

# *Jolt*

## *Challenge*

THE SELF INTELLIGENCE EXPERIENCE

### *Mind Warriors*

“An amazing book — so comprehensive, relevant, quotable, practical, doable and inspirational.”

— **Dr. Stephen R. Covey**, author of  
*The 7 Habits of Highly Effective People*



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# **Introduction: Self Intelligence**

*“Know thyself”*

—INSCRIPTION AT THE TEMPLE OF DELPHI

All great philosophers, spiritual teachers and the smartest people to walk the face of the earth have basically said the same thing – the most important thing you can do is to know yourself better than you know yourself now. Through self-examination you will come to understand yourself better and enjoy the associated fruits of success. This process is called increasing your Self Intelligence. People have different levels of Self Intelligence, which is why people may react differently to the same experience.

*“There are three things extremely hard: steel, a diamond, and to know one’s self.”*

—BENJAMIN FRANKLIN, SCIENTIST & POLITICIAN

Self Intelligence is cyclic in nature and made up of two parts: awareness and management.

Self-awareness is the cornerstone of understanding your *self*. Namely, your:

- Thoughts
- Emotions
- Behaviour
- Capabilities

From awareness comes choice. Every experience provides you with feedback. The greater your self-awareness, the better choices you’re able to make. This is the second part of Self Intelligence: self-management. These choices then influence your awareness and so the cycle continues.

*“A mind stretched to a new idea never goes back to its original dimensions.”*

—OLIVER WENDELL HOLMES SENIOR, PHYSICIAN & POET

**EXAMPLE:** You’re having a conversation with friends when one angrily tells you that you don’t listen and cut people off while others are talking.

**REACTION:** You take offence and defend yourself.

**SELF INTELLIGENCE:** The next time you’re in a conversation you catch yourself cutting someone off. You realise that you do cut people off and you say to yourself that you won’t do it again. That’s self-awareness. Later in the conversation you’re

about to cut the person off again but you catch yourself and remain listening till they've stopped speaking. Now, you're managing yourself by consciously choosing to listen. You practise this choice in following conversations and it becomes a habit. That's Self Intelligence in action.

*“It is where we place our attention and on what we place our attention that maps the very course of our state of being.”*

—JOE DISPENZA, CHIROPRACTOR AND AUTHOR

It doesn't have to be someone else who makes you aware of an element of your behaviour. You yourself can become aware of your own strengths and opportunities regarding your thoughts, emotions, behaviour and capabilities simply by making the effort to do so. JOLT Challenge doesn't require any Herculean effort, just a little bit of attention to your reactions to daily stimuli, and a commitment to experiment with your current set thought, emotional and behavioural patterns.

### **Conscious mind vs Unconscious mind**

The conscious mind, despite its extraordinary ability, can only effectively have one thought at a time. We call this paying attention. It is a limited resource and if you doubt this then try holding an in-depth conversation with someone while watching TV, or ponder over a problem at work while doing a crossword. Like a radio, it can only be tuned in to one station at a time.

Multi-tasking isn't so much doing multiple tasks at the same time, but rather rapidly switching attention from one task to another to give the impression that it's all happening at once. Stirring a casserole on the stove while talking on the phone or switching your attention from a book to the TV are examples of this. The beauty is that you can choose where to focus your attention. This is the real power of creating positive change in your life.

The unconscious mind is the sum total of all neurological and biochemical functions that take place below the level of conscious awareness. It's what beats your heart, filters your blood, regenerates your cells, and performs many other functions in the body that you don't even consciously think about. Although there is still debate about the role of the unconscious mind, it is widely accepted that it is on 24/7 taking in information that you are not consciously aware of. Your beliefs, actions and behaviour are often the result of what lies in your unconscious mind. It can determine what you do, how you do it and how you feel about it. Your unconscious mind is there to serve you. When you tap into your unconscious mind, you are tapping into a wealth of knowledge and experience.

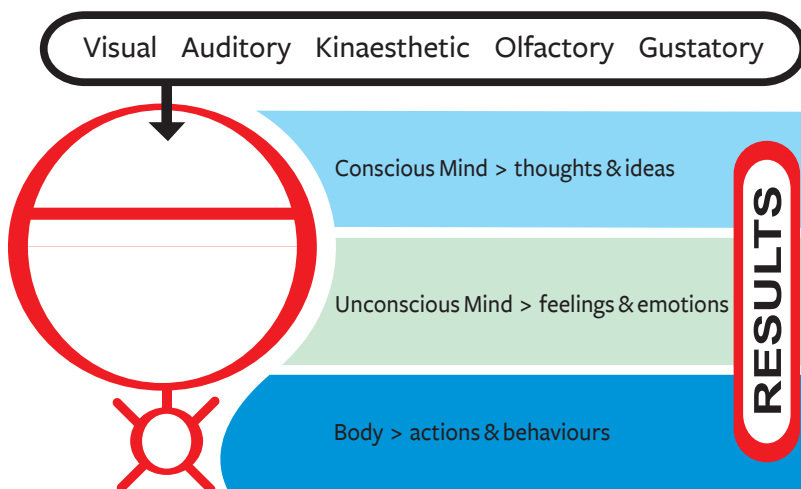
Although commonly used, the term *subconscious mind* is avoided in most academic settings as it's deemed unscientific, with the term *unconscious mind* preferred. For consistency purposes, we've chosen to use 'unconscious mind', but we're talking about the same thing.

JOLT Challenge is about taking things that you may know at an unconscious level, and bringing them into your conscious awareness. So some things may already be familiar to you. That's good. Through repetition and practice of the exercises and activities, the principles for fulfilment will become a part of you as you reach a 'higher conscious competence' level, which is explained fully in Growth Cycle (Week 1 Day 1).

### The super computer

While the brain is often compared to a super computer, it's fair to say that it's much more impressive than any computer. Using this analogy however, let's grossly oversimplify things. If your actions are the computer screen where we see the results of your behaviour, then your five senses are the keyboard that programs your brain, and the hard drive is your unconscious mind that records everything.

George Thurman Fleet, a chiropractor, developed this Stick Person Model in 1934 to show the connection between the conscious mind and unconscious mind. All senses feed our conscious mind. Our emotions influence our thoughts and behaviours.



Brain function studies show that the conscious mind is like the tip of the iceberg and only makes up 5% of the mind while the unconscious mind makes up 95% of the mind.

### The 4 components of behaviour

As a human being, morning to night, birth to death, you behave.

Your behaviour is made up of four inseparable components:

1. Perceiving –you use your five senses to gather information
2. Feeling –you feel emotions like love, anger, sadness
3. Thinking –you reason, imagine, analyse, ponder
4. Acting –you move, walk, eat, play, exercise, have physiological responses

You experience these components at the same time. Right now you're reading this book. You are seeing the written words on the page and may be feeling the texture and weight of the book. You have some feelings about what you're reading and are thinking about what you're reading. You're physically reading the pages and your body is holding a posture while you do so.

These four components are often, for convenience's sake, lumped into one verb – doing. However all four parts are at work no matter what you are doing. The famous psychiatrist Carl Jung believed that your preferences for gathering information are innate. However, it's important to know that although you have direct control over the thinking and acting components, you only have indirect control over your feelings. This means that:

### **You change the way you feel by changing your thoughts or acting differently**

This gives you great freedom knowing that with enough determination, ultimately you can control your behaviour.

At times you'll feel negative emotions or have negative thoughts, but you'll discover in Emotions (Week 5 Day 1) these can often serve you. There are those that don't, so your job is to recognise which ones do and choose accordingly. This is Self Intelligence.

### **All behaviour has a positive intention**

People do what they do for a reason. Every action is an attempt to meet a need, regardless of how others may evaluate it. Even the most destructive behaviour has a positive intention underneath it for that person. When you're unable to understand someone else's behaviour, it's because you don't see the world as they see it, and therefore have a different reality.

**EXAMPLE:** Someone may attempt to mug someone and end up murdering them. Where's the positive intention? The mugger may have wanted the money to buy food, drugs or alcohol. They may have wanted to feel powerful and mugging someone gave them that. Whatever their reason for doing so, they thought it was their best option. Obviously looking from outside in there are better options, but to that person it was their best choice at the time.

That's an extreme example and we're not judging the morals of the mugger, simply the intention. You can probably think of a time in the past when you've behaved in a way that you've since become ashamed of, embarrassed about, or you've looked back and laughed at. At the time, that behaviour seemed the best way forward to you. In hindsight, you now know there were different choices available to you. There is a word for this process: learning.

JOLT Challenge is all about giving you more options and new choices in life. The most powerful thing you can do is to be aware and manage your own behaviour as it leads you to personal fulfilment.

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WEEK ONE:

# Strengthen Your Foundations

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## Purpose

To gain a holistic view of how you grow, and to understand any barriers that may hinder you from learning and taking action to achieve fulfilment.

## Overview

DAY 1: The Growth Cycle

DAY 2: S.U.C.C.E.E.D.

DAY 3: Overcoming Internal Barriers

DAY 4: Overcoming External Barriers

DAY 5: Procrastination

## Benefits

This week's experience in the Challenge guides you to:

- understand the learning process
- learn how to set small, first steps towards achieving your desires
- learn to identify and overcome any thought, emotional or behavioural barriers that hinder you from moving forward
- beat procrastination
- have the conscious ability to induce physical and mental relaxation
- reduce stress and rejuvenate your energy levels
- increase your calmness under pressure and ability to cope with stressful situations
- heighten your creative mindset and ability to enter the play state
- increase self-confidence
- improve concentration and heighten focus and awareness
- connect better with people through eye contact, listening and accepting ideas.

## Week 1 Day 1: The Growth Cycle

*“One can choose to go back toward safety or forward toward growth. Growth must be chosen again and again; fear must be overcome again and again.”*

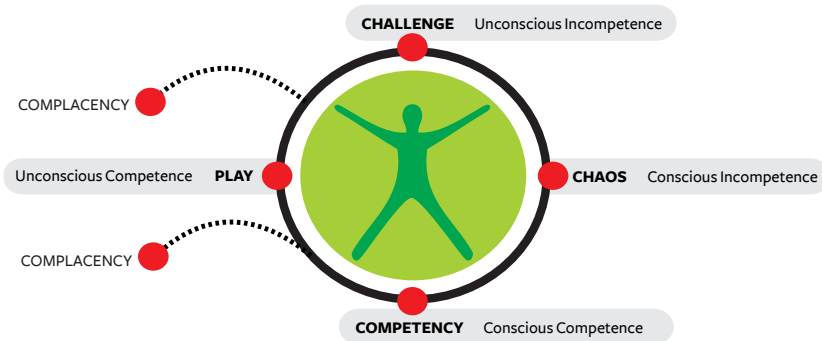
—ABRAHAM MASLOW, PSYCHOLOGIST AND AUTHOR

The Growth Cycle is how we grow as human beings. This cycle reflects the different stages of learning, incorporating the ‘conscious competence’ learning model. As you progress through JOLT Challenge you will encounter information, exercises and tools that may challenge what you know and believe. As a result you will experience some chaos as your comfort zone extends. You will adapt to these challenges and find yourself becoming quite competent at them. Then you’ll start to have fun, and desire another challenge to take you to the next level.

### As is the microcosm, so is the macrocosm

Your journey through JOLT Challenge is a microcosm of your journey through life.

Use the Growth Cycle as a way of navigating your way through both the challenge and your life.



### Challenge (unconscious incompetence)

*“Small opportunities are often the beginning of great enterprises.”*

—DEMOSTHENES, STATESMAN AND ORATOR

When you begin something new it challenges you on different levels. New endeavours may challenge your emotions, behaviours, values, beliefs and thinking. New

## The Self Intelligence Experience

All great philosophers, spiritual teachers and the smartest people to walk the face of the earth have basically said the same thing – the most important thing you can do is to know yourself better than you know yourself now. Through self-examination you will come to understand yourself more and enjoy the associated fruits of success to JOLT your life for the better.

“Finally, a business book that put the power of the human mind center stage!!”

**Dr Kjell A. Nordström**

Co-author of *Funky Business*

“Personal mastery is a lifelong endeavour. JOLT Challenge focuses our energies on the basic building blocks to become all that we strive for over the lifespan. Thoroughly practical, easy to read and delightful, yes, full of delight.”

**Professor Francesco Sofo**

Associate Dean Education, University of Canberra

Author of *Open Your Mind: The 7 keys to thinking critically*

“This is a book that motivates the reader to do something about becoming the person they want to be. Its logical structure leads the reader inexorably towards action (or at the least a great sense of guilt about inaction!). Its overviews of the neurological, physiological, nutritional and psychological underpinnings of personal progress are concise and relevant. Its tone is energetic, captivating and far from preaching. In the genre of self-help books it is one of a very small number where I am stimulated to congratulate the authors, rather than wish someone would take a contract out on them!”

**Professor David Clutterbuck**

Author of *Everyone Needs A Mentor* and *Coaching The Team At Work*