

Challenges

For over 35 years Dr. Bob has dedicated his life to exploring and optimizing human potential. This led to the discovery of the Laws of Potential and the development of the Science of Achievement™. Now his mission is to show people and organizations how to use these laws to achieve lifelong success and fulfillment.

Turning potential into reality is the heart of innovation, the soul of creativity and the desire of every business and organization. The results of this include the full spectrum of benefits and rewards from achieving operational and strategic goals to realizing your mission and vision.

In your life it's about overcoming fear and transforming limiting beliefs to realize your full potential. Once again this can mean achieving financial and material goals as well as finding true happiness and fulfillment.

Do you know how to realize all of this in your life and/or business? If your answer is “no” you'll find one that works for you at Our Solutions.

Solutions

The Science of Achievement™ is a revolution in understanding. Its foundations include biology, psychology, chemistry and physics. The Laws of Potential are a set of natural principles that govern this universal force.

These groundbreaking discoveries are the basis of our programs and services. Our step-by-step process empowers you with the knowledge and abilities to take control, plan, organize and act with power. We guide and support you so you can easily make the changes necessary to achieve extraordinary results.

This enables both individuals and organizations to:

- Be more focused and centered
- Build more awareness, trust and confidence
- Reach new levels of mastery and accomplishment
- Function more consciously, purposefully and deliberately
- Be proactive and affect change rather than merely reacting to it

We provide a complete range of affordable services and programs which we can customize for you and/or your business. To take your next step, you can take our Potential Assessment and

schedule a Complimentary Consultation. We'll talk about your challenges and offer you suggestions you can start using right away. There is no cost or obligation.

Keys to Success

One of the **most important goals of everyone** in business and in life is to “achieve success”. While **the meaning of success** is relative to each organization and individual, the fundamentals on which it's achieved are universal.

Success begins as a state of mind that you develop daily **on a solid foundation of accurate knowledge** and good decision making. **Total Success** means achieving your financial and material goals as well as *unlocking your Full Potential* to find meaning and purpose. That is the true happiness and fulfillment of life.

The success of any business or organization is typically defined as achieving operational or strategic goals. Total Success also means *making these goals meaningful* for the customers who patronize the business and the employees who accomplish them. *Unlocking the Full Potential of your business* means having “Customers for Life” and being an “Employer of Choice”.

For over 30 years, the Gilchrist Institute has developed the **Science of Achievement** to show people and businesses how to reach these extraordinary goals and more using the Laws of Potential. The discovery and development of these natural principles enable and empower both individuals and organizations to:

- Be more focused and centered.
- Build more awareness, trust and confidence.
- Better clarify, define and achieve your goals.
- Reach new levels of mastery and accomplishment.
- Function more consciously, purposefully and deliberately.
- Be proactive and affect change rather than merely react to it.

We believe that success is not a happening; it is a journey of discovery, improvement and transformation. Using our programs and resources, this journey can take any person or any business from what and who they are now to everything they can be. The benefits you will experience from reaching your Full Potential and/or the Full Potential of your business are beyond measure!

Below are listed various components you will be learning which will facilitate your potential development.

The Keys to Success Include:

- The Laws of Potential which include Natural Intelligence and Natural Thinking
- Understanding the Power and Function of Virtue in all of Life
- Life Skills for Practical Life and Success
- 9 Steps to Comprehension

Our Methodologies

- The Laws of Potential
- Natural Thinking
- Natural Intelligence
- Great Restrictors of Achievement
- Steps for Optimizing Comprehension, Clarity and Reaching Our Potential
- Laws of Polarity
- Cultural Characteristics
- Core Human Dynamics
- The Human Character Formula: $A+B=C$

The Laws of Potential

1. Potential is energy.
2. Potential has 3 basic groups: Power, Control, and Action Groups
 - The ability to create; Plan
 - The ability to organize
 - The ability to act
3. The 3 groups of Potential have 13 aspects: these are the 13 parts of Natural Thinking and Intelligence (NaTI). They explain how we think, learn and behave.
4. Potential contains Polarity/Duality.

Natural Thinking

Thinking is composed of Variant (changing) notions.

Variant Thoughts relate directly to viewing things as one sees.

However the Laws of Potential present Thinking Styles which are absolute. That is, we all contain these styles innately. This means we have the ability to communicate on the same style. It also means we can determine and measure how we are viewing a subject, variant or absolute, or, objectively or subjectively.

Thinking Styles

- Conscious Thought
- Conceptual Thought
- Expressive Thought
- Measured Thinking
- Reflective Thinking
- Strategic Thinking
- System Thinking
- Whole Brain Thought
- Complexity Thought
- Analytical Thought
- Critical Thought
- Sensory Thought (interpersonal)
- Abstract Thinking
- Polarized Thinking

Thinking Skills

- Focusing on the issue
- Beliefs about the issue
- It's Character
- Rules concerning it
- It's Procedure
- It's Priority
- What is it Reflecting?
- Its Details
- The Whole Picture
- Mental factors involved
- Physical factors involved
- Emotional factors involved
- Intuitive factors involve

Minor Thinking Skills

- Selective Thinking = Subjective, personalized. Looking at things from a one sided, self-serving posture.
- Rote Thinking = Where there is little, if any, review or analytical thought.
“Automatic” Thinking
- Liberal Thought = Accepting of any position. Anything goes!
- Conservative Thought = Typically restrictive; traditional. Somewhat closed.
- Judgmental Thinking = Passing judgement on others. Measuring, criticizing.
- Proactive Thinking = Meaningful, responsive. Have specific objectives as a basis for action before the fact.
- Logical thinking = Calculating, deductive, procedural. Starts from a given basis; memory oriented.

Natural Intelligence

What are our Natural Intelligences?

First, standard intelligence is the ability to

- gather and recognize data;
- integrate data into wholes;
- apply the data for the purposes of achievement.

Next, Natural Thinking and Intelligence (NaTI) recognizes 13 separate Intelligences that contribute to our understanding. We each tend to rely on some of these Intelligences more than others; for whatever reasons, certain Intelligences have entered our comfort zones while others simply haven't. In order to increase our understanding, we each need to find out where our strengths are; we need to identify the Intelligences that we use most often. The next step is to look at the Intelligences that we don't often use: they are the source of your **Potential** – this is the mother lode of understanding that you will learn to mine, once you're given the right tools!

NaTI is a discovery concerning human understanding and achieving potential. This is accomplished by the program's ability for accurate analysis, decision making and interpretation of information and realization of action. It does this by categorizing, integrating and coordinating info/events. It is a format for utilizing our innate multi-intelligences. It also enables us to utilize one category to explain another one.

Natural Intelligence Break down

The three basic components of potential break down into 13 aspects of understanding and intelligence.

Creative Intelligence

- Focus/Awareness
- Belief/ Concept
- Communication/Expression

Organizational Intelligences

- Reflection/Feedback
- Systems
- Models
- Evaluation
- Details
- Synthesis

Functional Intelligences

- Mental
- Physical
- Emotional
- Intuitive

Great Restrictors of Achievement:

Fear, Ego, Ignorance and Self-Deception are the roadblocks to using your Natural Intelligence. Avoid them!

Fear: Be courageous.

Ego: Get your self-pride out of the way.

Ignorance: Know before you go.

Self-Deception: Face the truth, regardless.

Steps for Optimizing Comprehension, Clarity and Reaching Our Potential

1. Remain objective
2. Follow a proven plan
3. Be impersonal
4. Embrace unconditionally, selflessness
5. Use the Principles of Potential as resolution and a life mission
6. Synthesize and integrate events and information
7. Use weakness as Potential
8. Use the Mirror/Reflection to seek truth
9. Stay focused on values and priorities

The Law of Polarity

Included within the Laws of Potential is another powerful law: Polarity, otherwise known as Opposition. The three groups and 13 aspects of Potential are **non-referential** - neutral. They do have the capacity to take on a positive or negative character, a yin or yang, an opposite. But these opposites (Polarity) are modified within a whole, or greater, notion. This greater notion is achieved when we transcend the opposites -- that is, incorporate them into something higher, greater. Think, for example, of the old yet ongoing debate of human development: nature vs. nurture. If you transcend the opposites in this controversy, a spectrum of possibilities arises that includes elements of each point of view. Both of these positions share a tremendous common ground: that we have enormous developmental capabilities and capacity for achievement.

Potential; Comprehension, Thinking Styles and Behavior all related to Polarity

Stability in all of nature is based entirely on this union of opposites. By transcending the extremes of any polarities we form a new reality. Transcendence is the essence of dynamic development and the very heart of realizing our potential! When we accept polarities without judging them we implement changes in our lives.

Here are examples of Polarized Characteristics:

1. Potential Actualized
2. Introverted Extroverted
3. Open Closed
4. Objective Subjective
5. Variant Invariant
6. Self Selfless
7. Rote Thinking
8. Abstract Concrete
9. Positive Negative
10. Defensive Aggressive
11. Weak Strong
12. Probable Determinate

Cultural Characteristics

Cultural Characteristics are actually our belief orientations. These are factors that define our values or virtues, and things that we follow or that we attach ourselves to. They relate to the “B” Factor in The Human Character Formula. They are ones Frame of Reference.

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Core Human Dynamics

Core Human Dynamics are our Natural Motivators that drive one to achieve. They are factors that determine our patterns of thinking. We adapt these factors very early in our lives, somewhere around the age of two to four. They stay in our subconscious, and we acquiesce to these patterns throughout our lives.

1. Power
2. Control
3. Acceptance
4. Uniqueness
5. Attention
6. Self-Interest
7. Judgment
8. Motivation

The Human Character Formula: A+B=C

What you focus on and what you believe about that focus will always equate with how you express it.

Pythagoras: will + belief = expression

The Human Character Formula:

A Awareness (Focus)
+ B Beliefs (Concepts)
= C Character of Communication (Physical, Mental, Emotional, Intuitive)

The natural drive toward creativity and expression is ultimately a movement toward the development of potential and is intrinsic to all of us.

The combination of Awareness and Belief forms the Character of Communication.

The Human Character Formula is explained in more detail as part of Communication/Expression.

People who are strong Communicators, whether verbally, written or through bodily communication, hold the power to move others. The manner of Communication is just as important as the content. Is it possible to have strong Communications Intelligence without strong Belief and Focus? Yes. We have probably all had the experience of being moved by a speaker (or writer), and then not being able to recall what was said later.

If, however, you have the first two building blocks (Focus and Belief) in place, yet Communication Intelligence needs more development, what can you do? You need to organize your Focus and Beliefs into a Character.

Awareness: State of consciousness, being aware of your existence, your thoughts, sensations, and surroundings.

Beliefs: Concepts and perceptions, your confidence in the truth or the existence of something.

Character: When awareness and beliefs come together, link up and cooperate, the end result is your conviction, or characterization. Your conviction is unique to yourself, but we need to recognize that the process is an absolute formula. Awareness of the world you live in and your own reconstructed existence, along with a solid set of beliefs about yourself and the world, can produce the best conviction which you want to advertise to that world. Your conviction (in the form of expression and character) is also the first impression others have of you.