



## Bonus #4

# ZAPPERS!

**A SIMPLE, PROVEN SERIES OF TECHNIQUES  
YOU CAN USE AT A MOMENT'S NOTICE TO  
TURN AROUND DICEY SITUATIONS**

*by*

**Stuart A. Lichtman**

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## What Are Zappers?

What can you do when you're facing a tough decision?

What can you do when you're in a meeting that feels stuck?

What can you do when you're about to make a speech and you're terrified?

In this Bonus Report I'll describe five *Quick and Easy Processes*, I call them *Zappers*, that build on what your unconscious mind has learned in repeatedly doing the *Super Achievement Three-Step*.

Here is how this material can help you:

- If you're faced with a tough decision between two alternatives and feel intuitively that neither is right, you'll probably procrastinate until events or someone else makes the decision or, conversely, make a decision that doesn't feel right (which usually results in unpleasant consequences).

In contrast, using the *Zapper* technique of *Instantly Understanding Intuitive Feelings*, within a minute or two, you'll understand what's wrong and have come up with a third alternative that feels just right.

- If you're in a meeting that's bogged down and it looks like you'll never get the decision you need, things can feel pretty hopeless. If you push your point, you may get in trouble. If you say nothing, you'll miss your deadline. You get more and more tense.

In contrast, using the *Zapper* technique of *Off Track to On Track*, within a few minutes, the meeting will "magically" get back on track. Chances are you'll leave the meeting with the result that you want.

Keep doing this and people will begin to notice that meetings you attend go a lot better than normal.

- If you have to make a presentation to a large audience, have butterflies in your stomach and imagine yourself making terrible bloopers, chances are things won't go too well.

In contrast, using the *Zapper* techniques of *Short-Term Unconscious Planning* and *Instant Centering* that take only a couple of minutes total, you'll step up to the podium fully confident and comfortable and you'll leave it feeling you've done a great job.

## Using Your Expertise To Make Things Easier And Quicker

What is an expert?

An expert is someone who easily and quickly does something that a novice would find difficult or impossible and time consuming.

When you started this book, you were probably a novice at what's covered. Now you are becoming more masterful at doing the *Three-Step*, assuming you've done the recommended work along the way.

With the *Super Achievement Three-Step* processes clearly etched into your unconscious, a number of simple, highly effective, and very quick processes become feasible for you. I call these *Zappers* and they include:

1. **Off-Track to On-Track.** If a conversation keeps wandering off-topic, this process will get everyone focused and productive, save time, and deliver positive results – quickly!
2. **Instant Understanding of Intuitive Feelings.** If you have intuitive feelings that are nagging at you, this process will quickly convert those feelings into conscious awarenesses of the underlying issues and identify an appropriate action alternative.
3. **Decision-Making Advice to Keep You On-Track.** If you're about to make a decision and aren't sure whether it's right for you, this process will make clear to you what you should do – quickly!
4. **Short-Term Unconscious Planning.** If you're about to make an important sales presentation, this process will generate a much better result with less than a minute of extra effort.
5. **Instant Centering.** If you're about to make a presentation and feel nervous, this process will very rapidly make you confident and leave you able to do your best.

Each of these processes usually requires only 5 seconds to 60 seconds of conscious attention once you have become familiar with them. Most people find that they are exceptionally useful.

Let's take a look at each of them right now.

## 1. How to Get a Meeting Back On-Track

If you are in a meeting and people are distracted, unfocused, and there's a lot of tension in the room – or if things are simply going in a direction that seems wrong to you, this process can get everyone working comfortably together on the same agenda.

It involves *framing* those *body feelings* and giving instructions to your unconscious and usually takes about 10-20 seconds of conscious attention to set the process in motion.

Then things usually get back on-track within a few minutes with no further conscious attention.

Whenever things aren't going right in a situation with other people, focus on *the body feelings* that tell you something isn't right and, in your imagination, surround them with a ball of white light, pop them into your **Inner Anchor Point**, and say to yourself: "Please make this right immediately and in ways that are for the highest good of me and of everyone else involved." Then breathe in and anchor all of that.

That's it! Within a few minutes, things should be back on-track. If not, repeat the process.

*John was sitting at a conference table with his boss, two co-workers and a client and making a sales presentation. The client was asking questions that indicated she wasn't getting the point and his boss wasn't helping much.*

*John became more and more tense until he remembered to do the Zapper Off Track to On Track process while his boss was talking.*

*In a few minutes, the client was nodding her head yes whenever John made a point, his boss was smiling and nodding too and one of his coworkers gave John a thumbs up signal.*

## 2. Instant Understanding of Intuitive Feelings

What are those feelings trying to tell you, anyway?

This is also a *framing* process that usually takes anywhere from 15 to 60 seconds and results in becoming consciously clear about the meaning of an intuitive

feeling and the on-track way to handle it. (The *Super Achievement Clearing Process* is a deeper version of the same thing.)

Focus on the *body feelings* associated with your intuitive feeling. Frame those feelings by describing them to yourself. Surround the feelings with a ball of white light and anchor them in your *Inner Anchor Point*.

Then ask the *feeling* what it is trying to tell you. Keep asking until you are completely clear about what it is trying to communicate.

Then tell your *Creative Part* what the intuitive feeling has told your conscious mind and ask it to generate an on-track way to handle this information.

When you get an alternative, rate it and have the feeling also rate it. If either rating is less than a 10, ask your *Creative Part* to tune it up. Continue this until it is a 10.

Assuming you have done the *Super Achievement Clearing Process* a number of times before you attempt this quick version, you'll be impressed with the ease and speed of this process.

*Sharon was in her Cleveland hotel room, talking on the phone with her boss back in Dallas. He was suggesting tactics for her upcoming presentation to one of her company's most important customers – and was being pretty insistent.*

*But Sharon had an intuitive feeling that something was wrong with what he was suggesting. So she asked her boss to hold on for a few seconds and did the Instant Understanding of Intuitive Feelings process.*

*She almost instantly remembered that the last time she had met with this customer, he'd had a strong negative reaction to what her boss was suggesting and, almost as rapidly, she came up with another approach that her boss agreed would work even better than his approach.*

### 3. Decision-Making Advice to Keep You On Track

Your *True-Self* holds the keys to filling your life with joy, loving, harmony, and abundance.

Assuming that you have completed the process of identifying your *True-Self* (Unadvertised Bonus Report) and have used it in setting objectives and resolving

blockers, you should now be able to relatively freely converse with it. Thus it would be rather foolish if you didn't check with your **True-Self** before making any significant decisions, no matter what your feelings.

There are many ways of doing this:

- One is to simply focus on your **True-Self**, ask questions, and record the answers. Then ask your **True-Self** to verify that what you have written is what it sent. If it is not, try again until you have gotten the message from your **True-Self**. After a little practice, this should take no more than 15-60 seconds.
- Another way is to visualize the various alternatives apparently available to you, one at a time. Give the first one a title and present it to your **True-Self** for a 1-10 rating of *on-trackness*. Do the same with the others. You may then take any clear 10 alternative if that seems intuitively correct and comfortable. Otherwise, you may involve your conscious self, **Creative Part**, and **True-Self** in a process of modifying the alternatives until you come up with a single alternative that is a 10 for all of you. After a little practice, you should be able to do this in 1-2 minutes.

*Luke's boss had just offered him a new but very demanding job and had made it clear that Luke didn't have to take it if he felt it wasn't right for him.*

*Wanting to make the right choice, one that would really be best for him, Luke did the Decision Making to Keep You On Track process which only took about 30 seconds.*

*He realized that the new job would really support him and that taking it was absolutely the right decision. So he immediately went back in to his boss and accepted, with a big smile on his face and an air of total confidence.*

#### 4. Short-Term Unconscious Planning

By creating and appropriately *anchoring* an *imaginary experience* of being joyful, enthusiastic, and fulfilled when you have completed what you are setting out to do and a second *imaginary experience* of being the same way when you begin to do it – both with appropriate instructions to your unconscious---you have a very good chance of getting exactly that result.

This works well with activities that don't last too long and are upcoming within a few hours. Typical applications include important telephone calls, meetings, sales situations, and quick shifts in behavior - as when you come home from a high-pressure day at work and want to instantly be the relaxed and loving parent and spouse.

After a little practice you should be able to do this in less than 60 seconds of conscious effort.

I'll use an upcoming meeting as an example.

Focus on your ***Inner Anchor Point*** and ask that what you are about to do take place in ways that are for the highest good of you and all other involved.

Then turn your attention to the **end** of the meeting. Imagine yourself leaving the meeting, extremely pleased with the process and the outcome. Imagine and experience yourself filled with joy, loving, harmony, enthusiasm, and a feeling of fulfillment.

Surround this *imaginary experience* with an imaginary ball of white light and anchor it in your ***Inner Anchor Point*** while asking your unconscious to please make this your experience at the end of the meeting. Be specific in identifying the meeting and timing.

Now focus on the **beginning** of the meeting. Imagine yourself entering the meeting feeling centered, steady, relaxed, enthusiastic, and fully prepared.

Imagine the other participants according you a very positive reception. Surround this *imaginary experience* with an imaginary ball of white light and anchor it in your ***Inner Anchor*** asking your unconscious to please make this your experience at the beginning of the meeting. Be specific in identifying the meeting and timing.

*Annie scheduled a meeting with her boss to discuss a raise. She wanted to make sure that things went well so, just before the meeting, she did the Short Term Unconscious Planning process, first creating and anchoring an imaginary experience of entering the meeting feeling confident, relaxed and prepared and being enthusiastically greeted by her boss and then creating an imaginary experience of leaving the meeting feeling great about the raise she received and with a big smile and wave from her boss.*

*And things happened exactly the way she'd planned.*

As a final note, remember to use the *Off Track to On Track* process if anything seems wrong during the meeting.



## 5. Ki Grounding

“Ki” is a Japanese term for life energy. In China they call it “Chi.” In India they call it “Prana.” In America we call it “money.”

Just kidding. Energy is all there is. By learning how to focus your energy, you can stay grounded, or clear, all the time. One way to do that is with a “Ki grounding” experience.

After you have learned this process by practicing it, you will be able to do a Ki Grounding in only a few seconds, wherever you are and in whatever situation you find yourself. As you do, you will go from nervous, uncentered and feeling out of control to steady, centered and feeling in control.

In doing this, create an extended *imaginary experience* in which you imagine energy from your *Ki Center*, a point about 2 inches below your navel, flowing down through your body, out of your body and into the ground, down through the ground to the center of the earth, locking into the center of the earth and then flowing back up into your body, through your body and locking into the *Ki Center*.

A set of audio instructions for performing the **Ki Grounding** is included in Bonus #1. Listening to these instructions and imagining what it describes is the fastest and easiest way to learn this process.

*Greg was very nervous before making a big sales presentation. So he quickly did the Ki Grounding process. Instantly, his nervousness disappeared and he felt confident and ready to go.*

## Summary

If you get in the habit of using these quick and simple *Zapper's*, you will find that they become increasingly easy to use and increasingly effective.

And, in turn, you will become increasingly effective and successful.

Now go and have fun, and if anything comes up for you, just ZAP THEM!