

Change Your Handwriting Change Your Life!



How it works, why it works, & what grapho-therapy can do for you.

A Special Report By Bart Baggett

Is it really possible to improve your life simply by changing your penmanship? The answer is an emphatic "Yes, Absolutely!" It really is that simple. This technique for self-improvement is called Grapho-Therapy. This is probably the most misunderstood topic that I teach as part of my handwriting analysis programs. As you read this special report, you'll discover, maybe for the first time in your life, why you have or have not achieved success in many areas of your life. You may decide that you want to choose the science of handwriting analysis to assist you in making your life better!

As you probably already know, handwriting analysis is uncannily accurate. What you may not already know is how you can use it to positively affect your life and those around you. What's more... it can be more fun than a barrel of monkeys! Read on to find out more.

How Handwriting Analysis changed my life.

As I often mention during TV interviews, I began learning handwriting when I was just fourteen. Learning this tool when I was young made a big difference in how people responded to me. The most profound effect was not because everyone I met wanted their handwriting analyzed. Many people didn't even know I knew that skill. What they did notice is they like who I had become... better. That "new me" was a direct result of the huge effect that **grapho-therapy** had on my personality. Once you decide to make a few simple changes in your handwriting, people around you will notice the added sense of personal power, purpose, and self respect that you now hold. It is that powerful...

Now, of course, when I was 14 years old I was not "educated enough" to know if this was totally silly or incredibly scientific. In other words, I didn't have all these limiting beliefs about what was "possible" and what was "impossible." You may know a lot of these people... some closed minded or some even over educated or even well meaning adults that think they "know what's possible" and know "what is possible for you." When, in fact,

they have no idea what's possible because they're so stuck in their own way of thinking they think they already know everything. Well luckily, I was a teenager, and I was **too naive** to doubt that you **couldn't** just change your handwriting and change your personality. So **I just did it**, I changed my handwriting.

And within 30 days I noticed I felt more confidence, I could talk to people that I didn't talk to before, my grades went from B's up to A's. Over the next year, all kinds of great things happened. Why was that? Because my self-esteem was really higher and it was all because I used this technique called **grapho-therapy.** If you've got children, or if you are a child (which we all are kind of like children in our own way), then you owe it to yourself to really use the science of **grapho-therapy** on yourself. Because a few small changes in your handwriting can make you feel a lot different. You will feel how you always wanted to and you can achieve the kind of success you've always dreamed of.

In fact, because of the astounding success with children, I recently completed a workbook just for kids, grades 2nd-6th. (I give it away at <u>my cost</u> in lots of 20 or more to ANY elementary school teacher who requests it.) If you have kids of this age, please get this workbook! This was the turning point in my transition from mediocre to successful!

I don't think that I'm "God's Gift to Success," but I'll tell you what, if I hadn't met Dr. Walker and learned what handwriting traits to change, there is no way I would have graduated from Pepperdine University, and by the time I was 23 years old, my first book was published and I was seen by millions as a guest expert on national TV talk shows.

Now how did I accomplish all that? Was it because I was the best handwriting expert in the country? Great looking? Have connections? Lucky? Not exactly. Here's why: At that time I was a good analyst and I had studied for years, but it was because I set certain goals and set out on a path to make them a reality. I had a new certainty in my decisions. I had the <u>confidence</u> to pursue my goals and did not get stuck in the "what if I fail" syndrome.

Believe me, I had my share of naysayers. I actually had a high school teacher, Mrs. Ratcliff, tell me "Seriously Bart, don't waste your time with this handwriting stuff... go to college and do something more mainstream." I should probably thank my father for being my role model for defiance of rules and real jobs. I didn't listen to Mrs. Ratcliff, who of course, never practiced any form of psychology, never wrote a book, and spent the best of her life teaching apathetic high school students the difference between Freud and Jung. How dare her judge what is right for me? I hope you don't let ignorant people squash your dreams. People will pull you down to their level of mediocrity, only if you let them.

Bonus Page:

This article appears in the Dec 98/ Jan 1999 issue of Family Life Magazine. The reporter clearly illustrates how graphotherapy works and why parents are enrolling thier children in the workbook for kids "change your handwriting" program! If you have kids ages 8-12, order this workbook.

The complete text in an enlarged jpeg file is available

easily read on the web located on the web at:

http://www.myhandwriting.com/ change/kidsbook.html

school smart

ple changes, it seems, can ake all the difference. If a châd's writing is large, realconcentration. By crowing the letter con the top of the stem, a child can become more confident. Placing the dot closer to the stem of the and anestion to detail. Our a of sild learns a few eury steps. each letter she makes is like a small complement. This positive reinforcement, whether conscious or unconscious."

It's not uncommon for a child to be sebarred of poor handeriting, says handwriting specialist Kase Glacksone. 'He might nonce that a friend's handwriting is neater, or that seachers say he's not trying hard enough. This can losser a child's selfexcen," Eighth grader J.J. Pallott thought he needed to change his handwriting, and decided to make it the diject of his science project. "I knew my lundering was mesoy, and I read in a book about how you could improve it," he says, "Each day, I practiced certain letters, and within 30 days my writing got neutre. I got better grades and improved my concentration to study for tests and deschoolsers."

As soffair as it more seven, legibility is a crucial aspect of the grading system. "If a child's handwriting is unreadable, her grader will deteriorate became the teacher can't understand it," says Rodgers. to practice, easile it flar and

Handsering Change Tow Life Obviously, the most impor-(Celestial Arts, \$11.95). Sim- tant issue is that the work itself should be correct, but with a mosey paper your child could get a lower grade ing smaller letters increases despite the accuracy of her work, "Teachers tred to un. 'A neater paper, a season child," says Sheila Migrore, a language teacher at the Bochelle, New York, And stadies have shown that as signments with better hardwriting consistently receive higher scores than do show with poor handwriting, regarden of the quality of the ment. Foor handwriting can bring your child's grades down in other sups, too: Ermer in copeing problems can reduce a child's math grades by at much as 20 percent.

Just by practicing writing her own or with you, a child can improve the legiblits of her handwriting. Don't despuir if that's the only result you see-simply making work readable is half the buttle. Like Ryan Wanna, a child who completes ar anignment but a criticised or penalued for sloppy harsbetting may not work as hard next time, male ing her grades fall even more.

PRACTICE MAKES PERFECT

Some simple tools-such as lined paper and graph paper, pencil grips that make writing easier and mening a yellow legal past sideways to keep math column straight-can belo-Not only will your child's assignments look nester. but they will also help her display her full ability.

When your shilld six down



easy. There are several excellent handwriting books and programs available (see "A Head Start at Home"); you can also create exercises yourself. Whatever option you choose, do it with your child. "Don't draw attention to a weak area or make your child feel bad," says Bart Baggett, who is director of the Handuniting/intensits con program and the author of Change Your Life in 30 Days: A Workbook for Kids (Empresse Publishing, \$29.95). "Take the standpoint of 'We're going to improve together."

Fifteen minutes of practice four or five days a week for about a month is all it takes to see improvements in behavfor and penmanship. Grab a marker, pencil or pen and try these exercises: 1. Ask your child which letters she wants to work on-some children have trouble only with specific letters. Make a few letters for your child to copy.

2. Play a game asking each other questions and writing down the answers.

This exchange improves everyone's penmanship and can even help open up discussion about a range of subjects. 3. Tape large sheets of paper to the wall. Use colorful markers to draw a

Great projects

Change Your Handwritng

Day Fourteen

Change Your Life!

the season setting kids

to do their chores (really!)

few letters on the paper. Let your child trace over your letters first, then have him make his letters next to yours.

4. Have your child start a journal and write in it regularly; he will be able to look back and see his progress.

People up they enjoy my company

5. Write on your child's back with your finger. See if he can guess what letters or words you're making. Then switch.

6. Bake a cake. Pour the batter into a large cookie sheet; once the cake has cooled, your child can write the alphabet with icing. This improves spacing and letter size. And when your child is finished, he'll get a tasty reward. . .

Unless your child has a learning disability, you don't need to hire a tutor to tidy up his handleriting. You might, however, want to get a little help from these sources: by Peggy Kay (K-3, Noonday \$13), features playful ways to help children learn to write. ters (ages 4-8, Troll

Association, \$12.95) is a fun wipe-off practice book that kids will love. ili, by Donald Neal Thurber (age 7-9, Goodyear Publishing Company, \$6.95), is good

by Bart Baggett (ages 7-12, Empresse Publishing, \$29.95 plus shipping: 800-398-2278).

includes an audiotape and book with day-byday exercises for improv ing letter strokes to help raise self-esteem and improve grades. by Bart Baggett

If any of you are sitting there with dreams, saying "Well...if I only had an education, if I only had more money, if I only had parents that.." <u>Get over it!</u> You're only holding yourself back through a **fear of failure** and you can put that behind you through **Grapho-Therapy** if you learn exactly what to do. The answer can be a easy as changing your letter "t".

Instead of boring you with scientific jargon like "neuro-peptides" and "neuro-pathways" that explain the physical reason that changes in the habit of handwriting can make new "neuro-associations" in your brain, I thought I would tell you a story of someone, just like you, that has used this simple technique to improve her life.

If Kat Can Turn Her Life Around, So Can You!

One of my favorite success stories comes from the exciting city of Las Vegas, NV. It is about Kat (Katherine). A few years ago, I was eating dinner at this cute little restaurant along the "strip" with a friend. As usual, I was friendly with the waitress and told her "If you go write me three sentences, I'll analyze your handwriting in exchange for some free desert." I often do this because it is fun and I enjoy getting free desserts.

And she looks up from her obviously stressful day and says, "You know it's really funny you mention that. I was just telling the other waitress that if she raised her T bar she could raise her self image." And I said "Really how did you learn that?"

She said," Years ago I met this guy at Toastmasters when I lived in Woodland Hills, California. He told me if I raise my T-bar I would make more money and my self-esteem would improve and you know what? It worked." She said, "You know I've lost 80 lbs. in the last 2 years, I've changed my hair color, cut my hair, and moved to Las Vegas. I've got one great job here and another job part-time job building my own career, and I owe it all to the handwriting changes. It really works."

I happened to have a copy of my first book with me and I slid a copy across the table. I said, "Actually I wrote a book about handwriting, maybe you've read it."

She looked at the book. She looked at me. She looked at the book again and a smile began to overtake her face. "Oh my God you're the guy. You're the guy who changed my life." She started crying and jumping up and down and sat right down next to me in the booth

and gave me a hug. "Remember... 'Katherine, Kat. From the Woodland Hills Denny's? I waited on you and you spent ten minutes one day and did my handwriting!"

The truth is, I was shocked. I couldn't believe this was the same woman that waited on us at the Toastmasters meeting years earlier. She literally had lost over eighty pounds, changed her hair, even her posture was different. I used to remember a down trodden, sad woman that was a victim in life...but not anymore.

I felt great because I was partially the cause of her transformation.

I hadn't even realized that my suggestions to change people's writing had made such an impact. Because most people never tell me it worked or they just ignore the advice as useless. Only one out of a hundred write me letters saying their life is changed and "by the way Bart I've lost 80 lbs!" I really feel lucky to have been able to make a difference in Kat's life. I spent less than ten minutes with the woman! She followed through and the Grapho-Therapy is powerful.

It wasn't me. I'm not responsible for changing her life. I was just a catalyst that gave her a system for change and helped move her belief system that final step away from being a victim and toward "taking control of her destiny."

Who is responsible for your life?

You are responsible, and that's where the key understandings of this and any technology that changes your life. The fundamental belief of which you've got to take hold is the belief that you are ultimately responsible for the happiness in your life.

If you've been a victim in the past, if you've let situations, parents, spouses, disasters, accidents, control your life you must realize that ultimately you are in control and you must take back control in order for you to be happy.

Now this is tough, because when you take full responsibility you've got to take responsibilities for the bad times and the good times.

Believe me, it's interesting that I'm writing this article after getting back from a trip to Las Vegas (visiting my mother). On the driving way home from the airport, I got a ticket from a policeman. And it's irritating because I know there's a lot of times I go just a little bit over the speed limit and there are times when I really speed... but I got a ticket this time... just a little over the limit. Whew. Frustrating.

A lot of times you think "Well the timing's bad. But ultimately, it's my responsibility. I was going too fast I got a ticket." Well, there's also accidents and car accidents when people hit you from the side and you think "What in the world did I have to do with that? How could I have chosen that path? Why?" It wasn't my fault. But however you're responsible for being at that place at that time. If you don't take responsibility guess what happens? You don't learn anything. It may happen again. Because I take responsibility for everything that happens to me, I even learn from lessons that are really bad.

Read On...

So that lesson of saying, "I'm responsible for everything that happens to me in my life" makes you incredibly powerful in the long run. It beat the alternative belief systems of "being the victim". Whether it is true or not is irrelevant... it is a philosophy to live by. The belief that "You are responsible" makes you very powerful and wise.

Where Do You Go From Here?

Now that we both agree on the premise that your life is under your control, where do we go? The steps to becoming the person you want to be is as follows:

1) Evaluate who and where you are.

What are your strengths?

What are your weaknesses?

- What about your character are you least proud of?
- What has held you back in the past?
- What about you could use some improvement?

2) Decide Where and Who you want to be.

How do you define success?

What level of success do you want?

What makes you happy?

What makes you unhappy?

What are you willing to give up to get what you want?

- What area of your life must you change now to "live your dreams"?
- What personality characteristics can you adopt to realize your dreams even faster?

Stop. Take few minutes and jot down your answers. It is okay if you don't know all the answers. Also, don't be surprised if your answers change over the years.

When I took this self-test over 14 years ago, I learned some frightening things. I had a lot of "stuff" that was holding me back. Most of that stuff I could see very clearly in my own handwriting. Most of it was fear. The fear of failing (self-esteem), the fear of disapproval (self-consciousness), the fear of being wrong (stubbornness), the fear of being criticized (fear of criticism) and a plethora of other phantoms that have long since disappeared into my past.

One of the important things I discovered when I worked with Dr. Ray Walker during my handwriting training was the sequence that "personal change" must take place with regards to Grapho-Therapy. You see, changing the handwriting is very powerful. And you shouldn't run around messing with people's handwriting unless you've had proper training.

Since this Special Report is not designed to teach you that level of training, I will only caution you to study more before you make any major changes in your writing (changes not recommended here). There is a safe and proper sequence to making changes and if you take things out of order, you might cause some problems. Imagine pulling cards at random out of a house of cards. If you pull one of the base cards, the whole house might fall down. Whereas, if you just take away the top card, you might barely notice. Unfortunately, we are so complex it is difficult to tell which card will effect which other card without some advanced training.

Warning, Don't Change Your Handwriting... Yet.

About the **Grapho-Therapy**... don't go changing your handwriting and changing everybody else's handwriting to make it match what you think is the perfect handwriting. Why? Because you could do a lot of damage without knowing it. There's a story Dr. Walker told me once that illustrates this point all too clearly.

Dr. Walker had this student, Jack, who had taken only the very first class in the certification course. Jack was full of enthusiasm but low on following instructions, "I'm going to go change my handwriting, from top to bottom!" And he did. You see, Dr. Walker only taught Grapho-Therapy after his students had attained a specific amount of wisdom and knowledge, Jack wasn't at that point just yet.

"A little knowledge can be dangerous." - Anonymous

Here is what happened.

Jack was basically an *angry introvert*. The good thing about this is he never really talked to people about these torrid feelings.

He didn't really express his feelings, fears, or even his intentions. In fact he seemed pretty harmless, until the lid was blown off.

The fact was, he had a lot of pent-up anger, a lot of sarcasm, and he even had some unusual twisted perverted desires. Because of emotional repression, he never revealed these thoughts to anyone.

Jack changed *something very important* about his handwriting without consulting with Dr. Walker. This was unwise.

About a week and a half later Jack's wife came screaming into Dr. Walker's office "You've got to do something. He's a madman. He's acting crazy. He says you changed him. You've ruined his life!"

Dr. Walker asked shocked, "What are you talking about"?

She said, "Jack is spending every night out in bars. He won't come home. He is drinking, cavorting with cheap women, and being an idiot."

Dr. Walker said "Jack?"

"Yes, Jack. He's not the same. He yells at me. He argues with the people in the bar. He's even gotten in three fights in the last week. They had to thrown him out. Help me!"

And Dr. Walker said, "Well, what in the world..? What do you think caused this?" She said, "Well he changed his handwriting in the following way...."

She drew the traits he had intentionally changed.

And Dr. Walker gasped, "Oh, my God, how could he do that?"

In a nutshell, what happened was that he had removed his shyness and fear of people, but did nothing to change his anger, violent thoughts, resentments, or other fears. It was like tearing down the protective walls of the castle without getting rid of the attacking army first. He was vulnerable.

So all of a sudden it was like he was this explosion waiting to happen. Every time he talked to people, it lit the fuse. He let them have it... forty-two years of pent up frustration, spewed on the world. As you can imagine, these changes in his character were not well received. He lost a lot of friends, and almost his wife.

So, don't go changing your handwriting until you learn more about what it takes to change each trait, in the proper sequence. This process is described in detail in the **Grapho-Therapy** manuals as part of our <u>Handwriting Certification Home Study Course</u>.

Take whatever steps necessary to improve your life.

That doesn't mean you have to go ahead and order the Grapho-Therapy Workbooks. There are a number of good teachers on other topics that could lead you to a brighter future. It also doesn't mean you need to make a decision to enroll in the home study course right now. You may just think about it for a while, let it sink in, before you make that decision.

It could mean you want to start out on another path, maybe you want to go read Anthony Robbins <u>Unlimited Power</u>, or a Wayne Dyer book, or go attend a Deepak Chopra seminar. But whatever you do, **do something!**

If you're not satisfied right now, just <u>know</u> that it's possible to change. Let me be an example to you. There was a time when I didn't have two nickels to rub together.

Not too long ago, I was a just a kid with a bunch of dreams and not much else. No credibility, no money in my pocket, and no supportive relationship. In fact, when I made the decision to be the country's #1 Handwriting Expert, I was making just \$6 an hour and driving a ten year old Buick, with a dent along the entire driver's side! I also lived in a one bedroom apartment, all alone, and very lonely. I felt like I was starting over. It was then I decided "mediocrity and poverty are too expensive a price to pay." I decided to go for it in the handwriting business! It was a big decision for that point in my life and things started to happen.

Within one year of that decision I put over \$38,000 in my bank... I was a published author... and appeared on national television!

Today my life has just gotten even better and better. I'm in a wonderful loving relationship, I've appeared on over 750 radio and TV shows including a few overseas. I'm a respected professional in my field. I get the privilege of directing HandwritingUniversity.com and help thousands of people every year. Not only do I help them in their personal life, but many of them are making a full time living doing handwriting analysis through my guidance and mentoring skills.

Now how did this happen? Was it luck? Was I gifted? Was I an overnight success? Was it because I went to college?

No, in fact I could have done every step of it without going to college, it made no difference. The difference was that **I changed my belief system** about what's possible, I decided to have enough confidence to take a risk.

I risked going broke. I risked rejection. I risked failure.

I risked people laughing at me and saying, "Hey, nobody's going to read a book on handwriting analysis". After the second printing, they changed their tune. The skeptics then said, "Who's going to spend that kind of time learning to be certified?" etc. etc.

Well you know what? Like the movie Field of Dreams says, "Build it and they will come." The truth is, I don't know the skeptics anymore. They're still living in the same apartment complex I left years ago. They are still squashing someone else's dreams. They still aren't happy. And they did laugh at me. So what?

So if you're not satisfied with your life, decide to **take action.** If you feel that learning to change your handwriting is an important step to your success, then by all means spend the time and invest the money into getting that information. It will make a huge difference in your life.

My father used to say:

"Learn from other's mistakes... It costs less than learning from your own!"

Grapho-Therapy: Some Traits That are Okay to Change Today!

I remember the day it clicked. I was about 16 was when Dr. Walker sat down with me and said, "Look Bart, if you want to be happy, if you want to be successful, you've got to change a couple things. We've got to work on your <u>anger</u>. We have to work on you being too <u>sensitive to criticism</u>". Those were the two major issues keeping me down. Dr. Walker then described in detail the two major changes in my handwriting that I had to make if I was to truly change these traits. I had to practice my new handwriting until it became habit.

I worked on these letters for months. Now, years later, few if any of those strokes ever show up in my handwriting... because they're gone. Truly gone. I'm changed.

Well now, I'm a different person and you can be different too. If your life isn't the way you want it, take a good look at your self, be honest. Use the handwriting as a test to discover what areas could use improving.

The first thing you must do if you are planning to go very fast in your car is what? Press the accelerator? Start the car? Put it in gear? All of the above, yes. However, you must "Take off the emergency brake." In your personality, the trait called stubbornness is your "emergency brake" and you can't accelerate to fast changes if you are afraid of changing, being wrong, sticking to the old ways.... stubborn. If that isn't motivation enough to change your stubbornness consider this... it is downright irritating!

Stubborn

XdXdA

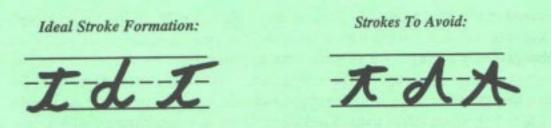
Stubborn: A defense mechanism that resist change. This person can be difficult and hates to admit he is wrong. The loop in the t indicates sensitiveness to criticism to ideas and philosophies. Stubborn people rarely admit they are wrong, and don't want to be confused with the facts after they have made up their minds

Stubbornness is indicated by a brace-shaped t-stem. Revealed by t and d- stems shaped like a teepee or upside down "V". The more this letter is braced, the more this person is braced to his own ideas. It is best to retrace the stem opposed to bracing it. However, a narrow loop is preferable to a big brace.

"I am firm; you are obstinate; he is a pig-headed fool."

— Bertrand Russel

Changing the Stubborn Trait:



How to Change: Write the letters d and t with a totally retraced stem. The smaller the brace in the stem, the less you will fear being wrong. Your listening skills will increase. Do not add a loop, just retrace the stem.

This next trait you can begin changing immediately. It is one of this world's major fear... the fear of criticism (what other's think). My dad always tells the story of his mother trying to convince him to keep his clothes clean and ironed. She would say "You better wear clean underpants. What would people think if you got into an accident?" If you analyze that phrase it is pretty ludicrous... but some people rank the approval of others above health and well being. Just for the record, if I get in an accident, the cleanliness of my underwear is the least of my concern.

"We forfeit three-fourths of ourselves to be like other people" — Arthur Scholpenhauer

If you spend time worrying if others will like your clothes or approve of the kind of car you drive... you may be too sensitive to criticism. Have you ever been called "defensive" or perhaps you take things "too personally." How are you are handling someone telling you that they don't like your choice of movies or clothes? Believe me, life is much easier without the constant fear of "what if others don't" approve of me.

"It is non of my business what others think of me!"
- Winston Churchill

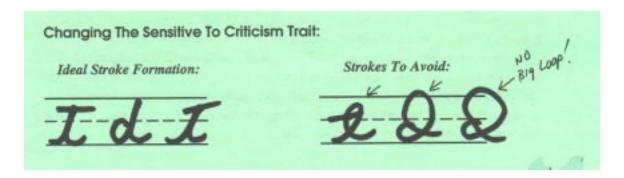
Excessive Sensitivity To Criticism

I I & D

Sensitive To Personal Criticism: The fear of being unloved. Very sensitive to anyone's thoughts, statements, and actions. Gets feelings hurt easily.

Revealed by a loop in the stem of the lower case letter d. Shown by the looped stem in the lower case d or t. The bigger the loop, the more painful criticism is felt. If the loop is really inflated, this person will imagine criticism. The d-loop relates to personal self and the t-loop relates to sensitiveness to ideas or philosophies. If the d-loop looks like a hot air balloon... the person could be paranoid. (A short stem indicates independent thinking, very tall stems indicate vanity and excessive pride. A medium height stem with narrow or no loop is a good balance.)

Changing The Sensitive To Criticism Trait:



How to Change: Write the letters d and t with a totally retraced stem. The smaller the loop on the stem, the less you will fear what other's think.

The two previous traits are the two "Freebies" you get with this Special Report. Go ahead and practice changing your handwriting to avoid having those traits. To discover which other letters you should change, you can go ahead and order the "Change Your Life in 30 Days Workbook". There are an additional 8-10 other letters that you can immediately begin working on that will make a noticeable effect on your attitude, personality, and overall success in life. I have the regular workbook and a special new version for children grades 2nd-6th. I have included ordering information on the last few pages of this Special Report. It really is the easiest way to supercharge the success in your life. Oh... it is guaranteed!

The Power Of Beliefs

I'll let you in on a little secret, the "belief" is the single most important element in achieving anything in your life. Once you change your belief about what "more" is possible, your life begins to change in a positive way. Once you realize thoughts are things, it is easy to change the Pinto into a Cadillac within a short period of time.

"Success is simply a matter of luck. Ask any failure."— Earn Wilson

If you haven't read "Think and Grow Rich" by Napoleon Hill, I'd recommend getting a copy of it ASAP. It is one of the most important books ever written on success and one of the world's all time best seller since in was published in the 1930's. It tells you the beliefs and attitudes of the word's wealthiest men and convinces you that belief and belief alone is the difference between success and failure, wealth and poverty, happiness and sadness.

The Placebo Effect

One of the major issues that any skeptic to Grapho-Therapy (and of any psychological claim) is that even if it works (ie: the change takes place, the behavior switches, or the person feels better) the skeptics claim it was a <u>placebo</u> effect. Their logic being that if they believed it was happening, the belief made it so... not the "technique or drug". Now <u>this</u> is a very interesting concept. If you talk to psychologists (or even chemists, biologists or nutritionists) they'll tell you that essential to the validity of a double blind study is to assign one control group a placebo and another group the thing being tested... and not tell either group who is getting the "drug." In the case of a drug, placebo means a pill with no medicinal value, "a sugar pill".

In almost all research studies <u>placebo</u> effects are very strong. For example, if you give someone a pill and tell them that they'll get better they tend to get better. Now in all the research whether it's health, nutrition, psychology, even competitive sports athletes... if you can change their belief systems, even just temporarily about what they can achieve, they perform better.

If you were to tell a pole vaulter that that pole is 6.9 feet and he has always been able to jump over 7.0, he would jump the pole even if you were lying and the pole was really 7.1 feet up. Why? Because people tend to perform to the level of their beliefs.

"I'm not a little girl from a little town planning to make it in the big town.

I'm a big girl from a big town, and I have every intention of making in this small town."

—Mae West (A year later she was the biggest star in Hollywood)

That reminds me of the classic story of the fleas in the jar. Scientist put fleas in glass jars with a lid on it. The fleas have the ability to jump about three feet high, therefore they

could easily jump out of the jar. Well, every time they jumped toward the top, they hit the lid. Soon, less than 30 days I might add, the fleas stopped hitting their head because they stopped jumping. Then, the scientist removed the lids. Guess what? How many jumped out? Zero. Because they had become conditioned to a new reality and their beliefs changed. How many areas of life are you sitting at the bottom of the jar because you THINK THERE IS LIMIT?

People create reality based on what they're comfortable with, not what they want.

There are also other closed minded skeptics who resist the concept of Grapho-Therapy. The problem lies with their presuppositions about "Change". First, skeptics simply believe change has to be a slow and painful process. Secondly, Grapho-Therapy contradicts those beliefs RIGHT IN THE FACE. Every try to discuss religion? It could get ugly real fast. There's only room for one version of the truth in a limited perspective. So there are many pathways to personal empowerment, and handwriting happens to be first in lead. It's guaranteed to work if you put it into practice!

Beliefs Supersede Your Reality

Now it would be very simple to change your beliefs about being sick if you were well for two months- or would it? I have found people that have been incredibly wealthy for 2, 3, 4 years in a row yet they still clip coupons and act as if they're poor. Why is that? Because the belief was established when they were very young.

So if you are someone that has a low self-esteem it's probably because some time when you were younger, when you were growing up someone told you weren't good enough. You weren't fast enough, strong enough, you weren't good looking enough, you weren't smart enough. And you believed them.

I know that I've had many of those limiting belief systems. Especially about anything that relates to my physical prowess. I was a small boy and not very strong. I was not big enough to play football, I wasn't fast enough, I wasn't strong enough. And I believed it, too. So, whenever I got the chance to play, I was horrible. I even dropped the ball when it was thrown to me... because I believed I wasn't good enough. I remember having trouble having my pad stay on my hips because I was too skinny to even hold them up. So, by the time I was 14, I had stopped playing all sports because I was so terrible at it. Then, I changed my handwriting.

I believed I wasn't an athlete until I got to college. I discovered a sport that I really wanted to play. And the reason that I wanted to play was because my friends were playing. I also saw guys my size being successful. In fact, they were the best players on the field. Seeing them be successful is what helped change my belief system about what's possible. I had another problem to overcome: asthma. I had asthma growing up and it was very real. It stopped me from playing sports.

I think there's a lot of truth to the psychosomatic aspect of physical ailments. Plus, physical ailments are related to your belief systems. Now that I look back, I see having asthma was a very convenient and very "real" excuse not to participating in sports. Having this problem assisted me in not having to participate and not being able to be good. I think the belief that I wasn't good came before the asthma.

Well, after I changed my handwriting I had more confidence in all areas of life. But, my beliefs about my physical abilities had not shifted substantially because I hadn't challenged myself in this arena since the handwriting changes.

When I got to Pepperdine, I simply wanted to play the sport called Lacrosse much worse than I needed to have asthma. From the day I walked on that Lacrosse field, I've never had a bit of asthma again... in my entire life. And, I remember catching myself say things like "You're not good enough. You suck" and making mental notes that those were old records playing in my mind. The only way to win was create new records. So I started talking to myself differently, "You're strong. You're talented. You can catch this ball!" It sound silly, but it worked. By the end of the first season, during the playoffs, I was starting at a sport I had never played before. It was a combination of changing my handwriting and adopting new beliefs. I had to make a conscious effort to erase all the old negative habits such as self criticism and replace it with better thoughts.

So in my life belief systems were the key change. Now I did notice that also about that age I changed my handwriting. Therefore my belief systems changed about what I was worth altogether. So, I went and found out new things to achieve. In fact, I am also training to become a Black Belt in Shaolin Kung Fu! I can do anything now. And so can you.

Beliefs and Their Role in Changing Your Life.

Well one of the benefits of changing your handwriting is that you get to visually see yourself change on a daily basis. This supports the beliefs that you are changing. Remember, "Change is instant, getting used to that change however, may take a while."

I have seen various forms of therapy work very effectively. And, I've seen the same therapy not work at all. In most cases, it works in one area of life superbly and is ineffective in another. The reason usually depends on how deep rooted the beliefs that must be changed in the area that it isn't being effective.

Usually when it works ineffectively it simply doesn't work in every area of someone's life.

For example self esteem is something that is so deep rooted and so complex... you may notice improvements in self-esteem very clearly in someone's career, however, in relationships, one still sees evidence of insecurity and jealousy.

Well, there's an explanation. Even though they respect themselves more they still have a belief that says "everybody cheats on me". That belief will override even the best self-image good self image and often even become a self fulfilling prophecy. Because belief systems that are isolated to specific events, such as "circus clowns hate me" will always supersede a more general global belief such as "people like me". Therefore the belief that "I am a lovable partner" will lose out to the stronger, more context specific belief such as "All men cheat on me".

So, if there is some frustration on your part or people that you're working with about changing the handwriting, remember that our mind is very complex. And in almost every situation there is a belief associated with it. So as you work on changing the "global trait" in your handwriting (ie: self-esteem), work by yourself to change all the small related "context specific traits" that you might have old out dated beliefs. (ie: how much money can I make?)

I would encourage you that if you happen to come across beliefs like "all men cheat on me, all people are mean, money is scarce, people don't like me, etc." change them! These limiting beliefs will hold you back from being successful. After all, your beliefs create your reality.

"A pessimist is one who builds dungeons in the air."— Walter Mitchell

There are many effective ways to change your beliefs. Usually a strong mental/emotional "experience" is an effective method, but not easy to create instantly. If you're homeless and struggling with "poor beliefs", creating the emotional experience of "being rich" by arriving at the Academy Awards in a limo in a \$3,000 Armani suit might be a stretch.

Another popular method of changing beliefs is **hearing lots of stories** that directly challenge your limiting beliefs. One example is if you have been diagnosed with a fatal form of cancer, a very smart thing would be to interview, meet, or read about as many people as you can that have survived and are living to tell about how they did it. Then, inside your brain, you aren't sure anymore it is fatal... it might be fatal.

Another very common example is multi-level marketing meetings. Say what? If you have ever been to a Amway, Nu-Skin, or Mary Kay meeting, you will hear that same story. "A person with no education, experience or any talent makes it rich selling their product." But you don't just hear one story, you hear about twenty... and you get to meet them, talk to them, and see their checks. This is also a common way to "motivate" sales people.

This is essential to the success of these companies. Why? Most of their distributors are "average Americans" that grew up with very limiting belief systems about money, success, and work. If their distributors don't get convinced that they really can make money at the business, then no one would ever join the business... or overcome rejection. Unfortunately, for most people, testimonials don't actually change a person's belief system. Testimonials temporarily suspend someone's belief system long enough to take action. If you don't make money pretty quickly, the old "limited" belief will creep back up on you. This is why simple "pump em up" Zig Zigler style seminars wear off after a few weeks and sales go back to normal... people fizz out when the enthusiasm wears off. It is all very useful, but you can see its limitations. In order to change your beliefs it is important to be convinced by "outside references" that whatever you set your mind to is possible to achieve). So, meet and read about as many successful people as you can.

Throughout this section, <u>I'll tell you true stories</u> about people who have changed their handwriting and you will get excited. In fact, any "skepticism" you might have had will disappear as you get comfortable with the idea that changing your handwriting can truly make your life better. But, these stories alone won't instantly change your internal beliefs... they will "loosen up" the old beliefs about you. The permanent changes in your own life will happen when you generate your own evidence by noticing the changes in your life. It can take a little as thirty days, I'll explain why later.

The third way to change your beliefs is completely internal... a specific mental process. You see, the truth is, your mind has difficulty telling the real from imagined. So things that you imagine inside your mind, your unconscious perceives as reality. If you think about the scene from a movie, your mind remembers that the same way as it

remembers something that you saw happen live. It just codes that memory slightly differently so you can, if you must, remember it came from a movie screen.

That principle is why hypnosis and other forms of therapy are so effective, when they are effective. Instead of having a "real event" kick you in the butt, you can be guided to have an "imagined event" and still get kicked in the butt to change! Pretty nifty, huh?

After working with thousands of people over the years, some of the geniuses in the field of NLP (neuro-linguistic programming) came up with a step by step procedure that assists clients in erasing old beliefs and replacing them with more powerful useful beliefs... all completely inside your head. The process takes place with your eyes closed and when you are completely relaxed. You are guided, in person or via cassette tape, through a specific pattern of words and images. It is a visual meditative experience which guides you back to the root cause of a belief and helps you change it. Then, you basically make new pictures of yourself living with the new belief.

Does it work? Usually it does. It all depends on how much emotion you put into the exercise. It sure is easier than waiting for reality to catch up with your desires! After years of walking students and clients through this process, we recorded it onto a cassette tape and now you can be your own "Belief Therapist" instead of paying somebody \$100 an hour to guide you through the process. The cassette tape is called "**The Belief Blaster**", and it is a very effective tool to assist you in isolating specific beliefs and changing them. If you use it, it will be one of the best investments you make all year!

Beliefs and the word TRY!

For example, I used to believe that I wasn't attractive and women wouldn't like me. Well when I changed that belief guess what? Women liked me. In fact I dated some beautiful women. I've had beautiful women fall in love with me and have I changed that much? No I probably look about the same as I did 10 years ago.

Actually, I'm a little more physically fit now, but the reason I'm more physically fit is because I believed I could get bigger and stronger and tougher and etc.

So part of the reason that changing your handwriting assists you is that it slowly changes your belief system about what's possible. The first major hurdle you have to overcome is accepting the belief that you can you change? You are not stuck in the old ways.

People that start the 30 day workbook and start changing their handwriting obviously have a belief they can change. Now what if they're just testing it? Sure, I'll try this. The people that simply try to change their handwriting never complete the workbook. So if you're one of those people that says I'm going to give this a shot, I'm going to try and change, guess what? You could be setting yourself up for failure.

The word <u>try</u> is something I usually spend a good 30 minutes on in a seminar. Why? Because people always use the word try and they think they can get away with it. Before I go on, stop and do this experiment.

Try and stand up. Go ahead, do it, try real hard.

Wait! Did you actually stand up... or did you TRY and stand up? There is a difference. Think about what commands you are giving your brain next time you consider setting a try goal? Are you setting yourself up to fail?

I was doing a radio interview just recently and I analyzed the handwriting of the news lady. I explained to her about her low self image and some of the things that were holding her back, including a fear of success.

And I said "now you're assignment is to change your T-bar and to change your Y." And she says "okay, I'll try." I said "you'll try or you'll do it?" She said "well, I can't make any promises." I said, "Then you're going to continue to get what you've always gotten. You make a commitment and you stick with it." She didn't like my tone of voice. She knew she wasn't going to change her handwriting, but she was patronizing me. People don't like when you catch them in a half-hearted lie.

I called her on the word *try*. If people use the word try in your life simply stop them because they're only fooling themselves. So if you are going to try and do anything in your life just forget it. Either you do it or you don't. If there's something I can't commit to I'll say let me be straight with you. I cannot commit to being at your party. I have another obligation. If it gets out in time, I will attend. So if you need a definitive answer "I'll say no and perhaps I'll swing by as a surprise." And they respect me for it.

Because I don't *try* anything in the world. I either do it or I don't. So when you begin changing your handwriting make a commitment to do it. If you practice 30 days in a row... and do it consistently you will change your handwriting. And it will affect your life in a positive way. It will become part of your unconscious mind.

30 Days To Change A Habit

You see, it takes 30 days to change a habit, according to behavior psychologists. For example, when you're training your dog it takes about 30 days of repetitive training for the dog to learn a new behavior. Obviously, if you are trying to train him to do a 100 different tricks, it may take longer. But, taking one thing at a time about the 30th day it becomes a habit.

If you don't believe me try this. Move your waste basket from one side of the desk to the other and notice how long it takes before you stop throwing the trash into the floor where the wastebasket use to be. Pretty funny huh? Ha Ha. Notice the 7th day you won't throw it in the floor but you will throw it toward the old trash can and stop yourself. By the 14th day you mentally say it's not there anymore and you automatically throw it in the other direction. By the 21st day you have forgotten that the trash can has been moved. Now, you throw it automatically towards the new location of the trash can is. Why am I talking about trash cans? Very simple. It is an unconscious reflex that you have been accustomed to for many years. Same thing as your handwriting.

If you change your handwriting you create a new neurological association in your brain. I don't want to bore you with all the specifications of what or how you create a behavior. Or even how individual finger movements are so specific to your brain that scientists can actually see different brain activity depending on what finger you move. For example the way you make a letter T actually stimulates a different part of the brain than the way you make a Y.

It's similar to how various human emotions vary in location. For example the sexual thoughts and feelings are in a different part of your brain than say "math or geometry skills". So it makes sense that when you're drawing a different letter, a different part of your brain is stimulated.

Well in order to go from one aspect of your brain to the other, it has to travel along neuro pathways. Well, the more often you make a letter a certain direction or the more that you think in a certain way the stronger that neuro-pathway becomes. It's like a highway. Each thought pours a new layer of cement, strengthening the route.

So for example, if you believe that you are unworthy and you say that to yourself 100 times a day, the idea that says you are unworthy gets very strong.

Now if something comes along like someone says "Wow you're really good at this" it goes to that neuro pathway and it says wait a minute this highway called "I'm not worthy" is like a brick road. This compliment that says you're very good is like a feather so obviously the belief system that says I'm not worthy supersedes it you say thank you but you never absorb it. Now if you tell yourself I'm worthy 100 times and you hear I'm not worthy 10 times, eventually the highway of positive thinking will overcome it. Now what happens? Usually the first one that arrives gets there first and sticks. So you almost have to break through the belief that says you're not worthy before the other one takes hold.

Lyngere from Colorado

Changing people's handwriting can make a profound difference in their lives. One other success story comes to mind, her name is Lyngere from Denver, Colorado. I believe it was in 1990, when I had just completed giving a seminar called "The Science of Self-Improvement" to a charming crowd in Los Angeles. It was a seminar about learning the fundamentals of handwriting analysis and how you can change your handwriting to change your life. Actually it was the roots of today's courses and trainings.

The first release of "The Change Your Life in 30 Days" Workbook was presented at this seminar and the audience learned basically what's covered in today's version of the course. There are between 10-15 traits which you can change. This book and the accompanying tape (or live seminar) explains the details of why you can and might want to change some of them. See the last page of this Special Report for a Special Offer on the workbooks.

Well, it was very successful and Lyngere was so excited she wanted it presented in her home town of Denver. So I went out to Denver to give a second seminar for her and all her friends. She was an energetic, attractive, enthusiastic 40 year old woman that had been married for many years. Lyngere did the promotion and she packed her house with dozens of people for a seminar from a guy they never heard of... that's enthusiasm.

Her major problem was she had a fear of success. It shows up in the downturned y-loop. Every time she would get close to being very successful she would botch it. And anyone who has a fear of success knows what I'm talking about intimately. This failure complex was prevalent and every Y was turned down away from the base line. Well, she was so enthusiastic that she literally did a thousand Y's per day. She even faxed me pages of her new writing just to show me! She did it for literally 30 days and her life transformed.

Within the first 2 weeks, she kicked her current husband out of the house, who soon became an ex-husband, because he was not treating her right. That's an indication of her self-esteem getting better. So, she as a result of changing her T's and her Y's, she kicked out the ex-husband, started a new career, doubled her income within about 4 months and we had a tremendously successful seminar. Now that story is just amazing because it happened so fast. Her whole life transformed. Notice that we didn't say you're going to improve your relationships by changing your writing. What happened was, once her self image came up and once her desire to not live in a situation that is surrounded by failure and misery she got rid of the people in her life that were not supporting her anymore.

Once your beliefs change about your reality you make decisions and change your reality. One of the first things that disappears in your life is negative people. You will find yourself getting rid of them. They are like excess baggage, weighing you down. Drop 'em.

I recently got a letter from a young man named Ryan. His parents bought the Kid's workbook for him and their all very happy with the results. He's an 11 year old from Plantation, Florida. He wrote a letter to me (in his newly improved handwriting)...

"The workbook was mostly fun, but sometimes it was hard. In class I'm doing great! My teachers can't believe how much I've improved. She ask me to bring this book to school to help other kids. Since I have been working on my handwriting, I have been getting along better with my Mom. She does not have to yell at me to do my homework...not! My favorite letter is T. I cross them on the top because I'm the best. Thank you for helping me."

Ryan Waton Age 11 Plantation, Florida

How You Can Make A Difference In Your Own Life

I could put hundreds of stories of how people's lives has changed for the better, but I'll save the ink for your own story. Now, you can make the decision to take action and make your life great. Because you're already reading this Special Report, I know something about you. You're curious, open minded, and you really want to make some significant changes in your life. You are ready for the next level of success and happiness.

How Do You Get Started Changing Your Handwriting?

I have designed two different workbooks that guide you step by step through the process of changing your handwriting and setting new empowering goals. It is essential you

change with structure and repetition so that the changes take hold and becomes permanent. Using the workbook is the best method to achieve this. You can buy them separately or in specially priced bundled packages. Since changing old beliefs are critical to lasting success... I have also included the two tape series "Belief Blaster" as a great companion to make the journey more fun and so you can see results in your life quicker. Expect more money, love, and fun in your life in the next 30 days.... and thirty years!

I want you to live your dreams. The Change Your Life In 30 Days Workbook is the simplest and easiest method I know of to *jump start your success*. I don't want you to order it until you make yourself a promise. If you order it, you must commit to finishing it. You must spend a minimum of ten minutes per day writing in this book. As you already know, you have an Unconditional One Year Money Back Guarantee, so you risk nothing. But, I'll even do better than that if you decide to go for it! If you mail back the book... completely written in... all 30 days...and your life hasn't changed in the manner you want...you'll get DOUBLE YOUR MONEY BACK. First, I'd fall over in shock because it has never happened. Then, I'd be so proud that you were willing to take action and make your life change I'd sit down and actually write you a check for twice what you sent me! However, you will only be cheating yourself if you ORDER the Workbook and procrastinate finishing it. So, before you order, make yourself a promise to spend at least ten minutes a day writing in the workbook.

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