

# **Your Personal Road Map for Success**

*How to Get to Where You Want to Be*

**By Donald Gordon Carty**



**INFORMATION AND EDUCATION SERVICES**

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# Introduction

Before using a new computer or a camera you are sure to read the user's guide carefully in order to avoid problems. You can then take pride in making proper use of your equipment, which will probably give you many years of excellent service.

We possess everything we need to be happy, efficient, prosperous, human beings, to enjoy good health and make a success of our lives. Why is it, then, that our lives so often become filled with misery, complexes, problems, discouragement and depression? Why is it that we so rarely seem able to really live, to relax and be happy?

The human brain, nervous system, and muscular system, operate as a highly complex servomechanism. (An automatic goal seeking machine which "steers" its way to a target or goal by use of feedback data and stored information, automatically correcting course when necessary.)

This does not mean that you are a machine, but that your physical brain and body functions as a machine, which "YOU" operate.

Even if we started out in life with an excellent 'machine' at our disposal, no one provided us with a user's guide. You don't learn anything about the art of living at school. And if we are unhappy, it is simply because we make ourselves unhappy. We use only a tenth of the capacity of our 'machine'. And yet every one of us possesses untold, unexploited treasures and unlimited resources.

But it's never too late to learn!

This book has been designed not merely to be read but to be *experienced*.

You can acquire information from reading a book. But to “experience” you must creatively respond to information. Acquiring information itself is passive. Experiencing is active. When you “experience,” something happens inside your nervous system and your brain.

This book has been designed to force you literally to “experience.”

Finally, you will find throughout the book certain things to do and certain exercises, which you are asked to perform. These exercises are simple and easy to perform, but they must be done if you are to derive maximum benefit from them.

## **What is Success**

As I use it throughout this book, success has nothing to do with prestige symbols, but with creative accomplishment. Rightly speaking no one should attempt to “a success”, but everyone should attempt to be “successful.”

Trying to be a success in terms of acquiring prestige symbols and wearing certain badges leads to neuroticism, and frustration and unhappiness. Striving to be “successful” bring not only material success, but satisfaction, fulfillment and happiness.

Noah Webster defined success as “the satisfactory accomplishment of a goal sought for.” Creative striving for a goal that is important to you as a result of your own deep felt needs, aspirations and talents (and not the symbols which the “Joneses” expect you to display) brings happiness as well as success because you will be functioning as you were meant to function. By our very nature we are goal striving beings. And because we are “built that way” we are not happy unless we are functioning as we were made to function – as a goal striver. Thus true success and true happiness not only go together but each enhances the other.

If you can remember, worry, or tie your shoes, you can succeed.

## Reserve Judgment for 21 Days

Do not allow yourself to become discouraged if nothing seems to happen when set about practicing the various techniques outlined in this book for changing your self-image. Instead reserve judgment – and go on practicing – for a minimum period of 21 days.

It usually requires a minimum of about 21 days to effect any perceptible change in a mental image. Following plastic surgery it takes about 21 days for the average patient to get used to his new face. When an arm or a leg is amputated the “phantom limb” persists for about 21 days. People must live in a new house for three weeks before it begins to “seem like home.” These, and many other commonly observed phenomena tend to show that it requires a minimum of about 21 days for an old mental image to dissolve and a new one to jell.

Therefore you will derive more benefit from this book if you will secure your own consent to reserve critical judgment for at least three weeks. During this time do not be continually looking over your shoulder, so to speak, or trying to measure your progress. During these 21 days do not argue intellectually with the ideas presented, do not debate with yourself as to whether they will work or not. Perform the exercises, even if they seem impractical to you. Persist in playing your new role, in thinking of yourself in new terms, even if you seem to yourself to be somewhat hypocritical in doing so, even if the new self-image feels a little uncomfortable or “unnatural.”

You can neither prove nor disprove with intellectual argument the ideas and concepts described in this book, or simply by talking about them. You *can* prove them to yourself by *doing* them and judging results for yourself. I am only asking that you reserve critical judgment and analytical argument for 21 days so that you will give yourself a fair chance to prove or disprove their validity in your own life.

The building of an adequate self-image is something that should continue throughout a lifetime. Admittedly we cannot accomplish a lifetime of growth in three week'. But, you can experience improvement within three weeks' time – and sometimes the improvement is quite dramatic.

Remember, you developed your self-image by your creative experiencing in the past.

You can change it by the same method.

Donald Gordon Carty

# Getting Ready

## Your Inner Work Journal

Since it is helpful to do the exercises included in this book in a journal of some kind, you might want to dedicate a notebook or loose-leaf binder as well as pencils for this purpose. I suggest that you use your Inner Work Journal to record the insights, which will come to you as you read this book. Most people find that this information not only moves them, but also brings up all kinds of related issues, memories, and creative inspirations. You will therefore want to have somewhere to jot down your insights for future reference.

Please STOP and put together your Inner Work Journal NOW.

## Defining moments in your life

As a first exercise in your Inner Work Journal, I suggest you write a biography of yourself—not an autobiography. (It is easier to write about yourself in the third person—that is, as "he" or "she" rather than "I.") Tell your life story beginning from your earliest years (or earlier from what you know of your family history) up to the present time as if you were describing someone else. You may also wish to dedicate a page in your Inner Work Journal to each decade, leaving room to add relevant thoughts and observations as you recall more.

Do not worry about being literary or "correct." The important thing is to see your life as a whole, as if told by someone else.

What have been the defining moments of your life—your traumas and triumphs—those times when you knew that, for better or worse, your life would never be the same? Who have been the most

significant people in your life—those who have acted as "witnesses" to your struggles and growth, those who have hurt you, and those who have been your understanding mentors and friends? Be as detailed as possible.

Please STOP and tell your story to your Inner Work Journal NOW.

Come back to your biography whenever you wish to add something, and as you move through this book and gain more insight into yourself. Your story will become richer and more meaningful as you understand yourself more deeply.

## **“Experience” that Feeling of Success**

Everyone at some time or another has been successful in the past. It does not have to have been a big success. It might have been something as unimportant as standing up to the school bully and beating him/her; winning a race in grammar school; winning the sack race at the office picnic; winning out over a teen-age rival for the affections of a girl/boy friend. Or it might be the memory of a successful sale; your most successful business deal; or winning first prize for the best cake at the county fair. *What* you succeeded in is not so important as the feeling of success, which attended it. All that is needed is some experience where you succeeded in doing what you wanted to, in achieving what you set out to achieve, and something that brought you some feeling of satisfaction.

Go back in memory and relive those successful experiences. In your imagination revive the entire picture in as much detail as you can. In your mind's eye “see” not only the main event, but all the little incidental things that accompanied your success. What sounds were there? What about your environment? What else was happening around you at the time? What objects were present? What time of year was it? Were you cold or hot? And so forth. The more detailed you can make it, the better. If you can remember in sufficient detail just what happened when you were successful at some time in the past, you will find yourself feeling just as you did then. Try to

particularly remember your feeling at the time. If you can remember your feelings from the past, they will be reactivated in the present. You will find yourself feeling self-confident, because self-confidence is built upon memories of past successes.

Please STOP and tell of your success to your Inner Work Journal.

Now, after arousing this “general feeling of success,” give your thoughts to the important sale, conference, speech, business deal, golf tournament, or whatever that you wish to succeed in *now*. Use your creative imagination to picture to yourself just how you would feel if you had *already succeeded*.

## **Practice Exercise**

Habitually, you put on either your right shoe first or your left shoe. Habitually, you tie your shoes by either passing the right-hand lace around behind the left-hand lace, or vice versa. Tomorrow morning determine which shoe you put on first and how you tie your shoes. Now, consciously decide that for the next 21 days you are going to form a new habit by putting on the other shoe first and tying your laces in a different way. Now, each morning as you decide to put on your new shoes in a certain manner, let this simple act serve as a reminder to change other habitual ways of thinking, acting and feeling throughout that one day. Say to yourself as you tie your shoes, “I am beginning the day in a new and better way.” Then, consciously decide that throughout the day:

1. I will be as cheerful as possible.
2. I will try to feel and act a little more friendly toward other people.
3. I am going to be a little less critical and a little more tolerant of other people, their faults, failings and mistakes. I will place the best possible interpretation upon their actions.

4. Insofar as possible, I am going to act as if success were inevitable, and I already am the sort of personality I want to be. I will practice “acting like” and “feeling like” this new personality.

5. I will not let my own opinion color the facts in a pessimistic or negative way.

6. I will practice smiling at least three times during the day.

7. Regardless of what happens. I will react as calmly and as intelligently as possible.

8. I will ignore completely and close my mind to all pessimistic and negative “facts” which I can do nothing to change.

Simple? Yes. But each of the above habitual ways of acting, feeling and thinking does have beneficial and constructive influence on your self-image. Act them out for 21 days. “Experience” them, and see if worry, guilt, and hostility have not been diminished and if confidence has not increased.

# Discovering Your Hidden Self

## The Enneagram & Personality Types

We all have a hidden self, which is the reality of who we truly are. In the course of normal personality development we all lose sight of this true self. The goal of life's psychological and spiritual journey is to rediscover our essential nature and to strive for wholeness. We must search for the inner image that eludes our vision. The Enneagram is a tool to help us on this journey of exploration. On these pages we will explore the basic Personality Types and the insights which they hold for us. The exercise that follows, though quite simplified, will help you identify your most probable basic type. For a more detailed, scientifically validated analysis you can go to [www.thepdi.com](http://www.thepdi.com) and take the free questionnaire .

The beginning process of finding your Personality type is simplified by dividing the nine Enneagram types into three groupings. Each grouping or Center contains three types. The three groupings are the Heart, Head, and Gut Centers. Finding your type is simplified by knowing your Center. If you know your center then you only look at the types of that center to determine which personality type is yours.

Rather than choosing from nine types you choose from three.

1. The Heart Center consists of types: Two, Three, and Four.
2. The Head Center consists of types: Five, Six, and Seven.
3. The Gut Center consists of types: Eight, Nine, and One.

The Centers can be differentiated from each other based upon how they approach others.

her true nature. Living out of this realization shifts completely how we see ourselves, others, and the world, bringing liberation, freedom, and joy.

## **The Heart Center consists of types: Two, Three, and Four**

**The Helper: Personality Type 2** - The Caring, Interpersonal Type: *Generous, Demonstrative, People-Pleasing, and Possessive.*

**Basic Fear:** Of being unwanted, unworthy of being loved.

**Basic Desire:** To feel loved

In a search for higher will, the attention of the Two goes to flattery, other's needs, the one who can meet their needs and being helpful.

**Self Definition:** I am caring, I am nurturing, I am helpful, and I am appealing.

**Avoidance:** Own needs, Own neediness, Immutability.

Dislike solitude and impersonal dealings, attracted to service and making personal connections

**Looks for in a Relationship—and What Interferes:** Emotional connection, intimacy, warmth, affection. What gets in the way: Insisting on exclusivity and ever more closeness. Manipulates by finding out others' needs and desires and by creating secret dependencies.

**Goal:** To reclaim their sense of humility in service to a higher will.

**"Wake-Up Call" and Movement toward Liberation:** Awareness of believing that they must go out to others to win them over—so

you with a sense of purpose, the will to continue making progress your whole life long.

What stops will you be making along the way? To get to your destination - 'success' - you have to pass through 9 major 'cities':

- self-confidence;
- positive mental orientation;
- commitment;
- enthusiasm;
- self-expression;
- suggestion;
- relaxation;
- aptitude for happiness;
- success.

So your map is a kind of stairway, with success at the top.

**Success**

Aptitude for happiness

Relaxation

Suggestion

Self Expression

Enthusiasm

Commitment

Positive mental orientation

Self-confidence

Adaptation

## **Are words getting in the way of your communication?**

Communication is a feedback sensitive activity, similar to the thermostat circuitry that controls an air conditioning system. If you want the temperature to be seventy degrees in your house, setting the thermostat to sixty degrees rather than seventy degrees will not get the temperature to the desired level any faster than if it were set at seventy degrees. In communication, louder, faster, and longer, usually serves to alienate the recipient of your communication rather than enhance the stability of the end result.

Communication is more than the words we say, as demonstrated by the percentage of the overall message carried by the various components of the communication process:

- **7%** of the message was contained in the **Words**
- **38%** of the message was contained in the **Tone, Tempo and Syntax**
- **55%** of the message was contained in the **Body Posture, Gesture and Eye Contact**

The significant message here is that, outside of using the appropriate words to set the framework for a communication, the words are not as important as the way in which they are delivered. Excellent communicators have known for years that the feedback you receive from a communication is a reflection of the message sent. If you are not getting the results you want, change the process of your communication.

The process of communication does not only involve the careful selection of words, but also the delivery of those words and accompanying body movements. You cannot, not communicate.

# DONALD GORDON CARTY



Donald Gordon Carty, is an internationally known author, personal training and development consultant, motivational speaker, and the president of the Personal Development Institute, a think tank whose purpose is to awaken people to a new way of thinking about what it is to be human and what it takes to make life and work more rewarding and fulfilling.

Donald has presented hundreds of speeches, seminars and workshops across North America, handing you the tools required to excel in business management, personal development, and sales. His experience as a leader and highly touted personal development expert translates into dynamic, and profound presentations, that will instruct you professionally, touch you personally, and inspire you to reach for the highest within yourself.

As a result of over thirty years personal and business success, along with many years of community service, Donald has been awarded numerous commendations and awards from civic, community and business organizations and institutions, including the Federal Government of Canada.

Mr. Carty has authored hundreds of articles and two books “*Within You is The Power*” and “*Your Personal Road Map for Success*”, produced an audio CD “*Meditations and Spoken Word Inspiration*” heard in 122 countries, and is also the creator of a number of training programs, and multicultural presentations.

Donald believes that life is filled with possibilities waiting to be realized, rich with meanings calling out to be understood.

Donald's commitment to human potential and development and his work involving the assimilation of diverse interests has been the most fulfilling part of his professional and personal life.

# **Support the Personal Development Institute**



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