

## **The Power of The Right Question**

### **What Questions Do Happy and Wealthy People Ask?**

The difference between successful and unsuccessful people is the quality of their thoughts. Likewise, the difference between happy and unhappy people is the quality of their thoughts.

Here is one shortcut to directing your mind towards high-quality thoughts, which will speed up the natural process of manifesting your desires. Tony Robbins has famously said, “Quality questions create a quality life.” This system of creating a special question is called a Magic Question.

What is a Quality Thought?

You can analyze people’s thoughts, beliefs, history, and even their own experiences.

There are lots of other things that I could go into, but everything begins with a thought. If you’ve ever read Napoleon Hill’s classic book *Think And Grow Rich*, you’ve already realized that thoughts are energy patterns that often manifest themselves into reality.

If you’re a veteran reader of self-improvement books, then you may have been frustrated by NOT seeing any manifestation of wealth and happiness in your life, even though you were doing lots of positive thinking. But, that’s going to change now. The techniques in this course are different. They work.

Affirmations and traditional positive thinking are not enough to really reprogram a lifetime of beliefs.

The classic self-help books say repetitious affirmations train your brain.

Affirmations work for some people, but not for others. Affirmations are rarely the ways to manifest or changing lifelong beliefs.

For example, let’s pretend that you’re 100 pounds overweight, but you want to be thin and sexy. You look in the mirror and say, “I’m skinny, sexy, and slender.”

Then, your little inner voice starts saying, “What? Are you on drugs? You’re fat. Really fat, and now you are a fat liar!”

You shrug it off and say, “I am skinny. I am confident.” The voice inside might respond, “Nope, you’re still fat. Nice try.” And on and on.

That’s why affirmations don’t consistently work: They bump into reality, and your brain filters them out. Positive thinking has to be performed with the proper syntax.

To better understand how you must effectively program your language to motivate your own brain, you might want to review the chapters on Toxic Vocabulary and Rapport.

The word choice and images you use during self-talk and goal-planning significantly impact your outcome. Correctly formed questions are key to bypassing your current beliefs and finding new answers that you might have otherwise missed.

You can have magical results if you turn any affirmation or desired outcome into a question.

This concept may seem like a silly assignment at first glance. But, learning to reframe your internal voice into powerful questions just might be the most powerful mental habit you'll ever adopt.

I recently published an entire book on this topic with dozens of examples. If you haven't read The Magic Question, I suggest read it all the way through. This short video will not duplicate the contents of that book, but we will revisit the high points and key take-aways.

Instead of telling yourself affirmations that your brain will resist, you simply ask specific powerful questions that are worded using language that presupposes a positive outcome.

Therefore, your brain is forced to answer the question with either a good or a great answer. You win every time.

HERE ARE SOME EXAMPLES:

- How quickly can I pay off this debt?
- How can I go on four vacations a year and work less?
- What's the fastest way I can earn \$5,000?
- How can I double my income?
- How great does it feel after I work out?

Most people don't know how they're going to increase their income. Heck, if everyone knew how, most would be doing it already. But since people don't know how, they don't take the first step, which is the big mistake. You know you'll figure out how as long as you keep asking the right questions, and you're willing to take those first steps.

Life will show you the road signs, but if you're asking the wrong questions, you won't see the signs.

You'll be looking in the wrong direction. The best way to get your unconscious mind to start attracting the people and resources you need is to simply ASK. Asking questions and believing that you'll find the answer will draw the energy and resources of the universe to you. Just be open to finding answers in unexpected places.

## How Your Brain Looks For Opportunities and Sorts Information.

Did you know that part of your brain is already designed to search for opportunities? It's true. The lower portion of your brain (inside the medulla) contains an area known as the Reticular Activating System (RAS).

It keeps the higher brain centers alert and ready for input. The RAS also filters out constant stimuli, such as things you see every day in your environment.

For instance, consider your living room.

When you're watching TV, you probably notice the program, but not the other details in the room. When you're focused on something, your brain tunes everything else out. It would become annoying if our RAS didn't tell our brains that we don't have to consciously notice every detail in the living room.

The RAS allows you to tune out everything except what you're focusing on in the moment. One way to direct your RAS on something specific is by asking questions. I'll demonstrate. "What color are your eyes?" You thought about your eye color, didn't you? When I asked you that question, your RAS had to search for an answer. But, since you know the color of your eyes, the answer probably popped into your head immediately.

However, when you ask questions that you don't know the answers to, it will take your mind a little longer to come up with an answer. Sometimes, your brain needs to do a little research, so you have to process the question for a while. It could take moments, days, or weeks to find the answer, depending on how curious you are and how much conscious effort you put into finding it.

But, you don't even have to consciously seek the answer. The RAS part of your brain will work 24 hours a day, without your knowing, until it finds an answer to your question.

Have you ever tried to remember somebody's name? You kept asking yourself, "What is her name?" But, you couldn't come up with an immediate answer, so you let it go and forgot about it. Then, days later, the woman's name suddenly popped into your awareness. Well, that's how your brain works. Even though your conscious mind let the question go unanswered, your subconscious mind kept searching your memories for an answer until it was satisfied.

So how does knowing this information about the RAS make you richer? Well, when you ask your subconscious mind specific questions, you're giving your RAS a specific opportunity to find the answer.

For instance: "What is the fastest way I can earn \$5,000?"

The back of your brain will work constantly until it locates the fastest way you can earn \$5,000. Once it finds the answer, your RAS will bring the opportunity to your attention, and you'll experience an "Aha!" moment. The key to attracting more opportunities is to become aware of what questions you ask every day, so you start asking only empowering questions.

Please continue this lesson on the next video.

## **How to Ask and Empowering Question**

Some people would say, "I'm definitely going to make \$100,000 next year." But, perhaps you should wake up every morning, saying to yourself, "How am I going to make \$100,000 next year? What am I going to produce that will create the value to earn me \$100,000? How easy could it be to become a millionaire by next month?" These questions actually pull your unconscious mind into a specific, creative direction. The great thing about empowering questions is that they leapfrog over your current belief systems.

Quality Questions Can Dislodge Even the Most Stubborn limiting beliefs.

If you grew up in a poor family or had "poverty consciousness" for whatever reason, you probably have some beliefs that indicate a "lack of money" in the world.

And if you grew up around people who stole things and wore used clothes and hand-me-down shoes, then you might have adopted the beliefs that expensive things are hard to come by.

Although they're not conscious, if you're being honest with yourself, these limiting beliefs do drive your behavior. So, asking a different set of questions can dislodge these old beliefs.

When an opportunity falls into your lap, you might have subconsciously said, "This is too easy. Too good to be true. Money doesn't grow on trees.

How could an opportunity come along that easily? What's the catch?" These poorly-chosen questions cripple your chances at success. The last question sabotaged a good thing. If you ask any question enough times, your mind will find an answer. So, your brain finds some catch, and you miss an opportunity to cash in on some good luck.

You must learn to "scratch out" the limiting beliefs and reprogram a wealth consciousness. Even if you have a bucketful of real-life experiences, parents with crappy attitudes, and \$60,000 in credit card debt, you can leapfrog past your limiting beliefs by using empowering questions.

## **How Brian's Proper Questions Turned His Balance Sheet Around.**

I'll tell you a story about my friend Brian. A few years ago, he made some poor business decisions and went through a divorce.

Suddenly, he found himself \$50,000 in debt. Many people would have filed for bankruptcy, but Brian decided to take responsibility and keep his credit intact. He went to work on a plan to pay back the credit card companies and individuals who had loaned him money.

In order to take on such a huge feat, Brian first adopted the belief system that he could pay that money back. On his current income, that decision required a leap of faith.

He set a date for being debt-free: three years, in the future. He charted out his debts and visualized each one going down to zero. He paid small payments to each one at first, then started paying more and more as he gained momentum.

All along the way, Brian kept asking himself a series of key questions:

- "How can I pay off this debt within three years?"
- "What needs to happen for me to pay off this debt quickly and easily?"
- "How can I earn extra money to pay this debt even faster?"
- "How good will I feel when I'm debt-free?"

Brian was challenging his unconscious mind to find solutions to his desired outcome. He also set a specific deadline (3 years) and a specific amount to pay off (\$50,000). Sure enough, Brian kept attracting the right opportunities, and paid off those credit cards and loans within three years.

Other people would have asked non-empowering questions, and they'd still be in debt. Some people would have just sat around and asked bad questions like:

- "Why did this happen to me?"
- "Why won't my ex-wife pay her share?"
- "Why do my relationships always fail?"
- "Why isn't there ever enough money?"

Well, guess what? If you ask those questions every day, you will get an answer, but it will not be an answer you want. So instead, you should ask questions that empower your mind to give you what you want. Ask the right questions that guide your mind to find a solution to your current challenges.

When you ask yourself a Magic Question every day, your mind will reveal answers. If you ask the same question enough times,

your unconscious mind will work overtime to find an answer for you (even if only for the reason that it gets tired of you asking the same darn question every day). It WILL find the answer so that you will move on to another question. Your persistence will pay off. Just make sure you ask the right questions. Be specific.

Here are some starters for the topic of financial abundance:

- Specifically, how can I make a million dollars?
- Specifically, how can I experience more freedom while earning more money?
- Specifically, how can I get a better job and work with people that I like?
- What needs to happen for me to double my income within the next three months?
- How easy would it be for me to get a \$10,000 raise in income this year?
- What are my best options for earning extra money?

**Success Tip:**  
**Tape It To The Mirror.**

Make a list of questions that direct your mind to find solutions. In your own handwriting, write each question on one 5x7 index card with a bold, black marker. Pick one question each week and tape that one question to the bathroom mirror.

Every morning when you get up, read that question to yourself three or more times. Don't be surprised if the answer comes to you in the middle of the night, or while you're doing something completely different, weeks later! This habit creates magic!

**Success Tip: Meditate on the Question**

To start a simple daily meditation, use the same index cards.

Just find a quiet place to sit for a short time period of time where you won't be disturbed. Put the handwritten index card in front of you and repeatedly ask yourself the question until your eyes close. Using your internal voice, keep asking yourself the question over and over until the answers start flooding in. Don't judge the answers; just keep them flowing.

You might want to keep some blank paper nearby to write all the answers that come in. Write them all down and sort them out later when you're in a more left-brained, logical state of mind.

Your brain is a programmable piece of priceless software that will give you ideas, emotions, and amazing results... if you program it correctly. Your ability to control your own internal dialogue might be the key to living each day with unbridled happiness.

This process of learning to ask more empowering questions is part of the PRISM Life Design program.

In the Level One program, we will ask that you ask one Magic Question per day.

When you get the part of the program with the 30-Day Happiness Journal, you will simply be asked to confirm you did the magic question by checking off a small box each day. Done. The whole process takes less than one minute away.

Also, as a way to train yourself to ask bigger more empowering questions, you will have a Question of the Day. This will be a different question each day and you can write your answer in the Journal. Again, it won't take more than a few minutes a day, but getting in the habit of asking properly formed questions will help you craft your own questions long after the 30-Day Journal p is complete.

Our goals for you is to turn these new mental exercises into habits.

The daily journal will help you the start a simple tracking system, so you remember to do them daily and get a bit of 'credit' for doing them.

For me, I have created a morning ritual which includes this short one-minute exercise and a few other useful activities to set my day aligned with my highest values and puts me in a good mood. Creating a daily ritual for your mind is like customizing a gym workout for your height, weight, age, and fitness goals.

We will go into more detail about crafting a morning ritual for yourself later in the course.

So, your action item right now is to write out at least 10 Magic Questions and place them on index cards around your house.

Bring those 10 Magic Questions to the live workshops and have our PRISM Life Design Trainer review those questions to make sure they don't have any negative words, incorrect syntax, or accidental program that gets you the opposite results of what you are looking for.

The entire procedure for crafting a Magic Question is covered in the book the Magic Question. If you don't have access to this book online or in softcover, please contact our support team. We want you to have it as part of this course. We do request that you have read this book before you come to the live workshop which covers these topics and your customized Magic Questions are reviewed by one of our staff members.