

# The Missing X Factor

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## The Disconnect

- Why does this happen?
- What is the missing X factor?
- New technology, Core Dynamics that provides the missing X Factor



## Wonder why there is a disconnect in most people?

- Staggering amount of information, technology, and methodology out there
- More experts out there than ever before
- Constant search for the secret



## The 5 most popular approaches people utilize to close the gap

1. Goal setting
2. Motivational speakers & personal development seminars
3. Self help books, CD's, DVD's
4. Incantations, visualizations, subliminal messaging
5. Interventions: NLP, hypnosis, etc...

## Where did these approaches leave me?

- A lot of \$\$\$ invested in these approaches
- Sporadic success
- Skepticism, jaded

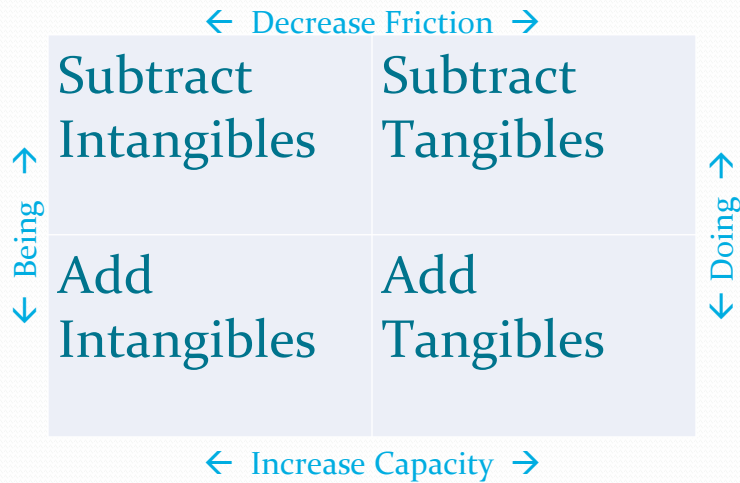


## Quality of people attracted to Tony Robbins



- Most very successful
- Different challenges than me
- Still looking to close the gap

## Matrix on Human Development



## Analogy of increasing performance on your computer

- Install new software to boost performance
- Viruses on your hard drive
- Effectiveness new software negated



## Similar to adding more intangibles

- Negative conditioning
- What you added is negated
- Fighting against your conditioning
- Seminar may give spike in progress



## Impact of conditioning as a child

- May be outgoing
- Parents punish you
- Now as an adult in sales



## Impact of conditioning from parents

- Client wants larger social network
- Implemented several strategies
- Gatekeeper found

## Conditioning Not Logical



- Clients embarrassed
- Intellectually know better
- Once triggered you react

## Common Indicators of Conditioning

- Fear
- Doubt
- Helpless
- Certainty Driven



## Get Excited!

- New Technology
- Amazing Results
- Fast



## Quick Overview of Dynamics of Conditioning

- Identify your dynamics
- Two Major Themes
  1. Identifications
  2. Unresolved Emotional Pain

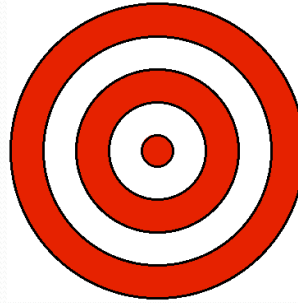
## These two barriers consume your resources

- Out of flow
- True Potential Eroded
- Need to Debug them

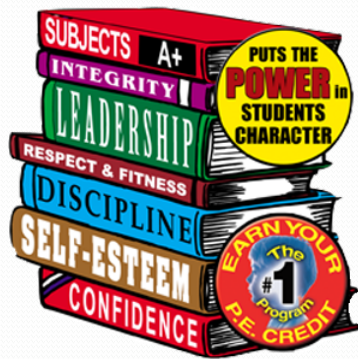


## This approach specifically targets barriers

- Fast Results
- Easy
- Only finite number of barriers



## Personal Development programs not complete



- Fall back to preconditioned ways
- What's Missing?

## Who loves the movie “The Secret”?



- Natural Law of Attraction
- Think only about what you want
- The challenge the gravitational pull

## The 12 Core Dynamics

### Three Main Categories

1. Resisting things fully
2. Looking for yourself where you are not
3. Trying to force an outcome

## Resisting Things Fully

- Starts at preverbal level
- Don't have hardware
- Very few spindle cells



## Strategy to Avoid Overwhelm

- Do not complete emotions
- Become archived in nervous system
- Emotional Baggage



## Resisting Things Fully

- Starts at preverbal level
- Don't have hardware
- Very few Spindale Cells

### 3 Dynamics Expressed

1. Ignoring your intuition
2. Being judgmental
3. Avoiding the present

**Example of ignoring your intuition**

## Looking for Self where Not

- Need something outside yourself
- Examples
- Challenge with this dynamic
- Conditioning starts at birth

### 3 Dynamics Expressed

1. Mistaking need for love
2. Resisting change
3. Limiting self expression

**Example of resisting change**

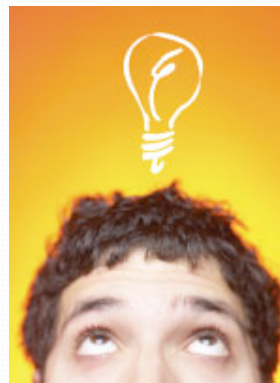
## Trying to Force an Outcome

- Being conditioned that you are your ego
  - The consequence
  - “I better make it happen”
- 3 Dynamics Expressed**
1. Excluding other perspectives
  2. Manufacturing interpretations
  3. Overreacting to circumstances

**Example of excluding other perspectives**

## Have you identified your dynamics?

- What do you do about it?
- Several tools
- Core exercise



## Options to Explore Further

- Visit Website – [GreatLifeTechnologies.com](http://GreatLifeTechnologies.com)
- Book – “The Power of How” by Tom Stone
- Free Coaching Session

## Free Coaching Session

Liberate yourself from one of your biggest barriers

- Create crystal clear vision on how to eliminate one of your major barriers
- Identify the underlying conditioning that is sabotaging your progress
- Leave the session renewed and energized that you can liberate yourself

## Core Dynamics

