



THE FACE WITHIN

**HOW TO CHANGE YOUR
UNCONSCIOUS
BLUEPRINT**

Sue Lester

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Dedication

For my parents, Ken and Meree Lester, who have always loved and encouraged me to live my own life.

And a special heartfelt thank you to Peter Nink, for believing in me even before I did.



“The only difference between stumbling blocks and stepping stones is the way in which you use them.”

Unknown

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***“The power of intuitive understanding
will protect you from harm
until the end of your days.”***

Lao Tzu

A NOTE FROM THE AUTHOR

What makes your heart sing? I'm excited about people, like you and me, living rich and fulfilling lives. What does 'rich and fulfilling' mean for you? I absolutely love adventurous travel, especially in culturally different or naturally beautiful areas. My experiences walking across the Simpson Desert with 16 camels, being charged by a silverback gorilla in the Republic of Congo, dodging hippos while canoeing the Zambezi River, navigating over a high altitude landslide in Nepal, and swimming with sea lions in Galapagos Islands, are all part of my story, the song of my heart. When I'm not allowing it, I feel out of sorts, unfulfilled, small and resentful.

As far back as I remember, I had planned to explore the world, to teach, and have a family. Although I did teach and travel, along the way I allowed myself to be ambushed by unrequited love, which resulted in low self-esteem, flowing on to a series of poorly paid, high stress jobs, no children and eight years in an abusive relationship. I also punished myself with rheumatoid arthritis and vomiting tension headaches. I became very good at saying "Yes" and "No" in all the wrong places: all fantastic research which helps me connect with and better serve now, but seriously, you really don't need to go there yourself! And if you've been there, or far worse as many have, know you can leave it behind, just as I did.

Most importantly, I've learnt how best to adapt to change, to learn and move on, and the value of self-value. We humans are the most amazing creatures, almost unlimited in our ability to adapt, change, grow and evolve. I named my business Growing Content because that's what I wanted for myself as well as for you. I realised my purpose is to be a catalyst of change, and allowing that makes my heart sing too.

When I resigned from paid employment to launch my own business, one month after signing up for my first mortgage, I had little more than

an unwavering belief in the amazing results the techniques I'd learnt could achieve. I was just so excited about helping women struggling with unexplained infertility to release the unconscious fears blocking conception. That was my initial focus, which widened as people came to me asking for the same release from emotional pain and self-sabotage – provided I didn't make them pregnant! Resigning was a lot like jumping off a cliff hoping I could fly. Fortunately, I found my wings before I hit the bottom. It wasn't a logical, sensible, grown-up decision by any account, but boy did it feel so right!

I am extremely and humbly grateful for five people in particular whose belief in me made it easier to find and use my wings. Peter Nink, my new-ish boyfriend back then, life partner now, encouraged me 100 per cent and was willing to catch me if needed. Mary Melling and Peter Delaney believed in my passion, potential and professionalism enough to allow me to join their clinic practitioner team. Leah Barton, my coach at the time, sharpened my focus. Benjamin J. Harvey, my coach and mentor since, refined and strengthened my flight technique.

It has been such a pleasure and privilege over the years to be allowed into my clients' most private selves to help them let go and grow. I've learnt so much about myself, and life in general, from each, which in turn has helped so many more. We're all growing and evolving together. (I've lost count how many times I've been working with a client, then had the thought, "Hmm, make note to self"!)

The day my senses were opened to the existence of our individual unconscious blueprints was a blessing, one I could have easily missed if I hadn't been comfortable enough in my own professional skin to go left-field. Actually, ego aside, perhaps I had missed it many times before, simply unaware! Well, now I am aware, and I use that awareness with every client. The purpose of writing this book is to share it with you too, because I know I can't work individually with everyone on this planet of ours in one lifetime.

The difference it has made, and continues to make, in people's lives is more than heart-warming. It's my legacy. I know for each person I help there is a positive ripple-on effect out to all in their lives; family, friends, colleagues, strangers in chance meetings, and also generationally, from their children to their children and beyond. Frankly, I need my butt kicked for not finishing this book sooner!

Know you are worthy. You are enough. You are loved. Everything you need is inside. You just need to learn how to ask, listen and act. If you wish, I can help you with this part of your journey, to clear your head trash and smooth your path into growing content.

Sue

“Don’t go through life, grow through life.”

Eric Butterworth

INTRODUCTION

I remember how I felt that moment. I think I was around 28 years old. I had the thunderbolt realisation that, although I was officially an adult, I actually didn't know everything, and sometimes didn't know what action to take. Like many children, I was conditioned by comments such as, "When you're grown up then you can do that. You can have it your way when you're the adult. Don't question me – I'm the adult and you're just a child". I came to believe that once I became an adult I would automatically know what to do in every situation, and I would have total control over my life.

Ironically, prior to the thunderbolt realisation, I had actually been living my life to those assumptions, making choices that felt right to me, even when 'sensible' people gasped and shook their heads. By the age of 25 I had studied at two universities, lived in four cities, married, divorced, created and healed rheumatoid arthritis in my body, turned down a career promotion rarely offered to women, and headed off alone to Egypt for what turned out to be three years of travelling Europe, the USA and Africa.

After the thunderbolt I lost my self-belief somehow, and doubts and fears moved in, staying for well over a decade. They led into an abusive relationship and poor career choices, until I re-learnt that yes, I could have control over my life, if I chose.

In the modern world of so many choices, it is easy to be overwhelmed to the point of believing you have limited or even no choice about how you live your life: the job you have, your partner, where you live, your weight, or how you spend your time and money. You answer "No" to yourself on behalf of others, before even asking your question. Truly understanding that you do have a choice, that you can step into your personal power, can be both intensely liberating and terrifying.

Have you seen the picture of a little ginger kitten looking into a mirror and seeing a lion reflected back? The caption says, “It’s how you see yourself that counts”. Importantly, that little kitten can grow into an adult version of the lion. He’s not trying to be an eagle.

This book takes that concept from the external to the internal. It’s how you see yourself inside, your internal unconscious blueprint™, that really counts. Your unconscious blueprint™ determines how you interact with yourself, in relationships at home and at work, and with the outside world as a whole.

If you wish to gain maximum mileage out of your time investment in reading this book, complete the Essential Pre-Reading Tasks that follow.



ESSENTIAL PRE-READING EXERCISE

Are you a gobbler or a savourer of books? If you are a savourer, you already know this, so please bear with me for a few lines while I make a firm and essential request of my fellow gobblers. Gobblers; perhaps like me you've been blessed with the ability to speed read. Maybe you're just eager to cram as much into life as quickly as possible, but just this once, please do this exercise below right now, before continuing on.

No, of course you won't be struck by the wrath of God or get 1,000 years bad luck if you don't. You will, however, miss out on some magic later on. And yes, you are kidding yourself if you pretend you'll come back and do the exercises later when you re-read the book slowly – you know a new title from that pile waiting on your bedside table or in your e-reader will seduce you instead.

So, savourers and gobblers both, please read the next couple of lines then close your eyes and don't think of a green dog. Open your eyes and write down the breed of dog here ('mongrel' or 'bitsa' are acceptable answers too):

Write the shade of green here (for example, light / puke / grassy / dark):

[Stop reading and do the exercise now.]

Okay, that was a little test to prove to yourself that you can see, or imagine you can see, images, and in colour too. Yes, it's perfectly okay if your image wasn't sharply focussed – mine rarely are. If you saw in black and white or sepia, imagine what green your dog could be. If you didn't actually see an image, if you had, what sort of green dog would you have seen? It was also a test for gobblers to prove they can stop and fully participate, if they wish.

Now, this is the first essential exercise. Once again, read the next few lines then close your eyes and bring up a picture of yourself. Have a look at it, notice if more than one image flashes up. Open your eyes then write down how old you are in that image here:

If you saw more than one image of yourself, write down the other age / ages here in the order you noticed them:

Here is the second essential exercise. If you had just been handed that picture you saw of yourself, how would you describe the person in it, for example his / her mood, character, appearance etc?:

[Stop reading and do the exercise now.]

The third essential part is here, identifying your personal Time Stream. Read the next few lines then close your eyes (don't worry, this is the last of the eye closing for quite a while) and think of where you'd point to, if you needed to point to your past. Allow yourself to point to your past. Write down the direction you pointed (for example, in front, to the left, two o'clock, or wherever it is for you):

[Stop reading and do the exercise now.]

This time when you close your eyes, please imagine where you'd point if you needed to point to your future. Write down the direction you pointed here:

Close your eyes and just be aware that your past and future are connected in some way, and notice if that connection goes through you, around you, in front of you, above you or somewhere else, and write it down here:

Write down what your connection looks like in both form and colour, for example, a thin, black line or purple-orange smoke. If you feel you can't see it clearly, no matter, just imagine you can. What is the look of your unique Time Stream, colour and shape? Write it down here, knowing there is no wrong answer:

[Stop reading and do these now, if you haven't already. If you have, well done you! You're set to gain an enormous amount from this book.]

I'll be explaining how you'll be using this information to create change in yourself later in the book. For the moment, just trust you've done exactly what you need to do right now to start your cogs of change turning at the deepest unconscious level, where all lasting change occurs.

BONUS 1: *Email me at info@growingcontent.com.au with 'The Face Within Tasks' in the subject line, your name, current age, plus the information you wrote above, and I'll send you a Personal Power Boost webinar recording, and put you into the monthly draw for a free 30-minute telephone Unconscious Blueprint Revision session.*

BONUS 2: *Go to www.growingcontent.com.au and sign up to my monthly newsletter to get your free copy of my e-book, *Win-Win Loving: Your Guide To Even More Loving Relationships and Harmonious Homes*.*

ESSENTIAL PRE-READING EXERCISE

***“You can’t start the next chapter of your life
if you keep re-reading the last one.”***

Unknown

ONE.

THE INSPIRATION – THE FACE WITHIN REVEALED

He sat before me, casually yet smartly dressed, hands trembling as he described the stab of fear he felt each time his telephone rang. With every ring he was more certain something dreadful had happened to one of his children. His unfounded but gut-wrenching reaction was intensifying day by day. It was affecting his ability to function in his busy daily life, creating stress in his relationship with his second wife and with his children. The more he tried to help and look out for them, the more his children resisted, aggravating his anguish to the point where it was consuming his life.

As I watched Robert share his story, I had a flash of inspiration, the kind that sounds illogical, even ridiculous, but is so insistent it simply has to be acted on.

“Robert, this might sound strange, but would you mind closing your eyes for a moment?”

“Thank you.”

“Now, in your mind, bring up a picture of your eldest child. Can you see her?”

“Good. What age is she in that picture?”

Robert’s answer was that his daughter was six years old. We repeated the exercise for each child, and they were all between six and 10 years old. I knew Robert was in his early 70’s, so how old was his eldest daughter really?

She was 46 years old!

This explained everything. Of course you worry about a six-year-old going to live in the concrete jungle alone. Of course you don’t send a 10-year-old to work on a mine site without a concern. Absolutely

you help your eight-year-old with project research and offer advice on every aspect of his life. And as an adult, you want your parents to treat you as such, to have faith and pride in your ability to run your own life successfully. Understandably there was tension with his adult children. Robert's second wife had only ever known his children as adults, so that's how she treated them. She was nonplussed and frustrated by Robert's unnecessary over-protectiveness.

The following session, we updated his internal images of his children, and he also updated the photos of them in his wallet and in his home. (By "we" I mean my client and I, as I use "do with" rather than "do to" processes.) I was curious about why his internal images were so out-of-date, particularly since he did see them in person at least every month or so. Robert confessed that he felt he'd been a dreadful father, and husband for that matter. During their younger years, he was frequently partying, indulging in long, boozy business lunches, and was rarely home sober for them. By the time their daughter was 10, his wife had had enough and divorced him, taking full custody of the children. Robert's most emotionally-charged memories of his children were from that time, saturated in guilt and remorse.

Interestingly, Robert's own internal image of himself was in his 40's, from the period when he finally fully appreciated what he had lost and how he had neglected his children. That was the time he put a concerted effort into reconnecting with and getting to know his children. We updated his internal image to his early 60's, to a time he felt wiser, happier, but still fit, strong and active. It's not necessary for your internal image (your unconscious blueprint™) to match your chronological age. In fact, in my experience, a younger image, as long as it is positive and within 10 or so years, manifests in more energy and activity. We also adjusted Robert's personal time stream so he could more easily leave his past where it belonged and focus on living in the present.

The following session he reported nothing to report. All was fine. Nothing unusual had happened – just his usual, busy life. So I inquired whether his telephone had rung at all during the week. He looked bemused and confused. Well, of course it had. And yes, he'd spoken

with his eldest son and had a good, long talk about things in general. Then the light literally went on in his face. He suddenly realised he hadn't stressed about the phone ringing even once, and that his son had responded warmly to the relaxed man-to-man attitude from his father.

In subsequent sessions we used a variety of NLP (Neuro Linguistic Programming) processes to clear the excess of negative emotions such as anger, fear and guilt out of his system, so Robert could increase his personal power by easily managing his emotional state. For example, instead of frequently erupting in anger or frustration, he was able to choose to be assertive instead. His business and personal relationships improved significantly.

When his youngest son asked, yet again, for money, instead of instantly feeling the surge of guilt and reaching for his wallet, Robert was able to think clearly about whether he really was helping his son out, or simply enabling financial irresponsibility. Sometimes the very best way to help someone is to say "No" to them. It creates a necessity, and perhaps urgency, for them to start taking responsibility for their own lives: to step up, out of the pity pit or puddle of poo, and stretch and grow. Yes, it can be uncomfortable for everyone concerned, but think of it as growing pains. Ultimately, your wisdom will be seen as tough love and appreciated. Once Robert's son eventually stopped getting angry about the money-flow drying up, he started treating his father with more respect, and settled into more steady employment.

Robert's wife sent me a note thanking me for saving their marriage. From her perspective, her husband was finally acting rationally, and was much more relaxed, loving and present for her. This last point was significant – remember Robert's internal images were all from a time pre-second wife, and his time stream past was in front of him? So she was often literally invisible to him when he was consumed with worrying about his children, or wallowing in his guilt.

In the years since my inspiration with Robert, I've made investigating clients' internal images of themselves and others, and the location of their time stream, essential exploratory elements for both clinic and coaching clients. The variety is endlessly fascinating, and the life-changing results from making adjustments both highly-gratifying and humbling.

In the following pages I'll be sharing some of these illuminating stories. I'll also explain how you can increase your effectiveness in your life, improve your relationships and business success, and most importantly, feel great about being you. High self-esteem really is the key to a successful life, whatever 'successful' means to you. No matter what you change externally, your weight, your partner, your hair, your job or your address, it is your internal self-worth and your unconscious blueprint™ which dictate your level of satisfaction and joy. Your 'face within' matters.

So let's move on to the next chapter and some examples of how others have discovered the significant difference that changing their unconscious blueprint™ can make to their lives.

KEY POINTS

- » **You have an unconscious blueprint™ which can be affecting your life negatively.**
- » **Changing your unconscious blueprint™ changes your self-esteem and confidence.**
- » **Your unconscious blueprint™ of others dictates your relationship with them.**
- » **Guilt chains you to your past.**

“Everybody is a genius. But if you judge a fish by its ability to climb a tree, it will live its whole life believing it is stupid.”

Albert Einstein

TWO.

STORIES OF CHANGING FACES

Disclaimer: Although the following stories are based on actual case studies, for privacy reasons names, events and identifying elements have been changed, and for clarity and brevity, some are a combination of case studies. It is acknowledged that by changing one person's story it may inadvertently become similar to another's. This is unintentional and simply confirmation of the commonality in people's lives.



EMMA

I gazed across the table in admiration at the sleek-haired, smartly-dressed, slim, young woman. Emma spoke confidently, projecting her voice through the coffee lounge babble, and her dark eyes sparkled as she smiled and shared her latest news. When Emma first came to see me, at the behest of a concerned relative, she sidled into the room in a tired, baggy t-shirt, crumpled shorts and cheap rubber thongs. Her hair looked as if she'd just tumbled out of bed, which she had at 11:00am. She mumbled about how her days were often spent eating and crying on the sofa, her nights being taunted and roughly handled by her boyfriend.

Emma's childhood read like the definitive collection of child abuse stories from a child psychology textbook. It seemed like everything that could happen did, except that she managed to live despite the suicide attempts, with mind and body relatively intact. Interestingly, Emma had a very strong moral code, but because no one in her life matched her values and her sense of right and wrong, she thought she was the mad misfit. She was an outcast in her own social circle because she was honest. She didn't do one night stands, drugs or steal. Despite feeling wretched in her relationship and gaining new bruises every day, she didn't label her boyfriend as "abusive" or her situation as "domestic

violence”. Compared with what she had grown up with, this was much better so must be “normal”.

Emma’s internal image was of a four-year-old, and she was 24 years old at the time we worked together. She said the age of four was the last time she felt safe. Unfortunately, it meant she often responded to the world emotionally as a four-year-old, sulking and feeling very insecure, clinging to her boyfriend despite his behaviour. After this was revealed, Emma confessed a few years earlier that a psychologist had told her she had the emotional age of a five-year-old, so it made sense to her. Her time stream was knotted up inside her, and that made sense too, daily reliving her past and having very little sense of a future beyond a few days. Emma saw the sense of having her past behind her and was keen to create a future worth looking forward to, so she willingly followed my guidance and adjusted her time stream into the optimum position, finding it easy to lock into place.

She was my first case where the internal image didn’t update immediately to the desired age, in this case her chronological age. Emma said she didn’t want to let go of that sense of safety and couldn’t relate it to her current situation. The compromise was 16 years old, which was the most recent time she felt above the misery and able to say “No” to abuse. Since then I have found it not uncommon for someone with an internal image of under 10 to need to change in increments, almost as if they need to spend some time as a teenager before becoming an adult.

After a series of sessions, Emma suddenly made significant changes sooner than I had expected. She announced she had left her boyfriend, was moving out of town, and had started applying for career-orientated jobs, such as the armed forces. At that point I re-checked her internal image and it was up to her chronological age of its own accord. The work we’d done together redefining her identity, self-worth and confidence, plus teaching boundary setting and building self-trust had paid off significantly.

She is now on a retail career fast-track, after initially starting at entry level and being promoted through the ranks to trainee manager within seven months.

ROSEMARY

Did you ever experience bullying at high school? Perhaps you were able to shrug it off fight back? Perhaps you found it all too much to resist? Rosemary was quiet, plump, spoke with an accent, and found it very difficult to cope with her high school bullies. Now, as an adult in her 40's, she was being bullied, or on good days ignored, by her teenage children. She was bored, very overweight, lonely and felt disconnected from everyone, including her husband. Despite the potential for a great deal of change in her life, Rosemary came to me only because she needed the confidence to get a job (her first ever!) so she could have her own money to spend as she pleased.

Rosemary's internal image was that of a 14-year-old. She was eager to update it to a healthy and confident 40-year-old. We repositioned her past where it belonged, and ensured her future was stretching out into the distance in front of her. I taught her about personal power, how to tell the difference between intuition and self-doubt, boundary setting and maintenance, and helped her change her beliefs in her intelligence and her potential.

She had regularly met with a group of neighbours for years, but confessed she had never felt comfortable, just obligated to go and too shy to refuse. Shaking her head in amazement, she said that day she had looked around the room and for the first time noticed they were all women in their 40's, just like her. Rosemary said she had suddenly felt like she belonged. Half an hour after that, one neighbour was talking about a job vacancy and Rosemary found the confidence to speak up and ask how she could apply. She was amazed and delighted when the woman commented that Rosemary would be perfect for the role.

Within a fortnight, Rosemary had her dream job working as a disability carer; admittedly not everyone's dream job, but Rosemary loved the connection with staff and clients, the sense of purpose, and of course, the money ... her money. However, she said, "I can't believe they're paying me to do this job – I love it so much, I'd do it for free". So in the end, having her own money wasn't the answer. In fact, it rarely is. What we really want are the feelings associated with money and what

it can be exchanged for: security, safety and feeling special or unique. We really want peace of mind, knowing that we are okay and so are our loved ones.

On the home front, Rosemary was speaking up and laying down boundaries for her teenagers, and although it looked like very slow progress, she was pleased with herself. The only problem was that she still felt disconnected from her husband, irritated by him. Checking her internal image of her husband we found the reason – she saw him as one of those annoying teenage boys – loud, showing off and totally incomprehensible, just like one of her son’s friends. Once we updated that, she was able to see him on all levels as the loving, intelligent, adult man he is: someone a grown-up woman like herself would like to be romantic with. He was delighted!

HEIDI

Not everyone is as eager to change, as you might expect. Making change naturally involves letting go of the familiar for the unknown. Some people can feel very secure in their uncomfortable rut. You probably know someone who complains bitterly about something or someone but doesn’t take that one action that would resolve the problem. They say things like, “Ah well, better the devil you know ...”, or, “I couldn’t possibly. What if ...?”, or “It’s okay for you, but I ...”. They successfully argue for their limitations.

Heidi was suffering from intense anxiety, particularly around two issues. One was her dogs, to the point she fretted about leaving them to go to work each day. They naturally picked up her anxiety and became stressed and fretful themselves, to the tune of hundreds of dollars in vet bills. Anxiety can affect dogs in particular because they are pack animals, and (ideally, though unfortunately not always) the human owner is the pack leader. If the pack leader senses danger and responds in fear, there must be serious danger around, even if the rest of the pack can’t see, hear or smell it themselves, in the same way children pick up on their parents’ anxieties and tension. Cats, of course, would simply leave home until their anxious owner calmed down, or would permanently shift residence if necessary. Very pragmatic animals, cats.

Her second issue was the reason for her visit. She said she desperately wanted to have a child, could see their happy family behind their white picket fence, but was simply terrified of getting pregnant, and even more so of giving birth. She had recently miscarried and was torn between blissful relief and stabbing guilt at feeling relief. Her husband controlled their finances, and although he would pay the dogs' hefty vet bills, he would not pay for his wife to seek help for something "just in her mind". They hadn't made the connection between her anxiety and the dogs' stress.

Pre-pubescent girls often have the happy family images and love playing with babies. They are rarely aware of the physiological details and psychological impact of pregnancy and birth. Many would never have seen a birth, let alone a positive one, apart from scenes of some poor woman screaming and swearing in a TV hospital sitcom. The majority of clients I've worked with on unexplained infertility issues have had pre-pubescent internal images and have updated them in stages during our work together.

Heidi's internal image was 10 years old, which explained the conflict between happy families and her perceived reality of pregnancy and birth. It also explained why she was comfortable with the degree of control her husband had assumed in managing most aspects of their life together. Heidi asked if she could make her change the next session when she wasn't feeling so tired, but sadly, though not surprisingly, she chose not to return.

JAMES

At the start of our coaching program, James had initially rated his relationship as zero out of 10 (which he agreed to modify to half as he was actually in a relationship), his small business as three out of 10, and his self-esteem and mental health as two out of 10. At the end of our 12-month coaching agreement, we remeasured James's self-evaluation and he rated his relationship as eight out of 10, and said that for the first time in at least 25 years he had felt sad rather than relieved seeing his long suffering partner, Bill, off at the airport to return to his job at the

mines. He rated his business as seven out of 10 and growing, and his mental health as eight out of 10 and improving.

James had grown up in England as the only child of older parents. He was over-indulged, but in return he was expected to achieve highly in everything he did. Consequently, nothing he did was ever good enough in his own eyes, and often in the eyes of his parents as well, especially his mother. He was bitterly disappointed in himself. That played out in how he treated his partner, Bill, and also his staff, whom he called his “little girls” and struggled to trust. James’s internal image was 13 years old and his time stream past was directly in front of him where he could easily wallow in his regrets and old hurts. For James, moving past the time he first acknowledged he was homosexual was significant, and learning to love himself paramount to rebuilding his self-esteem and relationship with Bill.

Although James’s business started to improve in line with his self-esteem, progress seemed slower than expected. The main issue identified was high staff turnover, due in part to James sacking staff for laziness and dishonesty, and because staff worth retaining due to boredom and resentment. It is probable that James had started calling his staff his “little girls” when he was feeling insecure in his 13-year-old internal image. He now had to update those images too and see his staff for the young, and not-so-young, capable women they were.

They became his “team members” and were invited to contribute at the new weekly team meetings, and to the development of the new staff training system. James now felt more comfortable delegating to more experienced team members. This reduced his stress levels and freed up time and head space for regular business development planning. His staff felt more appreciated and were able to develop their skills and engage in more stimulating work. Those who didn’t like the new accountability and key performance indicators soon left, which created a further positive shift in the workplace culture.

ANDREW

“I feel like I’m constantly battling with myself. I’m not even sure who I am anymore. I used to be so motivated, on top of the world, and now I’m just lost and every day is getting harder. I love my wife and kids, but some days I think I should have stayed single.”

Andrew had made a mid-life career change from a highly mentally and physically challenging but exciting position in a national organisation, which involved long periods of travel, to running his own franchised business. The reason for his career change was to be home to see his young children grow up and keep his marriage intact. Now his wife was complaining he was there physically but not emotionally for her and their children. Andrew was also experiencing conflict with the promising young man he had hired with a view to training as a manager for his next branch.

His internal image initially seemed very positive. As a 40-year-old his internal image was of himself in his 20’s, at a time of his peak physical and mental fitness when he felt he could conquer the world, and was doing so in his choice of career. Further exploration revealed that at that time he was also extremely egotistical, arrogant, sexist and generally emotionally cold. These were quite different values (and attitude) to the present Andrew who is a compassionate, empathetic family man who provides wonderful customer service by really listening to his clients and going the extra mile.

In this case, we constructed a new internal image combining his focussed energy, enthusiasm and confidence of the past with his gained maturity, experience, tolerance and wisdom. To achieve the balance Andrew and his family wanted, we developed a structure for that focussed energy to be most effective. His weekly schedule included time for himself, his marriage, his children, his health, his business planning, and day-to-day business activities. The results quickly materialised with his business becoming number one in the state, even though he had stopped taking work home and was spending those hours playing with his kids, romancing his wife, and working out at the gym instead.

The next issue was the conflict with his “young muck”. Actually, he used a slightly different word, but “muck” will suffice in print. His internal image of this employee, Adam, was almost a caricature. Adam’s neat, modern haircut became a coiffeur, his fashionable dress sense became “gay flamboyance”, and the overall image was of a simpering fop.

In reality, Adam appeared to me as an intelligent, well-dressed, masculine man in his late 20’s who was able to charm women when he chose. It was important for the sake of Andrew’s business growth that we revise his internal image of Adam from “muck” to “buck”. He was then able to train Adam effectively and feel comfortable delegating responsibility to him. Adam responded favourably to the new respectful and inclusive attitude of his boss, and they eventually started connecting on a friendship level.

JUDY, HARRY AND ROBYN

Sometimes, as in the cases of Judy, Harry and Robyn, where there wasn’t an age discrepancy between chronological age and internal image, it was the image itself that reflected the problem.

Judy saw herself as her current age, which was 48, but also as fat, frumpy and unhappy. She therefore ate, dressed and acted like a fat and frumpy person. Judy made herself even more unhappy along the way with her negative self-talk. It could be argued that her internal image was a direct result of her dress sense and eating habits. However, she struggled to release her excess weight until we slimmed down her internal image, dressed it attractively and put a smile on its face. Of course, in Judy’s case she needed other work with me to also improve her self-esteem and release the baggage of excess, negative emotions, such as anger and guilt, out of her system. She also needed to replace that venomous voice in her ear (her self-talk bitch) with one more encouraging and supportive.

Harry was unusual in that he saw himself as older, bent over and grey of face, in his 60’s and unhealthy, rather than his true age of 54. He felt weighed down by the burdens of his life as he saw them, and it was only after we reframed and removed some of those burdens both in

his mind and his reality that he willingly updated to a more energised and younger internal image. Prior to that, he indicated his preference to hurry to his grave to get this life over and done with, and had displayed suicidal tendencies. Harry is now actively turning his business around, rather than sitting wishing things were different and telling himself scary stories about Hopeless Harry.

Robyn saw herself as her current age of 42, but as weak, helpless, dependent and not terribly smart. This image matched beautifully to the role she had played throughout her years of marriage. However, it no longer served her now her husband had left for a prettier and much younger version. Her anger at her husband's behaviour ignited then fuelled her motivation to get serious about changing how she saw herself and lived the rest of her life.

She proved a delight to work with, being highly motivated. By the time we had gained enough leverage to be able to safely clear that excess anger, it really was like watching a butterfly emerge from a chrysalis. Robyn's renewed sense of self and self-worth opened her eyes to opportunities. Her new confidence and desire for revenge through success motivated her to grab those opportunities and build herself a new career. Although her original motivation was negatively powered, as she savoured her own successes she became motivated for her own sake because she loved her new role. Her ex-husband as an energy source was no longer needed, freeing her to attract more compatible men and connect on a more equal relationship footing.

Judith's summary of why she came to me was, "I want to figure out why, if I'm so smart, I am so poor?". Her life was that of a grasshopper, jumping from her original professional career to a series of ad-hoc businesses. She described herself as an entrepreneur, yet a series of less than successful businesses seemed more along the lines of get-rich-quickly schemes. They absolutely worked, but seemingly only for the entrepreneurs that created and crafted the schemes, not those like Judith who bought into them. Judith felt she was self-sabotaging due to her underlying poverty consciousness and wanted to rid herself of it before her next big project started.

At 64, Judith's unconscious blueprint™ was a ghostly image of an elderly woman in her 80's. This was hardly an empowering one for moving forward decisively into a new business venture. Judith said the image matched her feeling of being not quite here, of being disconnected and lost. She felt invisible at times, particularly in crowded places where people brushed past her in their hurry. Due to poor sleeping patterns, Judith had dark circles under her eyes and was carrying some extra weight which showed in her face, so she selected a photograph rather than the mirror to use for her unconscious blueprint™ update. The photo was a few years old but taken at a happier time, and was more in alignment with who, or rather how, she wanted to be.

Judith's personal time stream was wrapped around her, so that needed to be untangled and laid out in the optimum position, the past behind one shoulder, and the future stretching out in front. The next process in the change was to clean up her excess baggage, so we did an energetic cord cutting process which enabled her to identify the current negative connections with the past behaviours and self-identity, then cut and cleanse those connections. Interestingly, the negative connections were all with friends who had guided her investment in projects in the past three decades. Judith reported feeling "much lighter" after this process.

Between sessions, to increase her sense of being grounded and present, I gave her a task to commit to on a daily basis. That's the Senses Walk mentioned in Chapter 8, De-Stress for Success. This exercise is excellent for bringing yourself back to the present, which, of course, is the only moment that is real and the only moment we can act on that directly creates our future. For most of us 99.99 per cent of the time, in the present we are physically safe, so our adrenal system can slip back into idle, our heart rate can slow to a comfortable rhythm, our body's natural healing abilities can function more effectively, and much of the mental white noise stops. For Judith, it brought her back into her physical body and reconnected her with her physical sensory receptors so she felt "back". From that position she started doing her due diligence on opportunities rather than blindly accepting the fabulous vision presented as truth by her friends.

JACKIE

The labels we give ourselves reflect and reinforce our identity to ourselves and others. For example, if you label yourself as “just a mum”, you not only immediately devalue your most important role as a mother, you’ve put yourself into a box separate from the working world. Jackie labelled herself as “just a disability carer”. To me, caring for a disabled child, particularly your own as that is for life, is one of the most difficult jobs to do well, and I greatly admire the strength, resilience and spirit of those who do. So there was nothing “just” about Jackie, and part of her own unconscious needed to believe that, so changing her unconscious blueprint™ was quick and powerful. It freed her to finish her long-delayed studies and start a new career.

Jackie had also guiltily revealed how frustrated she was when her son with cerebral palsy cried and lashed out. His behaviour was becoming worse as he grew older, and her patience and energy was becoming more and more stretched. Interestingly, her unconscious blueprint™ of her son was of a three-month-old baby, yet he was now three years old. Once we updated that image and she started treating him like a three-year-old he blossomed. Not only did his frustrated behaviour stop, he started reaching milestones within his potential. At some level he had known he was a little boy, not a baby, even though his body was not letting him do what other little boys did. His playing up was his way of expressing that frustration.

In all of the cases above, the life changing shifts were from a combination of changing their unconscious blueprints™, clearing limiting self-beliefs, replacing disempowering habits, and increasing awareness of individual personal power and how we create our own reality. It isn’t an event which shapes your life, it’s your perception of that event, the meaning you give to it, and the consequent actions you take which have moulded the life you have now. In the following chapters we’ll explore those concepts further, and will look at how you can apply that knowledge to your own life.



TIME TO CHANGE EXERCISE: SELF-LABELLING

How are you labelling yourself? Are you “just a ...”? How are you labelling your spouse and your children? Labelling them as “just a ...” limits their potential, not only in your eyes, but also in theirs.

Write down your “just a ...” then at least 25 other things you are. You can include characteristics, skills, experience and qualifications.

Hint: If you are “just a ...” role, for example, “just a mum”, then make sure you write the majority of other roles you play in your life and other people’s lives. For example, home-manager, crowd controller, book-keeper, storeman, purchaser, fertility controller, wife, lover, friend, daughter, and so on.

If you are “just a ...” characteristic for example, “just a shy person”, concentrate on all of your other characteristics. In other words, all that you are when you are forgetting to be shy. What are you like when your best friend calls? When your child breaks your favourite ornament? When you’re in the mood for love?

Return the favour for anyone (or thing) you label “just a ...” , which will affect your emotional state and behaviour (note I refer to “things” as how you label and feel about your home, income, car, animal, plants etc). Notice how differently you feel about yourself, and them, afterwards. And yes, it is a serious exercise, but please have fun with it – let your imagination run wild! For example, if you empty the household bins, you can be a garbologist if you wish.

KEY POINTS

- » **Your unconscious blueprint™ can be delaying conception, stifling your business growth, sabotaging your relationships, and leaving you vulnerable to abuse.**
- » **Your unconscious blueprint™ can easily be revised, with powerful flow-on effects.**
- » **Labels are disempowering. No one or no-thing is “just a ...”.**

“It isn’t an event which shapes your life, it’s your perception of that event, the meaning you give to it, and the consequent actions you take which have moulded the life you have now.”

Sue Lester

THREE.

INTRODUCING YOUR CAPTAIN AND CREW

To truly make lasting changes and take control back over your life, you need to work at both conscious and unconscious levels. In this chapter you'll discover more about how your conscious and unconscious minds work in together, and the reasons for your procrastination or self-sabotage.

So let's get into the explanation by introducing you to your captain and crew. Think of your body as your ship of life, with your captain on deck as your conscious mind, while below deck are your crew: that is, your unconscious (or subconscious) mind.

Now your captain can be on deck demanding, "Full steam ahead, and straight to Wealth Land!". (You can substitute the 'land' of your choice: baby, love, promotion, trim, taut and terrific etcetera.) However, what if below deck your crew (your unconscious mind) is saying, "Stuff that, we've tried it and it doesn't work!", or, "We're afraid, what if...?", or they are bickering about which is the best way to turn? Perhaps someone is in the corner with the rule book, saying, "Sorry, page 47 paragraph two says our family doesn't belong in Wealth Land". What do you think your ship will do? That's right – zigzag, stall or even turn around and go backwards!

It's essential to have alignment between your captain and crew, aka your conscious and unconscious minds, so your thoughts and actions match and you get the results you want. Remember, you always get results, just not necessarily the ones you wanted.

Alignment is essential, so when your captain sets up that savings account your crew doesn't get the urge to go shopping or to pay yourself last. Alignment so when your captain sets the alarm one hour earlier the night before so you can get up to exercise your crew doesn't hit the snooze button and start reminding you how cold and dark it is, and how tired you

are. Alignment is essential so when that amazing opportunity appears you do your due diligence and take action quickly, rather than procrastinate until it's too late. Self-sabotage is turned into self-motivation.

Sometimes it can be more complicated than simply aligning your captain and crew. Just as in political parties, there can be different factions, or unconscious parts, with conflicting views on how best to proceed for the good of all. You'll recognise the existence of conflicting unconscious parts when you hear something like, "Hmm, I really don't know what to do. Part of me wants to, and part of me doesn't".

Those internal parts are formed over time through how we filter our experiences and the meaning we give to those events. More about filters soon, but for the moment consider that parts development as follows.

Imagine after your birth that your ship of life sets forth, navigating by the stars. It works well during the clear starry nights, but daytime and cloudy nights leave your ship unguided. Imagine the excitement when a crew member discovers the compass. At last a way to navigate, no matter what the weather! Still, in parts of the world the compass needle spins out of control, or is not quite so accurate, and care must be taken to store it correctly away from other magnetised objects. The majority are keen to adopt this new way, but part of the crew still believes in the stars as the best and only way to navigate. So your ship moves on, with some internal conflict on clear nights. Then someone discovers the GPS and there's wild excitement, though it has its drawbacks too and can end up simply an interesting paperweight if not calibrated and charged correctly. However wonderful the GPS seems, part of the crew still believes in the compass, and part still believes in navigating by the stars.

These parts of the crew disagree and fight amongst themselves, making decisions difficult, until a parts integration occurs. This is when all parts are guided to acknowledge they have the same highest positive intention for you, that is, arriving safely at your destination, and that by fighting they have actually been also stopping themselves from achieving their highest purpose. The crew are encouraged to acknowledge each other's strengths and find ways to work together as a harmonious whole. And the result is generally a feeling of calm wholeness, and the disappearance

of much mental ‘white noise’. Our beliefs and memories are generally stored as images, and often with associated emotions. Your internal image is the blueprint your crew or unconscious mind works from, and some people have two or even a series of internal images. Multiple images seem to occur when a person has more distinctive unconscious parts. You can see how a crew working from the blue print of a 14-year-old will respond differently to situations and make different decisions from a crew working from a blue print of a 40-year-old.

Over the remaining chapters we’ll explore how these unconscious blueprints™ are formed, and then in Chapter 13 how they can be adjusted.

KEY POINTS

- » **For smooth sailing through life, your captain (conscious mind) and crew (unconscious mind) must be in alignment.**
- » **Memories, beliefs and your unconscious blueprint™ are stored as images in your unconscious mind and can be changed by adjusting the characteristics of those images.**
- » **It is possible to have more than one unconscious blueprint™ of yourself.**

DO YOU EVER STRUGGLE TO FEEL “GROWN UP”?
DO YOU FEEL YOU HAVE LOST THE “I” IN YOUR LIFE?
ARE YOU SELF-SABOTAGING CHANCES FOR HAPPINESS AND SUCCESS?

The solution is simple. Your internal image, your face within, is the blueprint of your unconscious mind. When it's out of alignment with your chronological age you can experience anxiety and self-doubt.

This unconscious programming can impact on your ability to develop healthy safe relationships, build successful careers, maintain healthy weight, attain financial security, parent effectively and even to conceive naturally.

In *The Face Within* Sue Lester reveals how to identify and adjust your unconscious blueprint so you can change your situation at home and at work. Containing the ideal combination of practical exercises, fascinating stories and inspiring case studies, this book is an effective guide to smoothing your path through life. Gaining the clarity, confidence and motivation you desire is in your hands.



Sue Lester is a catalyst of change and adventurer at heart. She travels the globe exploring ways of helping people break through their boundaries. In demand as a key note speaker, head transition coach and trainer, Sue inspires and facilitates the mindset shift from self-sabotage to self-motivation. She researched the existence and impact of our unconscious blueprint, and most importantly, how to change it for good, as you discover the face within.



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“ Sue Lester is a true catalyst of change. She knows precisely how to make your life the extraordinary adventure you deserve.

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