would have substantially increased her chances for admittance if she went down that path.

However, she decided *not* to get the answers from her friends because she *valued honesty*.

As it turned out, when the day of the test arrived, the class *was cancelled*, making the test a moot point.

And yet what was *truly* remarkable was that soon after these events she was *accepted at that very same company*, something she *never expected to happen!*

As we see, when we *refrain* from acting *dishonestly*, life conspires to bring us good fortune, including the fulfillment of our heart's desire, such as securing the job of our dreams.

Then there is the other side of the coin; that if you engage in lying and deceit, you are can attract *negative* conditions.

That's exactly what happened to an attorney who *lied and deceived* in order to obtain a fee from his client because his family was in such desperate financial straits.

However, rather than get *ahead* as a result of his action, *one negative event after another* occurred in his life, jeopardizing his entire career.

That's what happens when you go down the path of dishonesty. Your negative energies move out into the field of life, and attract corresponding negative circumstance in return.

And *yet* we have seen the *flip* side of this: where an individual casts *off a lie* he has perpetrated, and as a result quickly attracts enormously positive results.

That's what happened to a young woman who had been lying about her living situation to her friends and neighbors. When she couldn't hide behind her lie any longer and admitted the truth in full to the people around her, she *instantly* learned that her husband had been elected to a *high political office*, when that seemed *very unlikely* only hours before.

That is the life response power that comes from shifting from a lie to being forthcoming and truthful. Life quickly conspires to bring about overwhelming good fortune.

So why not consider any area of your life where you have been deceitful or dishonest or less than forthcoming, and then shift to *its opposite*.

When you do, not only will you grow as a person, not only will you be more in harmony with others and life, but you are likely to quickly attract startling positive conditions from out of nowhere.

It can even occur *instantaneous* to your change in attitude!

Making the Full, Exhaustive Effort Attracts - 10 (Roy Posner)

We normally believe that putting out a certain amount of physical effort in our work will produce an *equal result*. Though this is of course true, there is also *another perspective*:

It is that if we make the *full, exhaustive effort* in work, life will quickly work on our behalf.

For example, a consultant friend of ours overcame his hesitation to take up a difficult and challenging work, plunging into it *in full*. When he was half way through that effort, he realized that the remainder had *already been completed for him!*

In essence by overcoming his hesitation and making *the full effort, life took over and worked on his behalf!*

Then there's a related principle. It's that if you make a *full, exhaustive effort* -- pushing yourself to expend your *very last drop of energy*, -- life takes over and gives you more energy.

That's what happened to a trainer friend of ours. Instead of fixating on his weariness and fatigue, he focused completely on the training session he was conducting, including the benefit that would come to his students. As a result of pushing himself to the limit, at the end of the class, he was *bursting* with energy!

As we see, when we shake off can't-do thoughts, feelings, and sensations, and instead give ourselves fully to the work at hand, we tap into *unexpected, hidden founts of energy* within us.

There is one final life response result that comes from making a *full, exhaustive effort*: it is the sudden arrival of more work, more money, and more opportunity from seemingly out of nowhere.

One tired computer salesman was asked by his boss to work weekends. At first he was reluctant to accept the offer, but then changed his mind and decided to come in.

When he arrived at the store that Saturday, *within a half hour he made the biggest sale of his life; and earned the biggest monthly commission check of his career!*

As we see when we make the *full, persevering, and exhaustive effort*, we attract *marvelous conditions* from life -- including *work getting done earlier*

than expected, sudden bursts of physical energy, as well as vast increases in opportunity, money, and success!

Then why not consider where *you* are holding back in your work effort, and then change your *approach, going that extra mile.*

When you do, *extraordinary positive conditions will quickly follow!*

Higher Levels of Energy Attract - 11 (Roy Posner)

Energy is the fuel of life. The more fuel we have, the more we can accomplish.

Well, it turns out that there are a number of interesting ways we can increase our energy.

One way we can increase energy is to *aspire* to accomplish something in our lives. If for example you have a *new goal* you want to achieve and you *intensely* want it to come about, you will feel a *surge of energy* radiating throughout your being.

Another way to increase energy is by *learning something new*, such as a new software program or some other technical or soft skill. Not only will energy stream throughout your mind, but it can evoke positive conditions from the world around you.

For example, a manager we know of decided to give his staff greater attention by training his illiterate workers. As a result, not only did his staff members become more energized, not only did it spread to other workers, but physical machines they used mysteriously started operating at double their rated capacity!

That is the energy attracting power of *learning something new*. Not only will you get energized, but so do the objects and people around you!

Another powerful way to increase your energy is to shift your focus away from our *own* self, and towards the *needs of others*. When you do, you will feel a burst of energy radiating throughout your being.

That's what happened to a trainer friend of ours. Instead of concerning himself about his own lack of motivation and energy, he decided to *give his all* in the *training session he was leading*. At the end of the class, he was just *bursting* with energy!

Of course there are a number of *practical* ways to maintain a high energy level, including eating right, getting the proper amount of exercise, having a good night's sleep, avoiding alcohol and drugs, and others. And yet these too can elicit good fortune.

For example, one individual we know was very *weary and tired*. During that time everything seemed to be *going wrong in his life*, including the cancellation of all of his work. However, when he focused on getting the *proper amount of rest*, not only were his energies soon restored, but out of the blue *work started coming on its own!*

Finally, there are certain activities that are energy depleters. One of the biggest drains on our energies is *expressing our opinions*. We love to give our thoughts on things in a social situation, but soon after the joy passes, we may find our energies falling down.

A related energy depleter is *speaking too much or too loudly*. Speech is a life power, and when we use it in excess, more than is needed, our energies get diminished.

So if you want to increase your energy either *aspire to accomplish something new in your life, or learn something new, or be more self-giving to others, or avoid any of the energy depleters*.

If you take up any of these, not only will your energy soar, but sudden good fortune is likely to follow!

Power of Intention to Change Our Lives - 12 (Roy Posner)

Life responds to our intention. If we know what we want, and develop the *intense desire for it to come about*, then life tends to cooperate and give us what we want.

On the other hand, if we only *half-heartedly* aspire for something to come about, then we are unlikely to gain the cooperation of life, and the thing we intend will remain unrealized.

Let me give you a real-world example illustrating this principle.

Many years ago I moved to California with the intention of creating a house painting business. In addition, I wanted to find an outlet for my spiritual interests.

The problem was that after I arrived in Berkeley, I showed little interest in making good on my promise. After several halfhearted attempts, I was still without the work I needed to support myself.

While this was going on, I met someone and travelled with her throughout Europe.

However, when she expressed her desire to continue on to the Middle East, I balked, *realizing how far off course I had gone from achieving my goals*.

And so this time when I returned to California I *committed* myself to doing all that was necessary to secure house painting work.

After completing several house-painting jobs, I purchased a car and I drove down to Southern California, where I started working at a giant home improvement center.

Several weeks later I drove to downtown LA where I met a woman who informed me of people in the San Fernando Valley who were selling goods related to the spiritual group I was affiliated with. I was absolutely *thrilled* by this development, met the principles there, and struck up a working relationship that has lasted till this very day.

It would turn out to be the most important connection of my life.

As we see, when we divert ourselves from our intention, we tend to repel conditions that fulfill our goals. However, when we make the deep commitment and *focus intensely on what we want to achieve -- putting all other matters aside -- life responds overwhelmingly, fulfilling our heart's desire*.

So think about what you want to achieve in your life.

Are you clear about what you want?

Do you intensely want it to happen?

And are you making the full, persevering effort to bring it about?

If not, then your intention is unlikely to be realized.

However, if you are clear, focused, and single-minded in pursuit of achieving your goal, then life will magically cooperate with your efforts, fulfilling your deepest aspiration in life!

Accept the Givens: That Which Life Puts Before You - 13 (Roy Posner)

Life is constantly putting situations before us that we can accept, neglect, or reject. If we *accept the current conditions* instead of ignoring or rejecting them, life has a funny way of quickly bringing good fortune our way.

For example, a very tired salesperson we know of was asked by his boss to work a weekend shift. At first, he was very reluctant because he was so tired. But then he *changed his mind*, feeling it was *his duty* to work when his boss asked him to.

When the salesman arrived that Saturday morning at the store, within a half hour he secured the *biggest sale of his career*. That not only led to the *biggest pay check of his life*, but it enabled him to rise from the *lowest* producing salesperson to the *highest* across the four-store chain.

That is the power of accepting *the conditions that life puts before you*, instead of neglecting or rejecting them. It attracts *startling good fortune*, fulfilling our deepest aspirations in life.

Let me give you another example, this time showing how embracing work you *don't* want to do can lead to life returning the favor and giving you the work you *really* want.

Not too long ago I was contacted by a Facebook friend of mine who told me that she had been offered positions in sales. However, she did not take advantage of these offers because she preferred pursuing her acting career instead.

I then suggested that rather than reject the sales work offer, she should accept it in full, putting aside her acting career for the time being.

Well it turns out that as soon as she accepted and responded to the sales work offers, she immediately received word from out of nowhere that she had been *offered a job as a radio actor!*

In other words, by focusing on and embracing the situation at hand, in this case the sales work, she was able to attract her heart's desire in the form of the acting role.

Or to put it another way, when she shifted from a negative to a positive attitude about the current conditions, life quickly turned around and gave her everything she wanted!

Just a little follow-up to this story. The young woman recently told me that that when she went for the audition for the drama part, the lady there *loved her performance*. In fact, they wanted my friend to become a *permanent* member of the cast!

That is the extraordinary life response power of embracing the conditions that life has put before you, whether you like them or not.

It opens the door to *infinite possibilities!*

Break the Habit, Change the Routine; Life Will Respond - 14 (Roy Posner)

So much of what we do in life is *repetitive and routine*.

In one sense, repeating the same thing is quite satisfying as we feel comfortable with what is predictable and dependable. Yet this sort of habitual behavior also *removes freshness from life*.

Interestingly, if we change a habit or alter the routine – doing things in a fresh, new way – positive things start happening around us!

Let me give you an example.

One day several years ago I decided to change things up a bit and take a different path on my walk along the bay in the Marina district of San Francisco.

As a result, not only did I suddenly come upon a spectacular view of the Golden Gate Bridge and environs I hadn't seen before, but I discovered a tucked away a little bookstore that contained a volume that would alter the course of my writing career.

And all this occurred because I simply changed my routine; taking a different path. As a result, life responded and it created a *new path in life for me!*

Here's another example of the life response power of breaking the habit, rather than repeating the same old routine.

One day I went to visit a client, but after waiting a while in the lobby, I was informed that she was not yet available. So I pulled out my manual and tried to tackle a very obscure subject that I had avoided in the past. With time on my hand, I had time to dive into it.

When the client arrived, she showed me the problem she was having with her system. We both thought about it for a while, but were completely stumped.

After a pregnant silence, I suddenly realized what the solution was. It was precisely the obscure feature I had just learned!

Out of the *thousands* of solutions that the program offered, I "coincidentally" had just read about the very one that solved the problem! As a result of our new-found solution, the client was practically dancing on air.

As we see, when we break out of the routine and do things differently, we release fresh energies that then align with the very best of conditions in our lives.

In essence, when we change the habit, we move out of our limited domain, and open to a wider field of existence, allowing the infinite potentials of life to rush in.

So why not consider several activities that have become routine and predictable in your life, and conceive of a way to do them differently; from a fresh, new perspective.

If you then make that habit-breaking, routine-altering effort, startling positive conditions will quickly appear before you!

How to Attract Money into Your Life - Part 1 - 15 (Roy Posner)

Money is a force. Like all forces in the universe, money obeys certain *universal laws*. By applying those laws in our lives, we can quickly attract money from *out of nowhere*.

Let me give you several examples.

First, let's talk about *attention*. It is a basic law of life that everything responds to *attention*, whether people or objects. *Money is no exception*.

One way to give money attention and attract more of it is by *keeping your accounts accurate and up to date*.

For example, one small business owner we know of balanced eight months of back bank statements in a weekend, and received \$5000 from out of nowhere the next day!

That is the life response power of giving more attention to the organization of our finances.

Another way to attract money is to spend and circulate it, instead of holding on to it.

For example, a programmer we know of was *unwilling to pay bills he owed others* until he *first* received money *he was owed* by his clients. He waited days for payments from his clients, but nothing came.

Then he changed his attitude, and went ahead and wrote out checks for the money he *owed others*, not waiting for the money due him. When he then went to pick up his mail *ten minutes later*, the check he yearned for *was in the box!*

When you circulate money instead of holding onto or hoarding it, more of it quickly comes your way.

Here's another way to attract money.

Very often people with money problems are those who have *borrowed in the past* but have *forgotten to repay*, even when they had the opportunity to do so. However, if you *change that attitude*, astonishing things can happen.

For example, one person we know of owed a friend thousands of dollars for over twenty years.

Well, it turns out that an *instant* after he *committed himself to paying off that old debt*, he received news that he had been offered a better place to live, after having lived in the same cramped apartment for over twenty years!

When you shift your attitude and pay on old outstanding debts, life quickly responds with good or great fortune.

Finally, it turns out that if you *collect* all the money *that you are owed*, even the *smallest amount*, life responds to that as well.

One individual from India decided to collect *on all the money* he was owed, down to a few rupees. After he successfully collected those funds, in the days that followed he received 300,000 rupees -- 7500 US dollars -- from the *most unexpected sources!*

As we see, there are a number of inner levers that quickly attract money; including keeping accounts up to date, circulating instead of holding onto it, paying on one's outstanding debts, and collecting on any amount owed to you.

If you follow those universal laws, money will flow non-stop in your direction!

How to Attract Money into Your Life - Part 2 - 16 (Roy Posner)

In the first entry on *money*, I offered several powerful strategies that can help you attract money from out of nowhere. Now I would like to add several others.

Perhaps the simplest and most dramatic way to attract money is to raise your level of physical cleanliness and orderliness -- whether at home or at work. Many individuals and businesses have followed this practice, and seen money suddenly *pour into their coffers* from out of nowhere!

For example, an instructor we know of didn't have any training work lined up, and as a result was in desperate financial straits. However, one day he decided to apply the principle of *higher cleanliness*. And so he got down on his hands and knees and cleaned out the inside of his grimy refrigerator.

Well it turns out that at the *exact* moment he got up from that strenuous ordeal, his phone rang. When he listened to the voice message, he learned it was his agent who informed him that tons of new training work had been lined up, thereby instantly eliminating all of his problems.

As you see when you take to higher levels of cleanliness, life instantly responds with good fortune --in the form of new work, new opportunities, and *new sources of money!*

Another surprising way to attract money is by controlling one's speech.

Speech is an expression of our life energy. If we speak *too much* or too *loudly*, that energy gets squandered, which in turn *repels* money. However, if we speak the *minimum amount necessary to convey our thoughts*, as well as speak in a *low, soft voice*, we can attract hordes of money to our person.

That's precisely what happened to a 39-year-old wealthy American businessperson who had lost all 60 of his employees, and was prepared to file bankruptcy. Through a relative's suggestion, he and his wife not only practiced the discipline of higher levels of cleanliness, but also that of *reduced and soft speech*. Two years later, he was in a financial position to retire for life.

Finally, we have found that by shifting from stinginess and tightfistedness to *generosity* also enables us to attract money from out of nowhere.

For example, a somewhat tightfisted man decided to pay for the trip of his friend who was in a bit of financial straits. It was something the stingy man would not ordinarily do. Well, it turns out that *the next day* our friend

unexpectedly received a very significant monetary payment; something he did not expect to arrive for a very long time!

When you shift from being tight and stingy to being generous, money tends to quickly move in your direction, *and* often from the most unlikely sources!

So why not consider how *you* can attract money by taking to *higher levels of cleanliness and orderliness; by reducing the quantity and pitch of your words, and by showing higher levels of generosity.*

If you make improvements in any of these areas, money will flow in your direction non-stop!

The Great Secret: Opening to the Spiritual Force - 17 (Roy Posner)

Consecration is the act of calling to the Spirit, which in turn quickly evokes positive conditions from life.

For example, if before giving a presentation you call to the spiritual Force, *everything* tends to go right in that session.

That is the life response power of consecrating an *upcoming activity*, -- whether involving work or simply meeting with a friend.

You can also call to the spiritual Force to overcome any *problem* you are having in your life.

For example, if things are going very poorly in your presentation, and you call to the Spirit, everything tends to go right thereafter.

That's precisely what happened to a friend of ours. After a disastrous morning session, he consecrated the remainder of the training class he was giving, and as a result *everything went perfectly* thereafter. He even felt a palpable peace and sense of well-being throughout the remainder of the day.

As we see, by opening to the Spirit, we can quickly attract the resolution of any problem-- whether involving our work, financial difficulties, relationship issues, and others.

One particularly powerful benefit of consecration is that it can smooth over difficult relations we are having with other people.

I recall one time my aunt and uncle came to visit me in California from the East Coast. Often in the past when my uncle visited, our discussions would devolve into contentious rancor. However, this time I called to the spiritual Force so that things would be different.

When the three of us then got together, *every conceivable thing went right*. The weather was perfect. The restaurant we went to was uncrowded enabling us to have a delightful meal, and the walk we went on was serene and joyful. Even our discussions were harmonious, yet filled with insight and delight.

As we see, when we bring to bear the power of the Spirit, difficulties we have had with others -- whether our friends, family members, romantic relationships, work associates, and others -- tend to quickly evaporate.

Keep in mind that each of us has this miraculous-like power at our disposal. The spiritual Force is always available to be utilized -- whether to attract *perfect outcomes in the activities we engage in*, or to *eliminate problematic*

situations we find ourselves in, or to smooth over difficult relations we are having with others.

Also keep in mind that once you experience the spiritual power of of consecration, not only will you be overjoyed by the miraculous-like results, but from thereon in your life will never be the same!

Opening to the Spiritual Force Overcomes Difficulties - 18 (Roy Posner)

There is a spiritual Force available to us that has the power to overcome any problem we encounter in life.

I would like to narrate several real world examples, which will hopefully inspire you to evoke this same power in your own life.

First, I would like to tell you about an Indian national we know of working in the US in the software industry who could not get back to his country because his work had taken longer than expected. This disturbed him and his mother.

Moreover, the intensity of the experience caused him to develop a serious skin problem.

To try to rectify the problem, his mother intensely offered the difficulties to the spiritual Force.

Well it turns out that right after she made this inner effort of consecration, she learned that her son's trip to the US had been *cleared* by management, and he would be arriving in two weeks!

In addition, he managed to finally get a proper diagnosis of his skin problem, and, as a result, it was now easily treated.

The woman could not believe that both problems had vanished so quickly and so miraculously.

That is the life response power of the spiritual Force to overcome any difficulty we are having in life.

Here's another example of how consecrating a problem can quickly resolve it.

A man was on the edge of financial ruin because all orders in his business had dried up due to the recession. He then offered the matter intensely to the Spirit, and immediately after an order came in that provided *months'* worth of financial sustenance.

That is another example of the power of consecrating a problem, which overcomes it in the blink of an eye.

Finally, here is an example where one can use this spiritual power to resolve a serious problem involving the *entire community*.

An American friend of ours was very concerned that the fires burning out of control in Northern California for nearly a month could soon lead to the deaths of hundreds, maybe thousands, as the smoke in the air had turned dangerously toxic.

He then called intensely to the spiritual Force, hoping for some change.

The next morning when he awoke, he saw that the skies had *completely cleared*. He later learned that unexpected weather system had swept through the area clearing out the smoke, potentially saving the lives of many scores of people.

In this case, the man not only evoked a response for *himself*, but for *millions of others in the wider community*.

These are examples of powerful experiences of individuals who opened themselves to the spiritual Force to resolve problems, evoking miraculous-like results.

Well it turns out that you too can do the same *in your own life* by offering any problem that you are having to the Spirit. Not only will you attract startling positive conditions, but it is likely that your view of life will never be the same!

Expressions of Ego and Negative Life Response - 19 (Roy Posner)

Ego is the view of reality in which we stand at the center of the universe and look out on everything from our own perspective; disregarding the views and concerns of others; oblivious to what the truth really is.

Ego is thus a selfish and ignorant view of reality; one that is cause of so much pain and suffering in our lives.

Such egotism expresses in many ways. For example, when we express *pride and arrogance*, we engage in ego. When we *disregard what others say* we are lost in our own ego. When we *feel hostile toward people we know*, we are fostering ego. And so forth, ad infinitum. There are literally *hundreds* of ways we express the separative consciousness of Ego; and unfortunately engage in it so many times in the course of our day.

And yet perhaps the *worst aspect* of Ego is that when we express it, *negative conditions* quickly present themselves.

Let me give you a real life example:

There was a gentleman who was a contestant on a major American TV quiz show. He had answered several questions correctly, and at that point he had earned \$30,000.

Then the host asked the contestant if he would like to hold up a giant check of his winnings for the audience to see. Though he had rejected this request earlier, this time he accepted, and then proudly held it aloft for the crowd to view. The audience roared its approval.

The next question asked by the host was not a particularly difficult one, but it turned out to be completely outside the contestant's knowledge area. As a result, the contestant gave the wrong answer, and was immediately eliminated from the show.

What happened was that when he held the check aloft for others to admire, he engaged in a prideful ego movement, which in turn quickly attracted negative circumstance in the form of a question that was outside of his area of expertise.

This is an example of how each time we express Ego, life tends to quickly respond with negative conditions.

Here is another true-life example of this dynamic:

A woman we know of was attending a lavish Christmas party, and was vying to win a prize.

When another individual was announced as the winner, the woman felt bitter; not only because she failed to win the prize, but because in the months before the party she had developed ill-will toward this person.

As it turned out when the woman bitterly walked away after losing the prize, she instantly learned that her son had gotten into serious trouble.

In essence, her ill-will toward the woman who won the prize instantaneously attracted negative circumstance about her own son.

As our research has shown time and time again, when our Ego is at the fore, negative conditions quickly present themselves. On the other hand, if we control such ego movements, we can avoid these painful outcomes from life.

So why not be vigilant and catch any ego-oriented feeling you have in the course of your day -- such as instances of ill-will, pride, jealousy, callousness, over-assertiveness, intolerance, irritation, anger, and so forth.

Each time you do, you will avoid attracting the negative, and the pain that comes with it.

Over-Expectation, Premature Celebration Delays or Cancels the Result - 20 (Roy Posner)

One of the cardinal principles of life response is that when you overly-expect or overly-anticipate something happening, that thing tends to get delayed, or even get cancelled.

Let me give you an example:

Awhile back I was listening to a sports talk show. One of the listeners called in and said that the local team should not concern itself merely with winning the division title, but should aim for the *championship* instead.

In my view, the team was up and coming, but was still *weak* in several areas. Therefore, when I heard the listener's comment, I smiled and questioned his ambitious, almost haughty *fair-weather outlook for the squad*.

Well it turns out that right after I heard this conversation, the team went into a free fall. Worse still, it didn't even make the playoffs, let alone the championship! In fact, it fell to near the bottom of its own division!

You see, when you broadcast your opinions about future great success for an entity that is still in a developing state, you lower the consciousness and thereby evoke the *cancellation of its success*.

On the other hand, if you catch such bold and bravado-based expectation, remain humble, and keep your thoughts to yourself, that entity tends to do much better in the period that follows.

I have seen this dynamic in action many times, and with wonderful, miraculous-like results. For example, through this method one individual was able to guide a team from within himself to two world championships; their first in 55 years.

A closely related principle is that if you *celebrate* too early, when circumstances are *still in progress and unfolding*, you can attract the cancellation of the final outcome.

Here's an example:

A scientist had developed a breakthrough technology and wanted to demonstrate it to the world. Not only would it be a major achievement if successful, but it would quiet the skepticism of his associates.

As the experiment unfolded, all seemed to be going well. As a result, there was a smile on the scientist's face; actually an expression of gloating and glee, as events seemed to show that his skeptical fellow-scientists were wrong after all.

However, a moment later, everything started going wrong; with the entire demonstration ending in disaster.

What happened was that instead of waiting for the experiment to complete, the scientist could not control his gloating and sense of pride in his apparent achievement. As a result, life responded negatively as the experiment turned sour. Not only was the scientist crushed by the technological failure, but he felt humiliated in front of the fellow scientists he wanted to impress.

As we see in these examples, it's best to keep things under your hat until a work is completed -- instead of impulsively speaking about it, or gleefully celebrating before the thing is done, or communicating its outcome prematurely.

Doing so will prevent the positive energy behind it from being sapped, and attracting the cancellation or undoing of the remainder.

