

# CREATING HAPPINESS

TOOLS FOR IMPROVING YOUR LIFE



JAMES C. CARR

## Wow!

I'm proud of you. You have already passed the first big step in personal development, which is making the choice to take action. By opening up this book, you have taken action.

When most people decide to make a significant life change they talk about it, they research it, they get excited about the outcome, but they never actually do the important thing and take action to get there. The part that requires effort and patience is what trips people up. But that's not you is it? You are going to work with me to change your life, right? It's in your best interest to do so. It would be foolish not to at least give this a chance and you will soon learn why.

I didn't write this to show you how to make money. You won't learn how to start a business or expand your stock portfolio. I'm not going to give you advice on losing weight or making friends. What I *will* do is change the way you think. I will change the way you handle your problems, manage your stress, and make important decisions. What you will get are the *tools* and tricks that you need to earn and create all of those wonderful things in life. You will know how to improve your life, find happiness, and hopefully help others do the same.

So if this book helps you, I encourage you to pass what you learn on to others and help them the way that this information has helped me and [hopefully] helped you.

Enjoy!

# Creating Happiness: Tools for Improving Your Life

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## Personal Development

### What did I get myself in to?

You've started a project, but this is a project that never ends. This is new a path in your life that you not only *want* to go down, but you *need* to. This is a lifestyle change and a change to the way you think about everyday decisions. It is a realization of your true potential, your desires, and lifetime goals. If you're one of the many people that don't already know what they want out of life, we're going to find that out. You will discover yourself and I will help you get motivated to take the first steps to achieving your goals.

You will find things in your life, big and small, that aren't perfect and you will find ways to fix them. You will find things that you want to completely change. You will raise your standards, set goals that might seem unreasonable, and you will execute actions that are so powerful that you will cry when you succeed and prove to yourself that you're capable of amazing things. You will meet those goals because you will have unlocked your true potential, which is on a level that you never thought possible. You can't afford not to make this change.

The topic of personal development is very broad. It involves improving many different aspects of your life: knowledge, skills, awareness, leadership, values, social, relationships, wealth, health, potential, confidence, talents, and identity. One could probably write a series of books for each of those subjects, but what I plan to do is give you some understanding, some motivation, and the tools you need to improve on all of those aspects and also develop way of thinking that will stick with you for the rest of your life.

If you're reading this book then chances are you are already aware of the phrases "*personal growth*" or "*personal development*". These are often associated with various social stigmas about self-help. You might have heard these terms when referring to pseudo-scientific new age thinking systems like *The Secret* or *The Law of Attraction*. Well you need to

disassociate the term “personal development” from anything except what it actually is- the act of growing yourself and improving your life.

## **The Law of Attraction: or so they say**

While we're on the subject of *Law of Attraction*, I have to explain this system and the hype it has created in recent years. The overall message that these ideas portray are indeed positive and have worked for many people. My problem with them is that they are over-complicated explanations for extremely simple subjects, presumably to create content and justify selling the product. I have a problem with over-complicating something for the sake of marketing when the right thing to do is the exact opposite: simplify something with the intention of helping people.

I have read many related books, including *The Secret*, and the overall message is the same throughout these books- think positive. That pretty much sums up *The Secret* in two words. The claim is that by *thinking positive* and focusing on what you want, instead of what you don't want, you will bring yourself closer to obtaining what you want. Well there is so much more to it than that and you're fooling yourself to think all you have to do is think positive.

The program goes on to explain how thinking positive is scientifically proven to give you what you want by relating it to Newton's *Law of Attraction*. Well I hate to break it to you but Newton's “Law of Attraction” is actually the Law of Universal Gravitation and deals *exclusively* with physics and nothing more, but I digress...

The actual underlying message of the *Law of Attraction* is actually quite useful and has truth to it- but I don't give them credit. When you continuously think positive, your life will be much better. This isn't due to Newton's laws, but simple psychology. By thinking positive, your mind brings your level of awareness to focus on those things and you start to notice them.

For example, have you noticed that when you buy a car you start noticing that same model of car more often? Your mind is focused on that type of car whereas you ignored it before because it had no importance. But now your mind has given that type of car some level of importance, since you own one of them. If we were always aware of everything around us, we would go insane!

By focusing on reaching your goals instead of paying your bills, your mind is focusing your energy and effort towards meeting those goals. You will also begin to subconsciously adjust your actions and decisions to meet those goals. If you just sit and think about your debt and wallow in sadness, that's what you will get and nothing will improve.

That is the message being portrayed with these Law of Attraction programs, however, in my opinion the execution is poor, deceptive, and caused a lot of negativity and criticism towards the personal development and self-help communities. We should re-think what positive thinking does and look at it from a more rational perspective. Don't let the stigmas around *The Secret* or *Law of Attraction* deter you from investing some time into researching self-help and personal development.

### **Clarifying Self-Help**

Not only do I want to clear up any misunderstandings with the topic of personal development, but I want people to understand that to get what you want, it takes more than just positivity. Just because you think positive, the universe isn't going to magically bring you what you want. There isn't an invisible force, driven by your thoughts, that pulls material goods towards your life. The universe doesn't owe you anything.

I also want to clarify that self-help is not a solution to all of your problems. Even though the purpose of self-help is to give you the tools and knowledge to help yourself overcome challenges, it does not mean you

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should just “*suck it up*” and ignore severe problems. We all need a little help sometimes and it is perfectly OK to ask for it. Signs of depression or PTSD, for example, are often not cured by any sort of self-help. In fact, trying to cure yourself can often make the condition worse. You should know when to consult with a therapist or other mental health professional.

Think of self-help also as a tool to understand how to distinguish severe problems that require medical attention from just making adjustments in your life to *improve* your way of living. Positive thinking is still important and so is personal development, as long as you understand its limits. It's very powerful on a psychological level and it is one of the many tools that you need to unlock your full potential and **earn** the things you want in life, but it is not a replacement for medicine. *Just be smart and be safe.*



## The Cycle

Our minds are very complicated. We have spent thousands of years studying ourselves, human behavior, and interaction. In order to even begin to understand the mind, we develop systems. Good systems hold up to different scenarios and I have found one of these good systems. This chapter introduces a system for understanding ourselves when we take action; specifically for our goals. It addresses our confidence, motivation, potential, and the actions we take to meet those goals.

Think of this system like a car. It consists of multiple components like an engine, transmission, axles, etc... When you remove a major component, the car doesn't run; furthermore, if you remove a much smaller piece, say a bolt from one of those components, that can cause the entire component to fail; resulting in a failed system. So one bad bolt can bring your entire car to a halt. Still following me?

On the other hand, if one piece working but not working *efficiently*, the car still runs, but the overall system and individual components may be inefficient. So the goal with this system, like a car, is to be to ensure all of the components and subcomponents are working before you worry about efficiency.

One of my role models, Tony Robbins, introduced me to this amazing 4 step cycle that I use every day. I use it when starting projects, when starting businesses, when meeting people, or just thinking about my future. However, this cycle seemed incomplete to me. So I have expanded on it and would like to share it with you and perhaps simplify it.

This cycle is like the car analogy. When all of the components are working, the system runs. By increasing their efficiency, the overall system is more efficient. Improve one component and the next component in the cycle also improves; likewise, by decreasing the efficiency in any component, the rest of the cycle is affected.



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The components I'm going to show you are dependent on each other and by failing to apply one of them can cause the entire system to fail. The good news is that once you understand how the system works and begin to apply all of the components, you can see progress happen. It will take time, so don't expect to master it all in the next 5 minutes. **Over time, you will master each component and your engine (life) will become more powerful and efficient.**

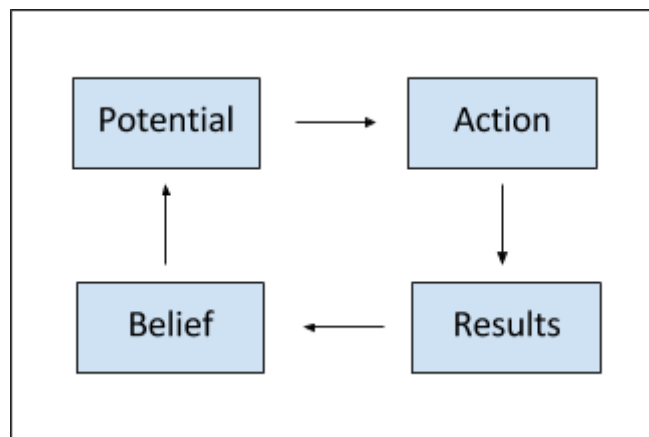
So what are the components?

**Potential** - What am I capable of doing?

**Action** - What actions do I take?

**Results** - What is the outcome of my actions?

**Belief** - How confident or certain am I that I can achieve my goals?



## Potential

Your potential is what you are actually capable of doing. This is a mental and a physical component in the system. Your potential **does not change**, everyone is capable of extraordinary things, we already know this and I will tell you right now that you are far more capable than you think.

We see people every day pull off amazing things that we, or they, never thought possible. Just check out a site like [goodnewsnetwork.org](http://goodnewsnetwork.org) if you want an example of amazing things that people do every day.

As an example, there is a man in India by the name of Jadav Payeng that spent the last 30 years, single handedly, planting seeds to grow a 1360 acre forest. I highly recommend Googling him if you want to learn more, but this is a prime example of something amazing that an average person can accomplish if they just realize their full potential.

People do this every day. People run, bike, or hike across entire countries and continents. People climb mountains, dive deep in the ocean, and build life changing technologies. Not because they are lucky but because they have tapped into their potential. But the pyramids weren't built by imagination alone or by building them in Minecraft, you have to take **action**.

Realizing your potential doesn't solve problems without taking that first step and then following through with it.

## Action

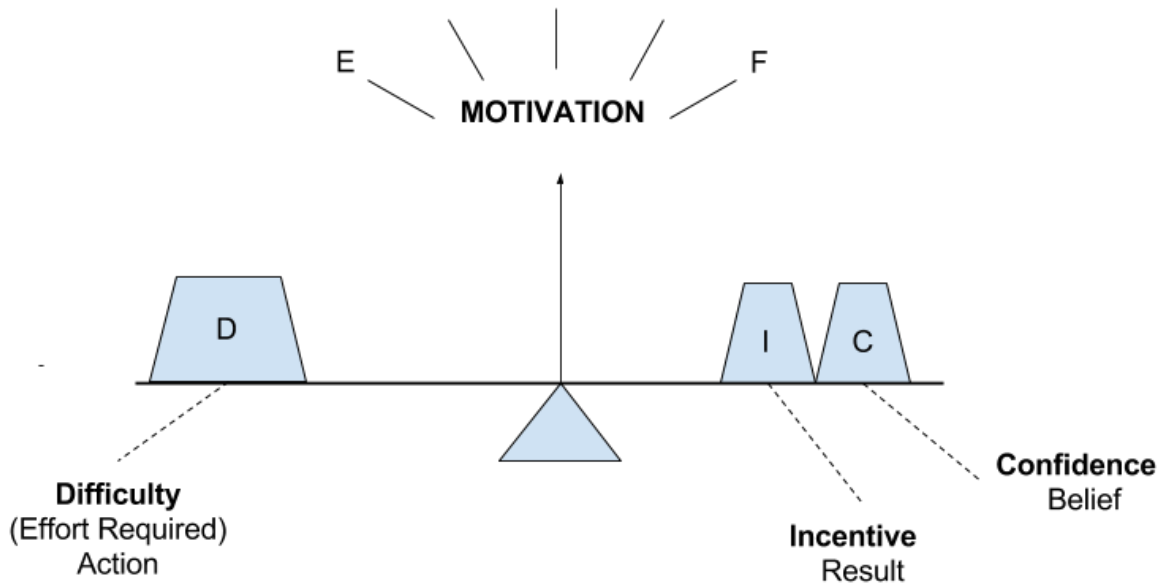
Once you have realized your full potential, you must take action to make it happen. Action is where people's cycles often break. Things like laziness, lack of motivation, or various obstacles, can all cause your cycle to break by hindering your action. Later on I will explain how to overcome these obstacles to ensure you can take the most action possible.

Your potential component may be strong and efficient, but if you don't have something to drive your action component or never take that first action, then you get nowhere. But if you realize your massive potential, you will want to take massive action and massive action is how you get huge results- it's how you get things done.

It is my belief that the number one reason people do not take action to meet their goals is a lack of motivation and confidence. So what is motivation? Well, it's a combination of things, but most importantly it's the amount of *incentive* combined with your *confidence*. If the incentive is big (good reward), you will be more motivated to obtain it. If you have belief in your potential- if you have confidence that you can accomplish the goal, it also motivates you. Likewise, if you believe that you cannot accomplish the goal (i.e. it requires too much effort) then it's hard to even try. Or if the incentive is poor, it's not worth the effort.

**Motivation happens when confidence + incentive outweighs effort.**

Check out my wacky chart below. I'm sure I could have made a much better example, but after testing various graphs and charts, I think this is the best way to visualize the concept- as cheesy as it may be.



Knowing this simple rule is key to motivating yourself. What happens in your thinking when you become motivated? Think about this next time. You have a goal in mind and you're focusing on all of the positive things that will come to you when you achieve that goal- but only if you truly believe it can be accomplished.

So motivation is needed to even begin to take action, *and* if you start to take action but don't follow through to the finish, the cycle breaks, nothing gets done, time is wasted, and you can't have **results**.

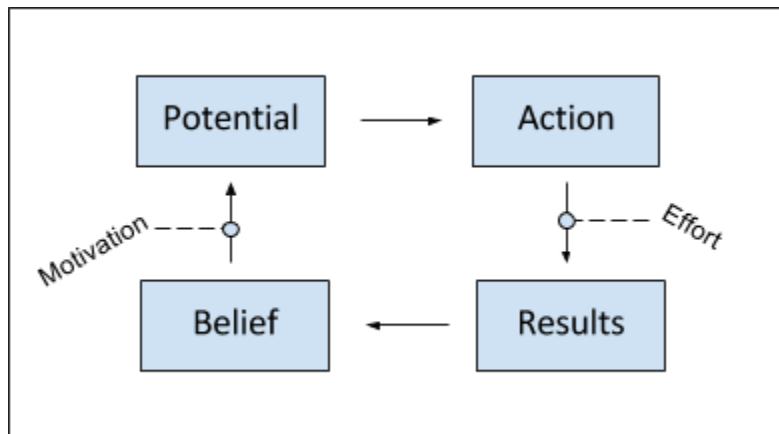
## Results

The results are the reward or outcome of our actions. By taking action and following through to the end, you will have results. It started with realizing your potential, which motivated you to take action, which produced results. Make sure your results are going to be worth the effort. You should set big goals so that your reward will bring the most pleasure.

As I explained with *action*, you need to be motivated to get these results. If the results don't provide enough incentive for you to become motivated enough to take action, then you need to strive for better results or maybe raise the standards of your goals. Shoot for massive results, set big goals with big rewards, because you already know you have the potential, so you will become motivated by the reward.

If Mr. Payeng didn't realize his potential and told himself that there was no way he could plant 1300+ acres of trees, then he wouldn't have bothered trying to take action and in the end he wouldn't have had any results. You see the cycle start to come into play here?

Let's readjust our cycle to account for motivation and effort...



## Belief

This is my favorite part of the cycle to explain to people because this is where it all starts to click and make sense. It is the component that restarts the cycle and sets the pace for the other components. Your beliefs are your *certainty* or your *confidence* in your potential. How certain are you that you can achieve your goal? Well if you had good results in the previous cycle, your certainty is probably pretty high.

Believing in your true potential is what fuels you to take action. That fuel is motivation, as you can see in the previous image. By believing in your potential, you create your motivation. Likewise, the effort is the process of using action to obtain results. Think of it like a battery where you charge it with motivation so that you can work or put forth effort.

If you have excellent results and have a confident mindset, you will be *confident* in your potential. In other words, you will **believe** that you can do better and you can be certain about your potential. You can say to yourself, “Look what I did! Look what I am capable of!” **Belief is fueled by results and belief drives your potential.**

## The Spiral

When people looking for help tell me their story, most of the time they are in a situation where they can feel their lives getting increasingly negative more and more often. When we have your normal everyday problems, we usually resolve them or ignore them and then carry on with our lives, but when we feel that our problems are continuing to get worst, our minds tell us to seek help because something is not right. This sounds obvious right? Well you should become aware of this going forward, because I want to explain what causes this and hopefully you won't need help if this happens to you because it can be fixed by yourself.

I call this the spiral. Where you can feel your life spiraling out of control. The magnitude of the spiral is what determines your pain. Have you or a friend ever have negative results again and again? Have you seen a person that says, "*no matter who I date, they always turn out to be jerks*" or "*no matter what job I get, it always stresses me out and makes me unhappy.*" "*No matter what I do, things won't change.*" This is usually followed by, "*Why me?*" or "*I have to do something!*"

This is *the cycle* when it spirals out of control. This is because their thinking, their **belief**, is driving the entire cycle to produce increasingly bad results over and over, which then lowers their belief in their potential, causing them to take worst action and get worst results.

They attract bad relationships (result), so they think they can't get anyone better (belief), so they limit their (potential), which causes them to do the same (actions) as before, which causes them to pick up more bad relationships (result). They do this cycle over and over until it becomes so bad that they give up. When they give up, they take no action, which yields no results, which means they can't get any relationships.

What if they somehow changed their beliefs? What if we helped them realize that they have the potential to fall in love with the most amazing person in their life, their soulmate? What if they became confident enough



to realize their **potential**? When they realize what they are capable of, they will be excited and motivated to take **action**. When they display that confidence and put forth the effort, they will get **results**. When they realize that they *can* meet decent partners, they will increase their **belief** or confidence in their potential and the spiral gets better and better until they find the right one the fulfills their needs and desires.

*“If you do what you’ve always done, you’ll get what you’ve always gotten.”*  
- Tony Robbins

If you are finding yourself or a friend in the downward spiral (a rut), the only way out is to change your way of thinking, believe in yourself, believe in your potential, be certain of that potential and then take action. We do that using those little subcomponents I mentioned earlier, like thinking positive and taking responsibility.

### **Subcomponent - Positive Thinking**

This is one of those important subcomponents of belief; or rather it fits in between belief and potential. Positive thinking yields positive beliefs and allows you to tap into your full potential. An example of this is positive affirmations. If you tell yourself something enough times, you will start to believe it, or at least set that as a focus point. If you constantly keep your mind in a positive, optimistic state, then your beliefs will tend to follow.

Here’s an example: Instead of thinking about why you can’t lose weight or how you have so much debt, imagine yourself after having already lost the weight or imagine yourself debt free. Like I said before, we already know our potential is huge and it doesn’t change, so thinking positive will only help you realize your full potential. Don’t just think about it, believe it. Fuel that belief and get the cycle started.

Maintaining positive thinking is not always easy. There are outside influences that will try to bring you down. People, news, events- all can

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negatively impact your mood and change your way of thinking. Well we know you can't control other people (typically), you can't control the news, and you can't control most of the unfortunate events that happen around you. What you do have is control over yourself. *You* can make the decisions on how you deal with these negative influences.

Here are some important tips that I use to maintain positive thinking:

- **Remove negative people from your life.**
- **Turn off the news or find another source.**
- **Learn how to deal with negative events.**

Remove negative people? Wow, that's a pretty drastic suggestion.

Yes, removing or limited your exposure to people is one of the hardest but most important things you can do. It's not easy, especially if that person is your family, but you have to consider your relationship with them and how important it is to be around them compared to the importance of your own happiness and goals.

I'm not saying just cut off all ties with everyone that says negative things. But there are toxic people that are only going to keep bringing you down and breaking your cycle. So it's your responsibility to find a way to deal with that, because you can't change them.

Here's an example: I used to have a couple of very toxic friends in my teenage years. These were the guys that would make your parents say, "*They are bad influences, you shouldn't hang out with them.*" I was friends with them because we both had similar interests and lived close to each other, but these guys had some very negative traits about them. They would use drugs, get into trouble, and overall had a pretty dangerous and negative life. Their lives were in negative spirals and being around them negatively impacted my life, my confidence, and my mindset. I started to mimic some of their toxic behaviors.

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