

ABT Mod 01.05 – Homeostasis

Later in this training, I'm going to teach you a variation of an exercise I learned during my hypnotherapy training and so to prepare you for that information, I want to share a story about how I learned this information.

One day, during a lesson in hypnotherapy class, my teacher began the class by asking how many people would like more money or would like to lose weight or would like more happiness. Naturally, many hands shot up.

Then he said, "If I told you a method that could change your life by applying three minutes a day, would you do it?" Of course everyone said yes and then he informed us that actually "No, we wouldn't do it."

He went on to explain that one of the reasons we wouldn't adopt this new method is because when we talk about adopting a new habit or a new practice, we're talking about change at the behavior level in some way. You may remember me talking about this on Train Your Brain . . . change at the behavior level is like grabbing the steering wheel with a boat on automatic pilot and white knuckling it, hoping for change.

This is because of a very powerful force in human behavior called homeostasis. One of the ways we can make change easier is to understand the nature of homeostasis.

Do you remember me saying earlier that the unconscious mind likes "knowns" and it doesn't like "unknowns?" This is what causes homeostasis.

Homeostasis is the innate drive to stay the same. Notice I didn't say the "desire" to stay the same. If you are too hot, you will sweat. You do not have to concentrate to sweat or have the desire to sweat . . . you will just do it. Your body has the drive to regulate itself.

If you are too cold, you will shiver. You do not have to be in the mood to shiver or make a vision board so you shiver. You will just do it. Your body has an innate drive to stay the same.

Now, homeostasis is not necessarily a bad thing. It gives you stability. You're going to learn that most of the time when people talk about homeostasis, they use terms like self-sabotage. They are talking about the body's innate drive to stay the same.

But they neglect to mention that homeostasis is also responsible for the other bumper . . . and so let me explain what I mean by that.

The beliefs held in our unconscious minds are being regulated by homeostasis. You can think of homeostasis acting just like a thermostat in your house. The thermostat pays attention to the temperature in your house and turns on the heat if the house gets too cold and the air conditioner if the house gets too hot.

Each of us has a high acceptable bumper and a low acceptable bumper when it comes to many, many things in our lives. It can probably be most easily seen when we talk about our weight or our income.

Many of us have a lower weight we'd like to achieve as well as the highest acceptable weight. When you learn about homeostasis, in some ways it's very comforting because you know your body will self-regulate. Your mind isn't sabotaging you. It's keeping you within those comfortable bumpers. Your mind and homeostasis will automatically keep yourself within those bumpers . . . within the range of those two acceptable ends.

I don't know about you, but I know for myself that there is a magic number in my weight that I can maintain without even "thinking" about it, so to speak. It seems like no matter what I eat or how little I exercise, I stay within this weight bumper. That's how it works.

Remember from Train Your Brain . . . your unconscious mind takes care of everything and always makes sure that the outside world picture matches the inside world picture.

The same principle can apply to finances. Some of us who are older can relate with how our financial thermostats have changed over time. Maybe when we're young, the idea of having an apartment without roommates or going out for a meal that costs more than \$7 sounds crazy, but as we get older, our ideas change, our income changes, our financial comfort zones change and now we feel comfortable paying more, much more for housing or meals out.

But no matter what the age, there will always be an acceptable low bumper as well an acceptable high bumper. So the high bumper is where you no longer feel comfortable.

I'll give you an example for myself. Many years ago, I won an incentive trip and the hotel we stayed at during this incentive trip cost around \$1,500 a night for a room. I remember learning about the hotel and having the realization that if I received the bill for that trip and had to pay the bill for that room for three nights, I would feel very uncomfortable. The idea of paying \$4,500 plus tax for a hotel room for a weekend was way out of my comfort zone and still is. Now, if I ever want to change that, I have the

tools to do so, but by having that realization, gave me a really good picture of where my own financial thermostat was set. It gave me a clear idea of my homeostasis bumpers.

So, that's why you do Mindware Experiments. You do them to create different bumpers . . . to change the thermostat. You get different results because you've altered the unconscious idea of what's acceptable for you. You've changed the bumpers and then homeostasis takes care of the rest. So always try to remember that homeostasis is your friend.

Everything works perfectly and now that you know how it works, you can use that knowledge to your advantage. The reality is there is no secret to success. It isn't about working harder. It isn't about being smart and it isn't about being nice. It's simply about where your thermostat is set.

And the good news, which you've already been discovering, is that it's a lot easier to change that thermostat than most people realize.