

Part 1 Energy Management - The Paper Clip Experiment

- ▶ Take an ordinary paper clip and a piece of string about 6" long.
- ▶ Tie one end of the string around the paper clip, so that it becomes a pendulum.
- ▶ Hold the free end of the string between the thumb and index finger of your dominant hand so that the paper clip is dangling freely.
- ▶ Rest your elbow of the arm holding the string on your knee or the top of a table or desk so it will be stabilized.
- ▶ With the elbow resting on something stable, your arm should be in the shape of a "V" with the paper clip dangling down from your thumb and index finger.
- ▶ With your free hand "still" the clip so it becomes motionless.
- ▶ Now, cup the palm of your free hand and place it about ½" beneath the paper clip.
- ▶ Be still and watch what happens!

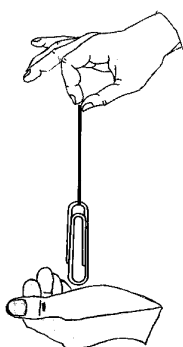


Fig. 1

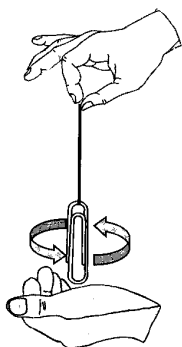


Fig. 2

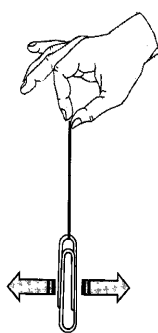


Fig. 3

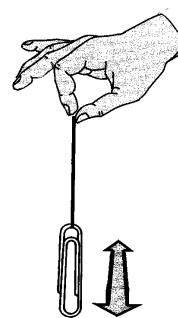


Fig. 4

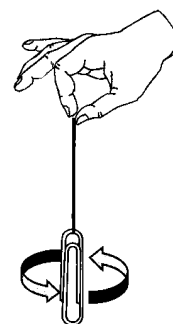


Fig. 5

What should be happening is that the clip will begin to swing in a circular motion without you doing anything! Pretty Freaky, huh? (Figs.1 & 2). This is natural: your energetic field is moving the clip. If the clip is not moving, close your eyes and think of something else – a pleasant visualization, or even what you have to do tomorrow. Then open your eyes and take a look. If it's still not moving, check out what you were thinking. You may be thinking, "be still", or, "this can't move." You're probably fighting it with some thought. Don't be afraid, it's just your energetic field moving the clip.

Even if your paper clip doesn't seem to be moving, proceed to the next part of the exercise anyway.

Part 2: Putting Energetic Thought to Work (Fig. 3)

Now for the real fun!

- ▶ Once again, still the clip.
- ▶ This time just let the clip dangle without your other hand beneath it.
- ▶ Using only your thoughts – don't move your arm or hand – make the clip swing toward you, and away from you.
- ▶ Just focus your attention on the clip as you think, "come toward me and move away from me."

Ah-Ah, don't move that arm. That's not necessary. The clip will move at the direction of your thoughts!

Is it moving toward you and away from you? What did you think about when it started happening? Some people are shocked or scared. While teaching a seminar in England, the Director of Sales for the company I was working with was so startled he let out a yelp and threw the clip across the room.

When you get the clip to move toward you and away from you, go directly to the Exercise #3.

Need Help?

Having a problem getting the clip to move? First of all, remember this is a *skill* – not magic. And, like any skill, it can be learned and improved with practice. Read through the following and then try it again and this time adding the visualization.

- ▶ First, still the clip.
- ▶ Now, using your imagination, close your eyes and imagine the following:
- ▶ Imagine the sun. Get a sense of the power of the sun – the energy of the sun.
- ▶ The sun is the most powerful source of energy in our solar system, so just imagine the sun and its energy.
- ▶ Not the heat of the sun, just the energy.
- ▶ Imagine that the energy of the sun is focused in a beam going right into the middle of your forehead.
- ▶ This energy then travels around your head and down through your neck. It continues down through the arm holding the clip all the way to your fingertips.
- ▶ There it moves into the string causing the clip to move toward you and away from you.
- ▶ See it moving in your mind's eye, feel it moving.
- ▶ Now, open your eyes and see that it is moving.
- ▶ Repeat this exercise until you get it to move.

If that doesn't work, get a child to help you. Preferably someone who has not reached their teens. Children have less preconceived notions about what can and cannot be done. If you still can't do it – don't give up. All it means is that you are resisting it. Come back and try it again later as you learn to *let go* of your resistance.

Wrong Way?

If you are able to make the clip move, but it's going in the wrong direction (side to side as opposed to toward you and away from you), you may have experienced what is commonly referred to as a *grasshopper mind*. That means that your thoughts jumped around, and you are not controlling them. With practice, you will gain control of your thoughts and of the direction.

Even if you are not successful with the directional component, continue with the exercise doing the best you can. If you still have problems, read Chapter 10, "Thinking Deliberately" in *Develop the Winner's Mentality* and come back and try the Paper Clip Exercise again.

Part 3: Side to Side (Fig. 4)

- ▶ Again, still the clip.
- ▶ Now, using the energy of your thoughts, make the clip move from side to side. Think "move left, then right; left – right."

It's getting easier now, isn't it?

Part 4: Round & Round (Fig. 5)

- ▶ OK, still the clip again. This time try making it stop just with your thoughts.
- ▶ Once it is still – make it go in a circle (without holding your palm beneath it).
- ▶ Think, "Circle – move in a circle" (Envision a clockwise or counterclockwise motion.)

Got it? Now, can you make it reverse direction without "stilling" it by hand? If so, the Star Wars *Force* is strong within you.

Practice, Practice, Practice!

Remember, this exercise is a skill. As such, it can be enhanced and improved by practice. The more often you do it, the more proficient you will become and the easier it will be.

BONUS: Take a Paper Clip Break

Whenever you're having trouble concentrating or focusing, take out your paper clip and practice the above exercises for 2-3 minutes. When you stop, you'll find that you've just performed a mini-meditation. Your brain and your mind will work better.

I often tell my teenage clients and my students that when they can make the clip move in figure 8 patterns, then it's time to call Yoda, the Jedi Master from *Star Wars*, because they are now ready to begin training as a Jedi Knight! May the *Force* be with you.

Magic?

This is not magic. By focusing your attention on thinking about the direction you want the paper clip to move, your mind tells your brain to send kinetic energy down through your arm and fingertips and into the string. If you were hooked up to extremely sensitive measurement device, you would see that there is actually some "microscopic" movement in your fingertips. This movement – energy – is then amplified as it travels down the string (pendulum), resulting in movement of the paper clip.

It's neither magic nor some woo-woo, New Age incantation or witch's spell. It is just physics at work. The real magic is that you *cause* it to go the direction you want it to go by simply thinking about it. You can change the direction of the pendulum by changing your mind. Now that's power! If you can cause the pendulum to change directions by merely changing your mind, what else can you cause to happen?

Do you think you can cause a change in direction of your life? I hope so. *Causing* your success should no longer be in doubt! This is the basis of becoming self-efficacious – an agent for *change*!

This above paper-clip exercise was taught to me at a graduate level sport psychology course at the University of Virginia by Professor Linda Bunker, PhD. She was demonstrating the power of visualization. For me, it goes beyond visualization and demonstrates graphically the first two statements in Maxim #2 of the *Winner's Mentality System*:

- ▶ We are energetic beings.
- ▶ Our thoughts have energy.

These statements explain why the third statement is true.

- ▶ We move toward and become like what we think!

With this in mind, from now on think of your thoughts as *things*. Choose carefully which thoughts you will entertain and put energy into.