

INTRODUCTION

For the past three decades, I have been working with various techniques for what I now call the “Want It, See It, Get It” (WSG) approach to life. I have used different names for them in previous books—“mind power,” “creative force,” “empowered mind”—but essentially this approach consists of three simple steps:

- First, you determine what you really *want*—and can realistically obtain.
- Second, you dynamically *see it*—from having a clear vision of what you want to visualizing yourself achieving it.
- Finally, you take steps to *get it*, which includes seeing how you are going to go about getting what you want; seeing yourself overcoming any obstacles; seeing when you have to make any modifications along the way; and, finally, seeing yourself achieving what you want.

A key to using this approach effectively is tapping into your power of visualization or mental imagery, since that helps you clearly imagine what you want and inspires you with the creative energy you need to go toward that goal. Also, your ability to visualize enables you to determine what you have to do to obtain your goal. It’s an ongoing dynamic process, and it works with whatever images, symbols, or concepts you incorporate into your visualizations or with none at all. You can easily draw on images, symbols, and concepts that are already meaningful and powerful for you (such as calling on a spiritual teacher or guide or an imagined real-life mentor to assist you or give you wisdom and support). Or you can create new images, symbols, and concepts you associ-

ate with things you want to achieve. In short, this is a powerful, flexible system that will work for anyone.

How I Have Used These Techniques Successfully

I wrote this book after working with and refining these techniques for more than thirty years, by using them continually in my work and in everyday situations. For example, I used them to write more than fifty published books since 1980; to get more than two dozen games on the market with different game companies; to design several lines of dolls and fantasy creatures; to write several dozen children's books; and to take photographs that have been published in two books and a calendar. In addition, I used them to set up a rapidly growing Internet business based on sending out e-mail queries for clients to decision makers in major industries, including publishing, films, games and toys, and the media.

Then, too, I have used these techniques to do things I once thought I never could do, including becoming a speaker and a workshop/seminar leader (I used to be terrified of public speaking); writing more than 100 country and pop songs, some of which have been published and recorded (I used to think I couldn't carry a tune); and becoming a marketing and sales trainer and consultant (I used to hate selling and was not very persuasive). I also drew on these techniques to get through law school in four and a half years, while working almost full time as a writer (at one time, I was terrified of taking tests and did not think myself smart enough to do any of this). And, most recently, they have helped me to obtain three additional M.A.s in anthropology, mass communications, and organizational/consumer/audience behavior, and pop culture and lifestyles. Next on tap: sociocultural psychology—comparative psychology for different social groups and cultures.

Plus, I have used these techniques to make business decisions to select people with whom to work, to choose projects on which to work, and to sense unanticipated opportunities that led to successful ventures. I bring up these experiences not to brag but to illustrate what is possible when you tap into this inner creative part of yourself and direct it to help you determine what you want, see that object clearly, and go after this to achieve the goals and make the world you want.

Since these techniques have worked so well for me, I want to share them with you. I originally wrote about some of them in my books

Mind Power: Picture Your Way to Success in Business and *The Empowered Mind: How to Harness the Creative Force Within You*. Now, after additional work with these techniques, I have further developed and refined them. *Want It, See It, Get It!* represents a culmination of these efforts and expands on what has gone before.

Tapping into Your Mind Power or Creative Force

The underlying force for using this Want It–See It–Get It approach, which I’ll refer to as the WSG Method from now on, is your intuitive creative force and power of visualization or mental imagery. Therefore, the first part of this book is devoted to how you can tap into these powers. Subsequent sections deal with ways to apply them to get what you want in different areas of your life.

As you’ll discover in Part I, these powerful WSG techniques will help you access the inner powers of your mind and use them to empower yourself to get what you want—and to feel more satisfaction—at work and in your personal life. These techniques are particularly apropos in today’s competitive global economy, where you need to do your best at work to gain that competitive edge through achieving excellence in performance and service—both as an employee and as a company. And many people have that same drive for achievement in certain areas of their personal life, where they want to experience that sense of accomplishment and the recognition that goes with it—whether the payoff comes in from award ribbons, trophies, certificates of achievement, cash, or other rewards.

Thus, this book considers what you want to achieve broadly to encompass everything from desired goals at work to goals in your personal life. And these goals not only include achievements, but other goals—from improving your health to finding more interesting things to do for fun.

In effect, whatever you WANT, DESIRE, or ARE DETERMINED TO HAVE OR CREATE FOR YOURSELF, these WSG techniques can apply. The focus in this book is on how to apply them to achieve what you want in your work or business. But these techniques also can be applied to seeking and attaining all kinds of personal goals, from improving relationships to simply having more fun, so you gain satisfaction and joy along with success.

In turn, these are techniques that everyone can use, because every-

one has these WSG abilities, though many people don't use or fully develop them. *Want It, See It, Get It!* will show you how to tap these powers and then apply them, so you can have both success and satisfaction—the inner sense of security and the self-esteem that comes from finding your purpose in this time of rapid and confusing social change.

What These WSG Techniques Will Do for You

You'll find these WSG techniques will dramatically increase your ability to determine and then go after and attain what you want.

Here are some ways these techniques will help you change your approach to life, so you are more receptive, ready, and better positioned to receive what you want. They will help you to:

- ***Feel more powerful***, and as you get in touch with your own power, you can do more of what you want to do;
- ***Gain more confidence and self-esteem***, as you discover yourself getting the results you want;
- ***Develop a greater sense of personal identity and purpose***, as you clarify your direction and goals and find everything working better in your life;
- ***Be more satisfied*** with what you are doing and who you are;
- ***Get more enjoyment out of everyday life***—including ordinary, routine activities and experiences that might otherwise cause upset and stress.

How? By harnessing your WSG powers, so that you can apply them in achieving *what you want*. In effect, using these methods opens up the powerful intuitive and creative force inside you, which gives you more energy, flexibility, and ability to shape your goals and your life. As a result, you'll experience more harmony and alignment thanks to a powerful combination of your wants (the ends you are seeking) and your day-to-day actions (the means you use)—so you are better able to achieve or obtain what you want.

Think of the process like the launching of a rocket ship. The rocket needs to be precisely targeted to get where it is going and to overcome any resistances in space that might pull it off course. Plus, the rocket needs the proper fuel to give it the needed energy to break out of Earth's atmosphere, go into orbit, and later return to Earth—and all

this must be done successfully, for the rocket could crash at any time. And, finally, it needs the correct computer programming to continue to stay on the right path, with modifications as necessary in case it should meet unexpected obstacles and challenges along the way. So, as you read this book, think of yourself like that rocket ship, charged up with these techniques, to help take you on a desired trajectory to where you want to be in your work or in your life. And, of course, you have the crew you want with you, and you are able to do what you want to enjoy yourself along the way.

The Benefits of Using the WSG Method

Here are the key benefits you will gain by learning to use and apply the WSG Method. These techniques will help you to:

1. ***Tap into your inner radar and sense of knowing.*** This will help you not only visualize but make better choices and get prepared to use these techniques.

2. ***Raise and lower your energy level for optimum functioning.*** This way, you are better primed for getting what you want. You can speed up and slow down when you want to; raise your energy or relax as you need to; overcome fatigue with an extra energy burst; and discover that happy mean between enjoyable stimulation and enervating, destructive stress.

For example, if you have an important presentation or deadline to make but feel tired or simply not in the mood, you can harness that extra boost of energy and enthusiasm you need to work around the clock and get results. Likewise, you can use these techniques to change your mood so that you are more positive and upbeat, such as when you don't feel enthusiastic about participating in an important meeting but want to appear on top of things after a long weekend. Or, alternatively, after a tense day at work, these techniques can help you wind down quickly and relax, overcome stress, and put aside the cares of the day. While a little stress can be stimulating, too much stress interferes with your getting what you want by undermining your performance and satisfaction. With these techniques, though, you can immediately reduce feelings of pressure and learn to deal with tense situations, like a job interview, sales presentation, or negotiation session, with more comfort and ease.

3. *Maximize your talents and increase your skills and creativity.*

Besides enjoying the thrill of doing well at something, upping your talents, skills, and creativity can be turned into financial returns and other perks, when you are rewarded for an excellent accomplishment. You know the feeling. When you do well at something, you not only feel a sense of achievement but experience the thrill of being recognized by others for it. And this recognition may not only open doors to a desirable career but also help you feel a sense of having achieved your purpose in life—a very powerful feeling.

In turn, these WSG techniques can help you discover this purpose and energize you to develop your abilities to the fullest and reap the rewards of doing so, because the better you are at what you do, the more you'll move ahead. So what skill or talent do you want to develop? Whatever it is, you can use these techniques to do so.

4. *Design the person you want to be; create the personality or self-image you want.* Who would you like to be? Who are your role models? How would you like to change? Do you need to create a different image for yourself in order to step into a new job you want?

To achieve a desired goal, you may need to make some changes in your personal style, personality, or appearance or the image you present. Perhaps you want to work for a particular company or change careers. If so, you may need to change yourself to fit into the culture of that company or field. For instance, to get a desired promotion, you need to learn to carry yourself to suit the new job you want. To create more satisfying relationships with work associates or employees, you need to better understand what they expect from you, then change your attitudes and actions accordingly. These WSG techniques will help you discover how you need to change and then take action to implement those changes.

5. *Increase your powers of perception and awareness.* If you only pay attention, you can perceive and be aware of so much more—which contributes not only to your personal survival but to your social ability to thrive. For example, when should you trust someone; what are the warning signs a person isn't being honest with you? Is the message you are trying to convey getting through, or do cues signal the opposite—that the person really isn't interested or that you are presenting the message in the wrong way? Is there danger ahead? Can you take steps to avoid the problem? Do colleagues have a hidden agenda you need to

discover to avoid having your plans sabotaged? These WSG techniques can help you zero in on just what is going on so you can act appropriately.

6. *Make better decisions and improve your ability to solve problems.* Every day we are confronted by all sorts of decisions to be made and problems to be solved, because we are offered so many options. We have multiple possibilities in making choices about careers, about recreation, about lifestyles, about new business opportunities, and more, and frequently we have to decide what to do quickly. Or we are faced with a sudden day-to-day problem or challenge to be overcome, like some equipment that doesn't work or a social relationship that's coming undone. These situations require a quick decision, too. If you are in touch with the inner cues that give you insights and suggestions, that creative force within, you can make much better choices, whether it's making a decision or solving a problem. And, in turn, that can help you, whether it involves your career, a business you are running, or your wish to achieve harmony in your personal life. Things will just work better and you will be better able to get what you want if you make the right decisions along the way, and you'll be more relaxed and confident and experience less stress in the process.

7. *Feel more confident, self-assured, and have higher self-esteem.* These techniques can also help you gain confidence and feelings of self-assurance and self-esteem, which are all keys to courting and gaining success. The more you succeed, the more confidence, self-assurance, and self-esteem you will feel. That's because, as your confidence rating goes up, the more likely you are to get the job, promotion, account, relationship, or anything else you want. It's like running in a marathon race—the farther and faster you go (as long as you don't strain yourself), the more exhilarated you feel and the more self-assurance you exude. You can do it! In turn, by using these WSG techniques, you become more certain of achieving what you want, feel more capable of obtaining it, are more sure you deserve it, and so feel more convinced you can do it, and so you will!

8. *Set specific achievable goals and attain them.* You have to know what you want in order to get it, and you have to work out a realistic series of steps to achieve this end. Whether your goals involve work, relationships, personal development, material objects you want, or whatever, the process is the same. These techniques can help you set

your goals, increase the abilities you need to get them, and motivate you to act at once to get what you want. For example, you can increase your income and improve your lifestyle by using these WSG techniques to change your attitudes about yourself, set new goals, and be open to opportunities.

How to Use This Book

Use this book to learn how to tap into this intuitive, creative force within you and discover how to call on it in any situation. And use it to learn specific techniques you can apply in particular situations.

Consider these techniques tools to help you tap into and unleash that powerful force. Once you do, you can adapt the exercises or create your own ways to unleash these abilities. And you'll find that after awhile these abilities are readily on tap—ready to spring into action at a moment's notice because they have become like a habit and part of you. You don't have to think about applying them—you just unconsciously draw on them and let them quickly and seamlessly guide you to action.

The exercises I suggest are ones that have worked for me and others. I have included some examples to show how different people have used these techniques in different situations. Their experiences may suggest other possible uses. But the power of this intuitive, creative force within is such that once you understand the basic principles, you can use these tools to create your own techniques and tools and make these methods your own. You can build on and further develop your abilities. It's like tapping into a universal source of energy within you—and once you do, you can use the techniques to direct that energy to help you determine, prioritize, and get what you want.

Here are some ways you can get the most from this book:

- Read the first three chapters for an overview of what the creative force is, how you can access it, why these techniques work, and how to maximize the effects of mental imaging and brainstorming.
- Think about what you would most like to gain from using these techniques (for example, having more energy, increasing your creative potential, setting and achieving goals, improving your problem-solving or decision-making skills, improving a relationship) and look

in the table of contents for the chapter or chapters that deal with this topic.

- Turn to that chapter and use the exercises to focus on your priorities. Select those exercises that you feel are most applicable to your particular situation. The approximate times listed for some exercises are intended purely as guidelines. You may find you can do these exercises more quickly or may prefer to spend more time than suggested.
- Use the charts and forms that accompany many of the exercises to record your insights and ideas—either during or after the exercise. They will help you focus on your choices and alternatives and lead you to the next step.
- Spend about ten to twenty minutes a day working with these techniques. Make them a familiar, comfortable part of your everyday life. Regular practice will help you keep your WSG techniques in well-oiled working order.
- Keep a record of what you do. Save the charts and forms you fill out and write down any reflections you have after using these techniques. Review them every so often to see what you have accomplished.

Most important, recognize that by using these WSG techniques, you are learning to use a new approach to life that will help you become more aware and more perceptive and better able to respond appropriately in any situation. As a result, you'll be able to do what's best for you and be better able to get what you want, because you will be acting from that deeper intuitive knowing and inner energy that flows from tapping into this intuitive, creative force within.

In short, there are numerous things you can do to create a more favorable situation for yourself and to get what you want. You can do this because you affect what happens to you by your own outlook and system of beliefs; you shape the world you experience. Thus, when you use these techniques, you learn to be more aware of opportunities and are more ready to take advantage of them. Also, you will find the number of favorable "coincidences" in your life increasing, too—perhaps because you are more aware and receptive to letting them into your life, perhaps because you are making better choices to act to take advantage of these experiences. Whatever the reason, you'll notice your work life and other parts of your life changing for the better when you use these WSG techniques.

