

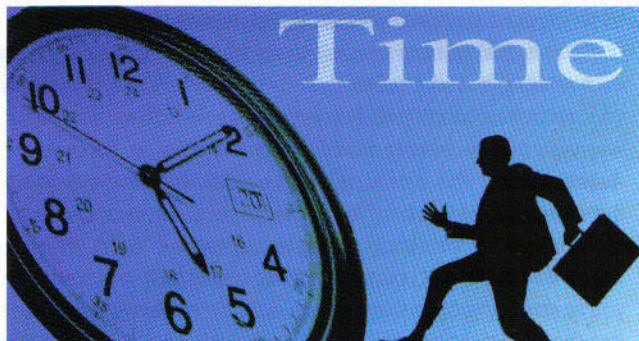
TIMING



RIGHT PLACE AT THE RIGHT TIME

By Todd Hutchison

How is it that some people are able to always be in the right place at the right time? These individuals seem to attract new business opportunities, while others miss the boat completely. The answer could be as simple as how they have trained their own brain for success.



Have you ever noticed that when you bought or became interested in your current car, that you suddenly noticed how many there were on the street. It was as if everyone had bought the same car on the very same day as you. Overtime, you seem to develop a knack of spotting this type of vehicle in traffic, even though you would not be aware of the make or model of the cars in front or behind it. Well, it all relates to the fact that the subconscious mind takes instruction from the conscious mind's dominant thoughts. You effectively train the filters in your mind about what information to let through to your neurology and what to block.

It was Hungarian biologist, Mihaly Csikszentmihalyi, whose research showed that our five senses (vision, hearing, touch, taste and smell) are being bombarded by approximately 2,000,000 bits of information every second, however our nervous system's filters decrease this to a manageable size of about 134 bits per second to process the information. This means that the actual amount of information you process is approximately 0.000067% of what you receive through your senses.

So what drives this filtering process? The answer is in what your conscious mind is interested in or focused on most of the time. Now imagine if you consciously took a sudden interest in boats, then your subconscious is on the look out for anything

boat-related. You will start noticing boats in people's driveways, boat magazines will be the first magazines you see when spotting a magazine rack, or the first advertisements you notice when flicking through the pages of a newspaper. Your interest will cause you to speak about boats and therefore people will start telling you about boat-related opportunities, and when you hear people talking about boats your ears will attentively pick up on the conversation. You start attracting boat opportunities through becoming more consciously aware of them. Success then becomes a matter of taking action on those opportunities.

The old adage, "when the student is ready, the teacher will come", may not be the whole truth as the teacher may have always been there, just waiting for the moment the student starts desiring a teacher and becomes aware of their presence.

So if you want to become a multi-millionaire real estate investor, make real estate your every day passion and focus, your conscious thoughts will start commanding the subconscious to make you more aware of all the for sale signs, for lease signs, empty shop windows, vacant land, empty car parks, removalist vans and other indicators that tell you what real estate is available.

Your brain becomes wired to support your success, but we still must take action on opportunities to turn awareness into wealth. **TB**

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