



Module 2: True-me® Method I: Class #1

THE MIND'S WORK

In this class, you will learn a few principles of how the mind works. When you have _____ fully this lesson, you will be in a position to understand and _____ your client to _____, as you will have an excellent overview of what is on his/her mind ... and what it _____ from that stand point.

The mind follows _____ basic routes for _____ the information _____ from the environment.

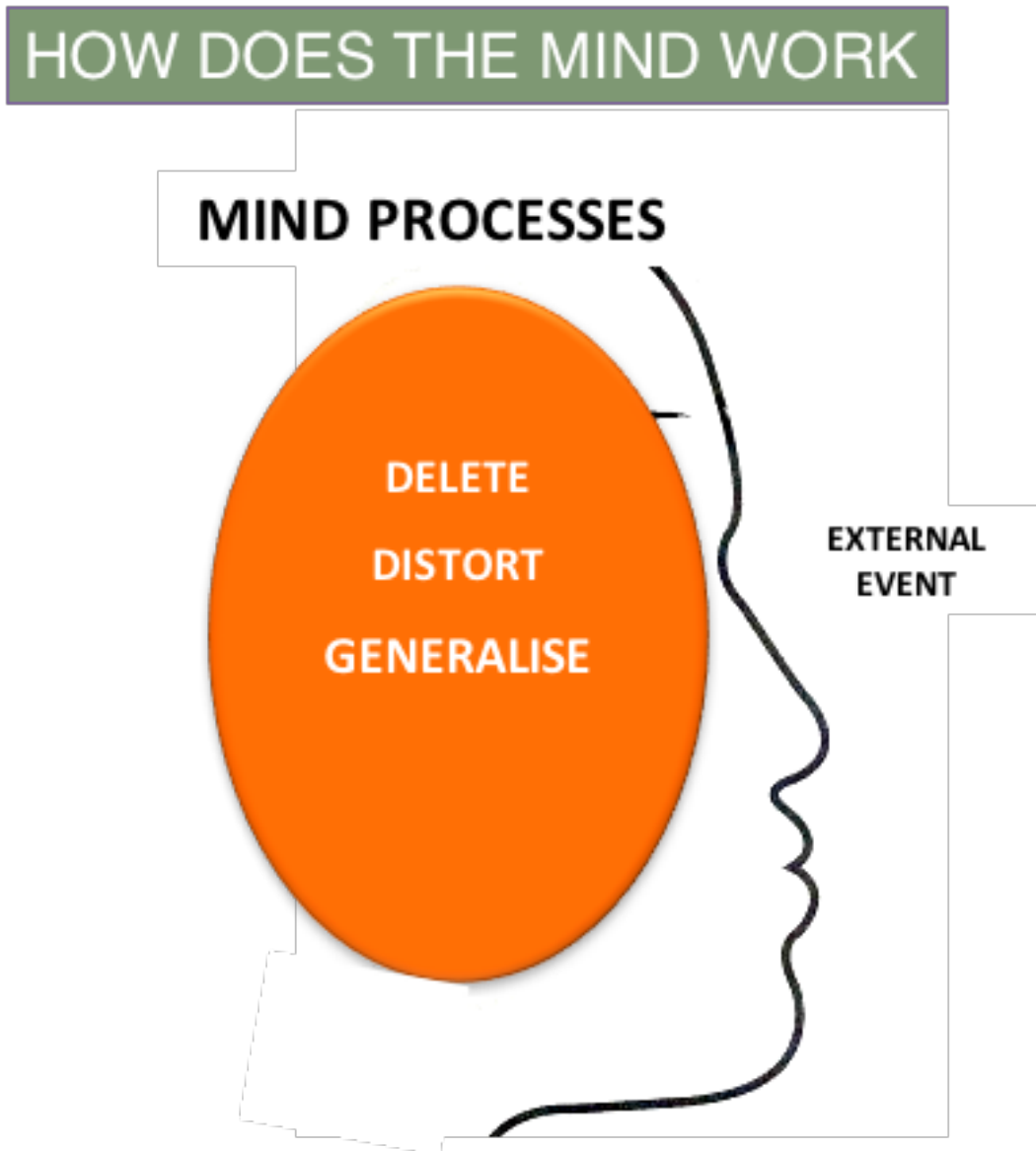
DELETION

The first brain process is "Deletion". A huge amount of _____ is deleted before we even get to _____ it.

What people are aware of, is what has some _____ or _____ to them and also something to which they have _____ their attention, at some point in the past. The mind makes sure to _____ these facts and information, in order to



_____ them in the future whenever they need them. All the rest will
be _____.





DISTORTION

The second process of the brain is “Distortion”. In this case, the brain receives information but _____ it in a way that _____ the meaning of the _____ stimulus.

The way the brain will interpret an event, is not _____, and relates to what people have been _____ to - whether in the distant past or lately.

GENERALIZATION

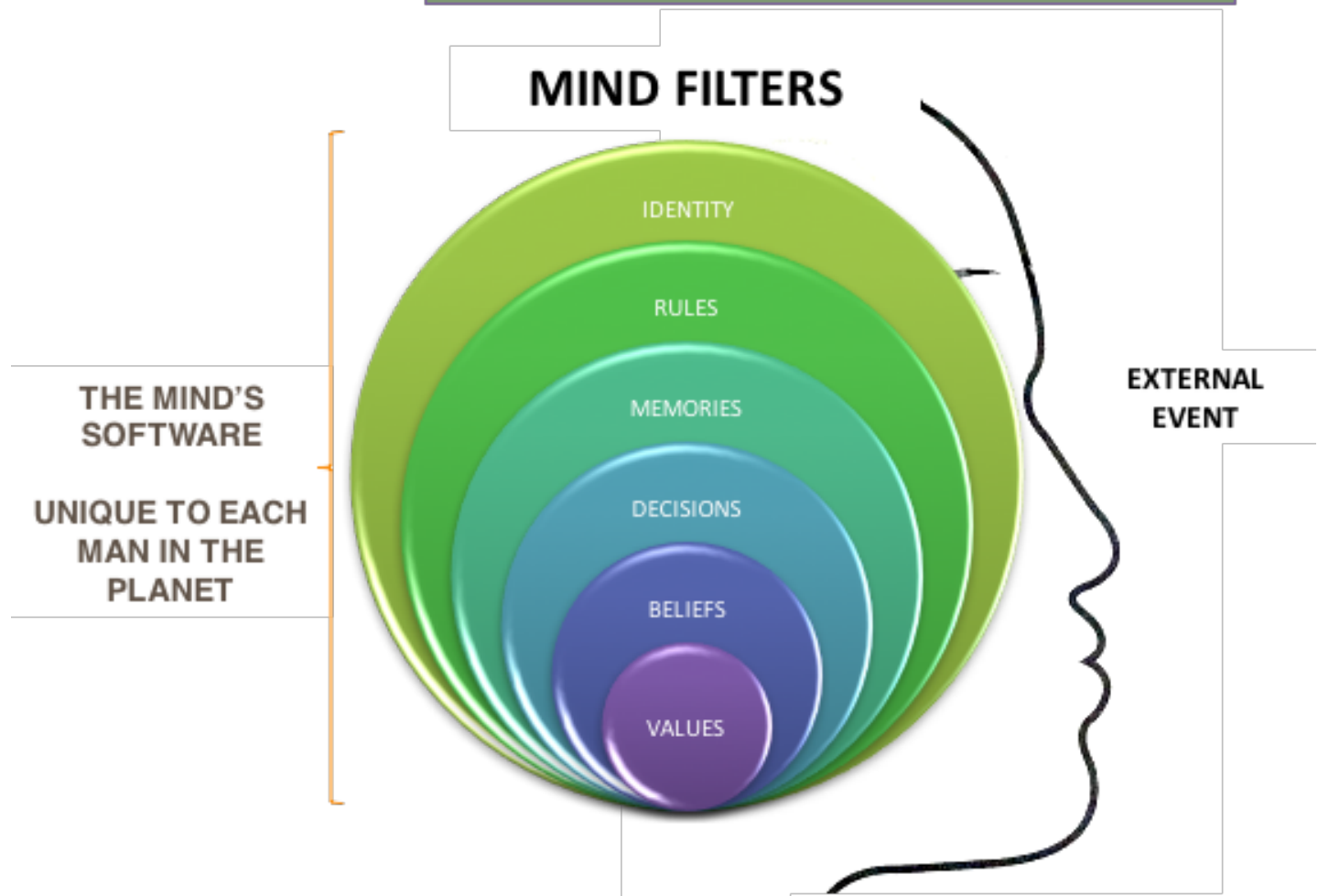
Whenever something _____, the brain will try to link it to other _____ events or information, so people do not need to go through the _____ learning process again. They just automatically apply the _____ they have gained from _____ experience.

What _____ what process the mind will do, depends on the _____ stored in the _____, which relate, among other things, to memories, decisions made in the past, experiences, values, beliefs, the rules that have been set, the identity that has been adopted - to refer only to some.



These _____ are especially important because they define how your clients _____ everything they receive as stimuli, that is, how they interpret what is happening in their _____. In this course, we are going to work with each one of those filters, so you become a master in dealing _____ with them.

HOW DOES THE MIND WORK



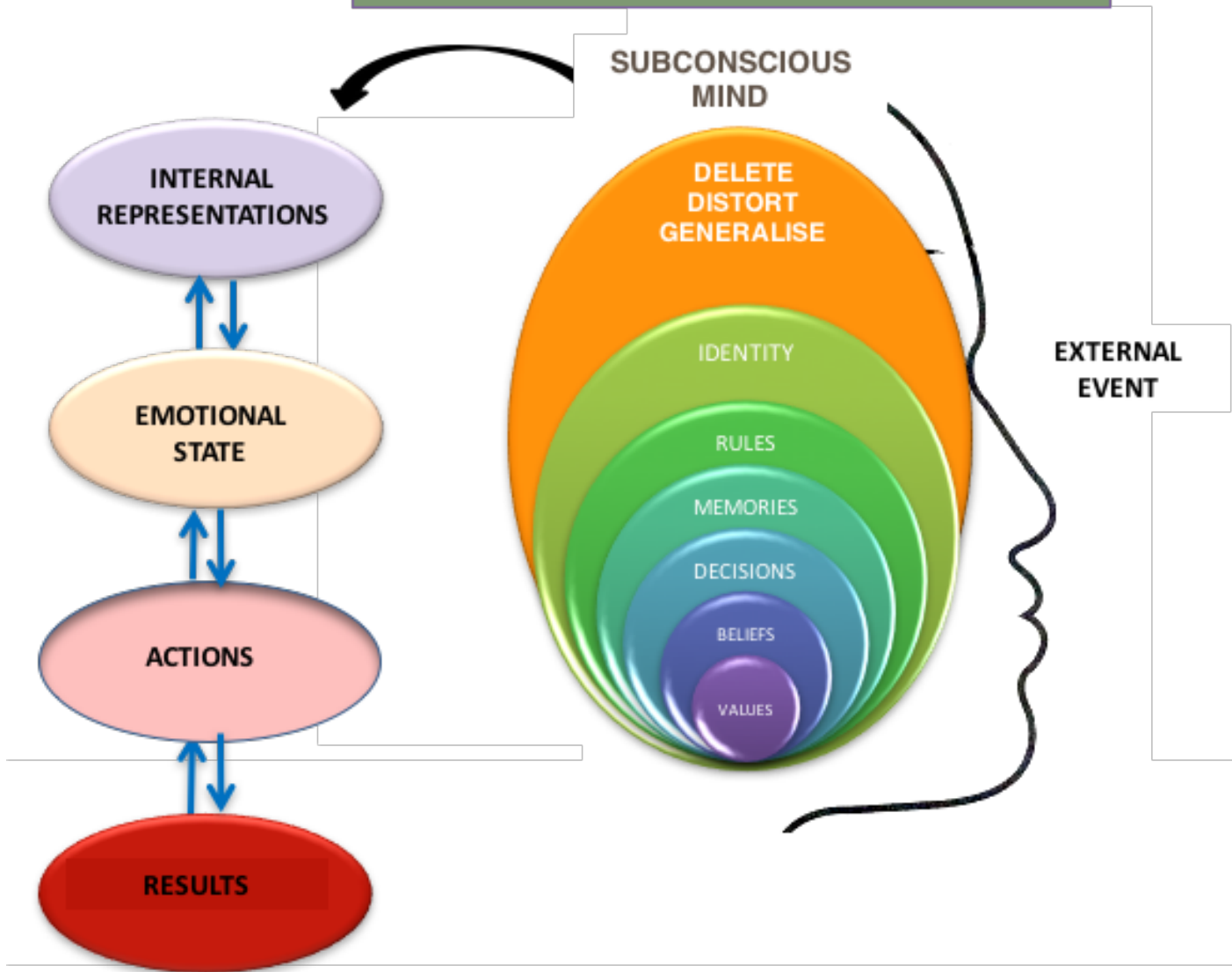


When information is filtered into the _____ mind, it passes to the conscious in the form of an _____ representation. This representation is modeled on the basis of the five _____ - it can be an image, a sound, a smell, a taste, a sense of touch, or it can still be about creating a _____. What exactly will arise will depend on the process that took place in the _____ some nano-fractions of the second before, and that determines how people will _____, in your mind, what came to their understanding.

You may be aware or have heard that _____ arise from the _____ that the brain does about an event. _____ are particularly important because they essentially represent these correlations and automatically lead to the creation of an _____. How intense or mild is the _____ that is created each time and how long it will last, depends on the importance a person will give to the _____ that caused it.



HOW DOES THE MIND WORK



The _____ state that will be born at any moment is particularly
 _____ because it is the one that will determine the client's
 _____, whether they will be happy to do what they do, if they do it



as a chore, or if they do it from a lot of pain. And this has a big effect on whether the _____ they bring will be what they want and deserve, or even more, if the result they want will come _____ and _____.

WHAT THE BRAIN TEACHES US:

- What a person _____, he/she experiences
- As he/she feels, he/she _____
- _____ are not recorded by the brain.
- You are _____!

THE TASK OF THE WEEK: To discover and accept your own neural-associations, during next week, think of the below:

- 2-3 neural-associations that you have made in the past and affected your life in a _____manner.
- 2-3 neural-associations that you have made in the past and affected your life in a _____manner.