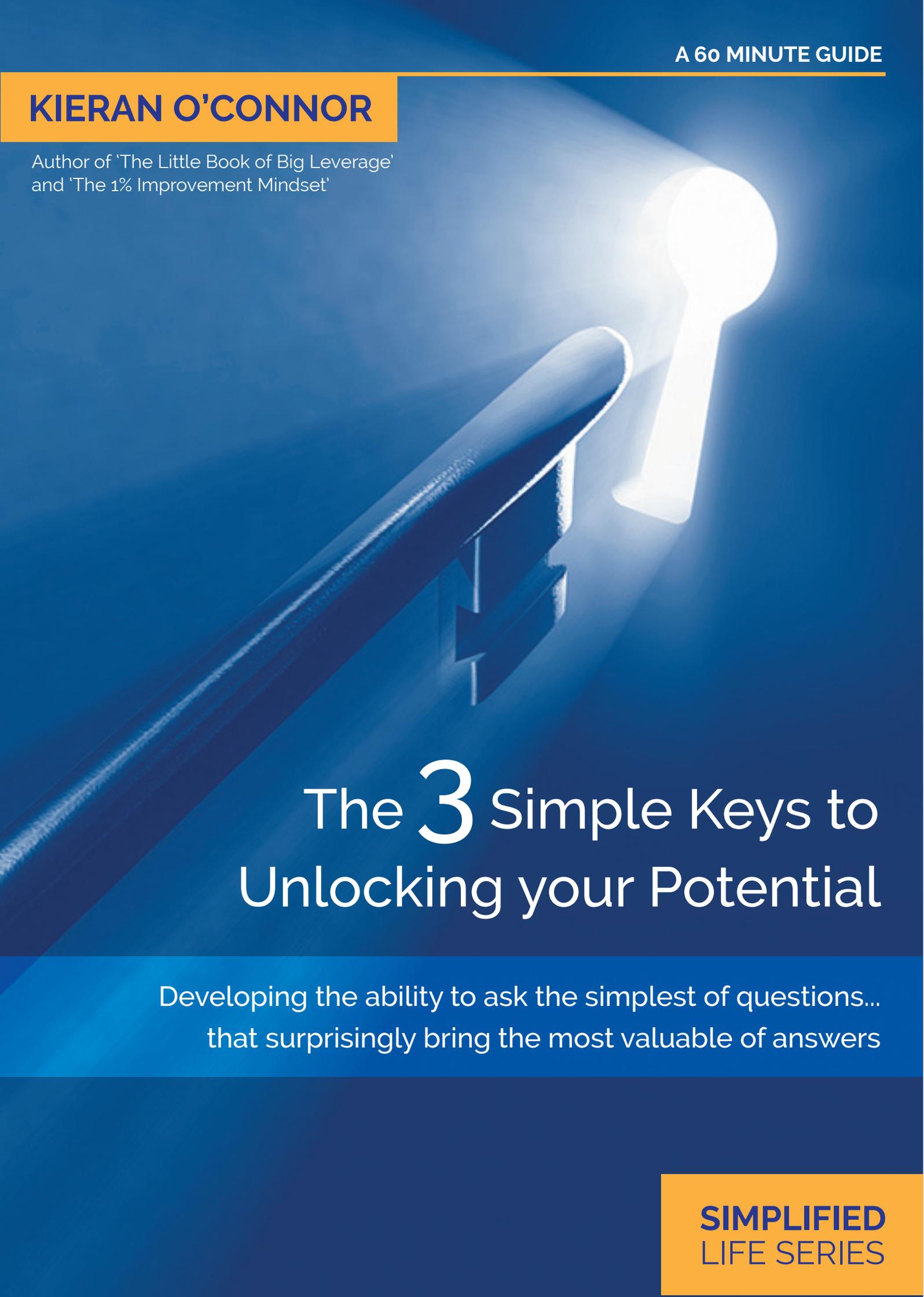


KIERAN O'CONNOR

Author of 'The Little Book of Big Leverage'
and 'The 1% Improvement Mindset'



The **3** Simple Keys to Unlocking your Potential

Developing the ability to ask the simplest of questions...
that surprisingly bring the most valuable of answers

SIMPLIFIED
LIFE SERIES

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Part 1

The Elusive Obvious

"When it is obvious that the goals cannot be reached, don't adjust the goals, adjust the action steps."

CONFUCIUS

Confucius's advice tells us that adjusting the actions steps is the 'obvious' solution when it becomes clear that our goal can't be reached. However, how can we make that happen when we can't see the obvious yet? It seems a little like the chicken and egg scenario and there's a chance that we could end up going around in interminable circles.

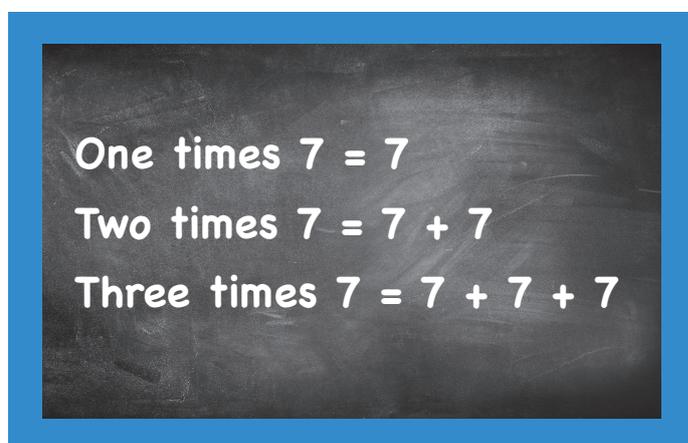
The term 'Elusive Obvious' was a phrase used by Moshe Feldencrais who wrote a book with the same name. He said that often solutions to problems are so obvious that we cannot see them. It's almost as if we cannot see the simple truth that is right in front of us.

My opinion is that the Elusive Obvious is most associated with things we already know, we just need to be reminded of them and often that reminder comes through a felt sense, our intuition. It doesn't come from text book learning; it comes from the fundamental process of learning, something that is innate to us.

To give an example that might be of assistance. I recall one of my school teachers showing us that we could learn multiplication tables in two ways.

One was to make the process into a rhyme which would assist us in developing our memories. I can recall some of my tables almost like I was singing them. The advertising industry knows this well as they like to create catchy tunes that are often so cheesy that we wouldn't want to remember them. However, ironically, the more a person tries to shake off the tune and get it out of their head, the more it can get wired in.

The other way was to use additions to make up the multiplications so the process was more like a computation. So the seven times table would be:



And so on.

By sharing the two ways and how each worked, the really useful thing the teacher shared went beyond the teaching of multiplication; he was sharing a process and structure for fundamentally 'learning how to learn'.

What is a person's potential?

You could respond to this question in a multitude of ways. One dictionary definition includes: latent qualities or abilities that may be developed and lead to future success or usefulness.

But how does this happen?

Obviously, a person can't physically travel forward in time and experience what they would experience. The universe allows only for this to a degree via our imagination. We don't get any guarantees but we can 'get a feel' for whether we expect the success or usefulness in the future.

So how does a person 'get a feel' that is accurate?

Well, my belief is that the qualities or abilities are not latent: they're already being demonstrated to a degree, just not enough yet.

So reaching your potential could be as simple as:

1. Demonstrating your existing qualities more often; or...
2. Turning up what ability is already there.

I hope you agree that these are pretty obvious statements. Yet they are also somewhat elusive as they are too simple for us to see...

I believe that part of the reason why the obvious can be so elusive is that modern education has led us towards worshipping the complex. The reality is that simplicity is the real success factor. As an example, Apple had an idea that every person would eventually have a portable PC in their pocket. It just happens to be in the form of a mobile phone. Their move towards touch sensitive screens to remove physical buttons was also a simple idea that has revolutionised computing.

Potentially there are no problems, there are only problematic questions

I am going to kick this one off with a real life example. A reader of my first book asked me why the world is becoming more and more stressful. "Who says it is?" I asked. "Well everyone knows that people are getting more stressed, the media talks about it a lot," she said.

I agreed that it was possible that the world is becoming a more stressful place. People generally seem to be working harder than ever and technology doesn't seem to be alleviating the average person's need to work more hours than is good for their work/life balance. The fact that we don't call it life/work balance instead gives us a hint.

However, I pointed out that modern neuroscience splits stress into good stress (eustress) and bad stress (distress). There's an opportunity to strike a balance here. We could choose to have lots of eustress in our lives so that we can manage any distress that comes along. Our energy reserves will be well topped up and our creativity can be tapped into very easily.

I also noted that believing the world is becoming more stressful will in itself bring more distress. Asking "how can I have as much good stress in my life as possible?" will bring in more eustress instead.

The better the question, the better the answer

I am only going to touch briefly on this here as quality of questions will be discussed in more detail later. People say there are no stupid questions, which has some truth to it. But I feel it is more truthful to say "stupidity is not learning from valuable life experiences... to develop the ability to ask even better questions." I know that's obvious but it is still also so elusive...

Part 2

The Subconscious Mind - Avoiding Locking Horns

*"It's not what happens to you,
but how you react to it that matters."*

EPICTETUS

It is estimated that we have around 60,000 thoughts every day, so let's suppose for discussion purposes that asking questions and making decisions takes up about one to two percent of that. The reason I say one to two percent is that we sleep for eight hours on average. In the 16 hours we are awake, science shows that we only have a fresh mind for around five to 10 minutes of each hour. Of this five to 10 minutes, we are often too distracted by the world for most of that time to ask clear questions. Of course, these are just contextual figures but in my two years of research for my first book, I learned that one to two percent is pretty close.

In the UK alone at the time of writing this ebook, between 5-6 million people need the assistance of mind-altering prescription pharmaceuticals to get through their day. I believe that by gradually starting to ask more high quality questions many of those people would need a far lower strength prescription and may even be able to come off them altogether. Do not underestimate the hypnotic power of our self-talk and those questions we ask ourselves.

Hypnosis means directing a person's experience with language. When we react to something, we automatically ask ourselves a question and, depending on the quality of that question, you could argue that we hypnotise ourselves in a good or bad way. We could either release resistance, therefore unlocking potential, or add to it and end up with the conscious mind locking horns with the subconscious mind.

Do not underestimate the hypnotic power of our self-talk and those questions we ask ourselves.

We will look into quality of questions in more depth later, for now, let's look at three aspects of the subconscious that will help us see why it is this area of the mind that we most want to influence so we are able to have the confidence to handle whatever happens to us in our daily lives.

Here's a brief summary of three aspects of the subconscious mind that will assist us when we later start working with three formulas. These formulas are so simple and effective that I can't understand why they are not formally taught at school. My hope is that they eventually will.

SubCon Mind Dynamic 1:

I don't care whether you ask for what you want or don't want... I will deliver either!

Imagine that you are driving to a holiday destination. You have the postcode for where you want to go and you enter it into your SATNAV. But, in your excitement, you enter an incorrect letter and press go. Off you head looking forward to reaching your destination. As you leave your district, you get a feeling that something isn't quite right. You pull over to a safe place, check the SATNAV and notice the error.

At this point, you have the option to react by looking for someone else to blame, beating up on yourself or even blaming the dumb SATNAV. This is generally how the world suggests you react, although it is more of an unspoken teaching than a direct one.

The subconscious mind is interested in your self-preservation.

You could also instead thank your own mind for picking up on it so quickly and make the correction, saving your valuable energy for focusing on the drive.

Obviously, as a computing device the SATNAV has no emotional investment in how you respond. The subconscious mind is the same, although it does have an investment of a different nature. The subconscious is like a more sophisticated SATNAV with a warning system that tells you when there has been an accident on the road ahead, for example, and that it would be wise to take an earlier turn-off and avoid it. This is because the subconscious mind is interested in your self-

preservation. If however, there was no accident but there was a better and more enjoyable view on another route, the subconscious would not be interested in suggesting a course change for that. It is not designed in any way to be interested in your happiness.



Note to self:

Your subconscious mind is invested in keeping you safe but not in keeping you happy.

SubCon Mind Dynamic 2:

Success breeds success!

So, if your subconscious isn't interested or invested in happiness, how can we make positive changes?

The predicament is that your conscious mind has limited choice as it always looks into the subconscious archives for assistance and these archives are very much based on autopilot habits. You can test this with a simple every day event. Wait until you want to go to the toilet for a pee. Then at the toilet (best done at home by the way) turn on the cold water tap and notice if your urge to pee increases. For most people, it does and is amplified further if they were already close to wanting to urinate. If it doesn't for you, then let me know and let's come up with a different experiment for you to try. You can contact me via my website at TheSimplicityGuy.com

...the default mode of the mind is to make changes slowly and incrementally.

Science shows us that the subconscious is the part of the mind where we layer in skills. As a child it could be learning in stages to ride a bike. As an adult, it could be learning to drive. The more dangerous or likely to inflict injury the activity is the more systematically we layer the skills in. That is, we get one skill wired in well before going to the next stage.

This systematic learning takes time to wire in and the default mode of the mind is to make changes slowly and incrementally. This allows us to test the changes to see if they are safe. The term 'you can't teach an old dog new tricks' has some accuracy in that it's not so much that it can't be done, it's whether the new trick is impressive enough for you to take the time to wire it in.



Time is required so that we can make one small change. Then add another small change and then another and so on. When we work with this idea and give ourselves permission to work with small changes, we get the additional benefit of allowing each change to be a building block or a stepping stone for the next.

Note to self:

We need to find a way to allow for making useful changes that increase quality of life while also ensuring our own safety.

SubCon Mind Dynamic 3:

I am supremely impressed by true effort!

The subconscious mind is the central control system for our habits so it will not want to give up what has already been learned unless it sees we really want to make a change.

For example, let's say Susan wants to learn salsa dancing. She says to herself that although she wasn't good at sports at school, she wants to learn step by step and feel totally at ease. If she sits at home and watches salsa dancing on TV, her subconscious will be entertained but won't take her desire very seriously.



Now let's say she isn't quite ready to join a class but finds a DVD that teaches the basic timing and footsteps. She invests in it, watches it and then starts doing 10 minutes a day while her evening meal is cooking. Now her subconscious is starting to take her seriously. After a few weeks, her resistance to joining a class starts to dissolve and she and a friend decide to enrol in a beginner's class. After some months, she finds that she is starting to enjoy it much more and, with the basic skills she has developed, feels confident enough to go to a social evening where people practice salsa in a relaxed environment.

Susan has:

1. Asked for what she wanted in a clear way
2. Found a step-by-step way to learn salsa which she finds enjoyable
3. Practised in a systematic, incremental and repetitive way that allows her subconscious to tap into her available resources.

Note to self:

We need to make it absolutely clear to the subconscious what we might simply fantasise about versus what we genuinely want to invest our resources into.

So these are three simple truths about your subconscious mind:

1. Whatever you ask for, good or bad, you will get
2. Success breeds success
3. It is supremely impressed by effort

I don't want to go into the workings and mechanics of the subconscious mind too much in this thirty minute guide. I want to share just

enough so you get an idea of how your life quality is generally driven by your habitual nature.

Habits themselves are based on how we have learned to react to stimuli. One way to take a measure of control over them is, rather than respond to the questions the world might suggest we ask, we decide instead to ask our own questions, ones that are infinitely more useful and valuable.

Part 3

Three formulas to help unlock your potential

"The quality of a person's questions will proportionally predict the quality of their life."

KIERAN O'CONNOR

The following three formulas provide ways to ask questions that you might find almost too simple to see a benefit in if you don't keep the term 'elusive obvious' in mind.

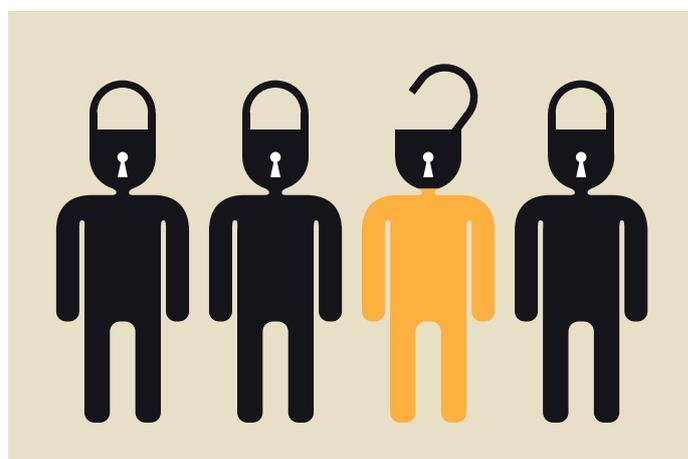
Have you ever tried hard to remember a fact or a person's name? The harder you tried, the closer it seemed yet it was still so far away. Then, when you eased off trying, it popped up. A mind that is trying too hard takes longer to retrieve something from the memory banks than one that is flowing with life.

An example of this is a technique that I learned when completing my examinations for my engineering degree. The technique was to initially scan the exam paper to get a good overview of the questions. Then I graded the questions as high, medium and low in terms of my ability to respond to them. I started by answering the 'high ability to respond' questions. Getting in the swing with them made it easier for me to gradually work through the 'mediums' and then the 'lows'.

By the time I got to the more difficult questions I'd find that my mind had been working away in the background. It had been multi-tasking without me even knowing about it. The mind flowed through the easier questions and that felt good. Some of that good feeling allowed me access to my memory banks and even my imagination.

The main message here is that **simplicity unlocks the human mind**. Don't confuse simplicity with boredom though. As humans, we seek inspiration, enthusiasm and feeling alive. So we are seeking simplicity in an overall context where we balance it with being challenged (i.e. have just the right amount of eustress in our lives).

We will now look at three simple unlocking formulas that work with the dynamics of the mind. They allow you to stretch the muscles of your imagination and intuition.



3.1: Unlocking Formula No. 1

“Learning is the beginning of wealth. Learning is the beginning of health. Learning is the beginning of spirituality. Searching and learning is where the miracle process all begins.”

JIM ROHN

Formula No 1 is so simple that if I were stood in front of you, you might want to throw something at me. The question for Formula number 1 is:

- **What did I learn today?**

Maybe the best investment a person can make?

When I was at school one of my favourite teachers had an ability to engage the class in a way most teachers miss. He linked what we were learning in the classroom to the life we experienced outside school. He was an advocate of learning at least one thing each day that would be valuable not just for school, but for the rest of our lives. He was able to change the meaning of learning from a chore that would allow us to get a tick or exam pass to what would make for a life of exciting experiences.

One day he told us an anecdote from one of the USA's most successful NASA scientists. The scientist explained the difference between the guys who went into space and the ones that narrowly missed out. It was very simple – the ones who made it demonstrated a superior attitude towards learning.

I have a personal experience that links with what my teacher was emphasising. In my early 30s, I gave up a great secure job and took a sabbatical so I could travel the world. It was a risky decision because I was putting my career on pause. The year away from work was so much fun that coming back to a job was quite a shock to my

system. This was compounded as I moved from my base in Scotland to Dublin, Ireland to a role in pharmaceutical engineering which was very new to me. So many new things in one go was quite overwhelming.

To help myself adjust, I did something at the end of each working day. I would very simply list what I had learned that day. Some days the list had three or four items, some days it ran to pages and pages. And within a few weeks, my level of enjoyment in my new role increased dramatically.

So wherever you are in your life, you might find that this most basic of questions can prove to be possibly the best investment you can make. Investments are measured by ROI or Return On Investment. The approximate two seconds it takes to ask this question has many more times than two seconds' benefit, as its simple structure aligns beautifully with the nature of the subconscious mind that adores direct questions which engage the imagination automatically.



3.2: Unlocking Formula No. 2

"You must be the change you wish to see in the world."

MAHATMA GANDHI

There are a number of variations of a sequence of questions that are designed to tap into the mechanics of the subconscious mind. This is one that I have applied a lot and has proven to be very helpful in many different contexts:

- **What went well?**
- **What didn't go so well?**
- **What have I learned?**
- **I wish that I...?**

The idea is that a person selects a situation where they believe things are not going smoothly and there is an opportunity to learn and work their way through it with the sequence of questions.

I worked with a professional model recently who wasn't enjoying her job so much and was wondering if she should quit and do something else. It seemed a bit all or nothing so I suggested we have a look at her last shoot and apply this sequence of questions to see what would come up. She agreed and has given me full permission to share what she learned from the four questions.

1. What went well?

She pondered for quite a while on this as she took her mind back to her last shoot. She felt that it had all gone so badly that she couldn't find one good thing. I asked a few questions following my curiosity and she eventually said she'd really enjoyed one 20 minute slot in the two hour shoot.

2. What didn't go so well?

She wanted to reel off a list here so I requested she just pick the first that came up. She chose the outfits she'd had to wear. She hadn't felt good in them and was having to fake her enjoyment.

3. What have I learned?

She looked quite amazed and said she realised that when she first started modelling she liked the outfits so much she wished she could take them home. They would really suit her personality. But more and more, they were not her style. She was doing her best to align her personality with what she was wearing but that was starting to be too much and her sense of individuality was getting lost. The 20 minutes she'd enjoyed in the shoot happened when the outfit she was wearing reminded her of a favourite dress she'd had some years back and had worn on one of her best nights out ever with her closest friends. Just thinking about it brought a beaming smile to her face.

4. I wish that I could...?

The big smile continued as she said that she wondered if there was any way that she could start moving into fashion creation as she'd love to wear her own designs. Even if that was too much of a push initially, it could help her figure out what assignments and designers she would be happiest working with.

The mind can be compared to a safe – you have to use the right combination to help open it up.

When I asked her what she might wish for knowing what she knew now, she said: "I wish I could sketch better so I could enjoy designing more." She then remembered seeing a book by a woman who had a step-by-step system for helping people learn to improve their drawing abilities. It was especially aimed at learning to draw people more naturally in terms of posture and expressions.

When people pass through the four questions, they wonder why they hadn't been able to see the answers earlier. This is a common experience. I always tell them that the mind can be compared to a safe – you have to use the right combination to help open it up.

Each question is designed to open up a circuit and pathway in the subconscious mind. For example, if you went straight to number four and only asked what you wished for, you might find your responses were based more on fantasy and not enough on practical ideas that could be implemented.

The main thing here is to test it out and see what you learn from your own unique experiences.

The dynamics of the four questions

Why and how do these questions open up the various mind circuits? Even in this day and age of technology it's still not easy to answer that. We have to work with our intuition to a degree. This is what I have noticed:

1. What went well?

The first question is looking for a positive response; it gives the subconscious mind the task of seeking for a good feeling in its memory banks. Eventually it'll come up with one or more options that can be evaluated but it will probably take some time to answer this question as we are looking for something positive in a situation that we originally classed as completely negative. Some patience may be needed here to wait and listen.

2. What didn't go so well?

Finding a negative is usually fairly easy and, if anything, it takes more time to select the top choice from all of the examples you come up with. The person will usually give a more detailed description in their answer to this question. They might go into the why, where, how, what and when without too much hesitation. The good news is that this helps them work through the negativity they feel about the situation so that they are then ready to answer question three. If they tried to answer question three too quickly, resistance may come up.

3. What have I learned?

Remember Formula Number One? Well, here it is again and we've already discussed how this question can help us. As question three it forms the last layer of a 'sandwich': question one looks for something good, question two looks for something bad and now, with this question, we direct the subconscious to look for something good again. Good – bad – good. It's just another way to use this question. You might eventually discover that there are times when this question is best used on its own and other times when the sandwich really hits the spot.

4. I wish that I could...

This isn't a direct question but it is still questioning the subconscious mind. The word 'wish' gives people a bit of permission to think outside the box of their usual constraints. The word 'could' focuses the mind on a response or an ability that would help us make the most of what was learned in question three. Even better, it may even give us the first step on our journey to a different future, one that we would prefer.

3.3: Unlocking Formula No. 3

"Strive for continuous improvement, instead of perfection."

KIM COLLINS

Let's have a brief recap of Formulas 1 and 2:

- **Formula 1.** Worked with getting our mind focused on learning.
- **Formula 2.** Worked with a series of questions; our learning question was assisted by those two pre-questions that helped prepare our mind.

Formula 3, as with Formula 2, also has four steps but here the questions are structured in a way that creates a very different dynamic.

Let's look at Formula 3 in more detail through the following scenario which is based on an actual coaching session which I have full permission to share. John had put off applying for a work promotion for a long time for a host of reasons. Our first session had worked on some underlying resistance and he had spent a month working on his motivation to finally make the move and apply for the promotion.

When he returned for his second session the following month, I listened to his progress and jotted notes as he spoke. Then I fed back the key points that I'd picked up from him as follows:

1. He had put forward a proposal to his manager on how he thought that a small adjustment to their team structure would make a very worthwhile improvement.
2. He had gone on a weekend training course on Confidence and Assertiveness which had made him feel much more grounded. He felt so ready for it that he convinced the course leader to allow him to attend even though the class was officially already full.
3. He had asked some colleagues for their guidance on what he could work on to improve

his chances of promotion. He was amazed at how supportive they were.

4. He still beat himself up quite a lot, telling himself that he wasn't getting everything done and that was the area he wanted to work on in our session.

As you might see if you look carefully, a very simple yet elegant formula is being applied here. The four items can be broken down to just two:

- Three things that are going really well.
- One thing that can be improved on.

So Formula 3 can be asked as a conversational question as follows:

"I'm curious to know something. If I were to ask you for three things that are going really well for you and then one that can be improved on... what might you say?"

As you practice this third formula for yourself, what you might discover is that what you want to improve on is somehow made more possible by the uplifting feelings that get stirred up when you identify the three things that are going really well. It's almost like using easing oil to loosen up a stuck hinge.

These three formulas show that the way we ask questions has an effect on the quality of the answers and responses the mind will bring. When you start to practice the three formulas you might find that you start to recognise patterns in questioning in your day-to-day life. You will see more clearly how often the question that is asked is the true source of the problem rather than the problem in itself.

Part 4

What Formula is best for what?

*"My powers are ordinary.
Only my application brings me success."*

ISAAC NEWTON

What is the best way to work with and apply these three formulas? How do we know which one is the best to use in any given situation?

Experiment! Do lots of each in different contexts with an attitude that when you practice these, you will automatically develop your intuition.

I have made bold the word 'practice' for a very good reason as when you practice in a structured way you get to experiment much more effectively and efficiently. I would like to share briefly here what is covered in much more detail in my first publication *The Little Book of Big Leverage* (See Chapter 3.1 called 'You Become What You Practice').

Practice = repeated performance or systematic exercise for the purpose of acquiring practical skill or proficiency.

To take this further, to make practice more effective, we can break it down as follows:

**Effective Practice = Deliberate Practice + Systematic Practice
= (consciously and intentionally) + (applied according to a fixed plan or system; methodical).**

To apply this to working with the three formulas, you could do something like this:

- Use Formula 1 for 10 days. Write down what you have learned that day. You don't have to do it all yourself. If you have kids at school, ask them what they have learned that day. The important thing here is that we are applying a learning mind-set to a question around learning. So please feel free to use your imagination.
- For the next 10 days, apply Formula 2 to something in your day (or someone else's day if they are happy to share theirs with you).
- I think you might have already guessed this... For the next 10 days, apply Formula 3 in whatever way your imagination sees as the most valuable.

I understand that things come up in life and it's not always going to be easy to do this every day. Now I am in no way giving you permission to slack and not apply yourself. But if you do miss a day, please allow yourself a break while also being mindful that what we are doing is creating a habit for asking questions. The best tip is to integrate the questions into your day rather than see them as an additional task.

Please remember it's all about progress and continuous improvement – not perfection!

Part 5

Releasing the Resistance

"I assess the power of a will by how much resistance, pain, torture it endures and knows how to turn to its advantage."

FRIEDRICH NIETZSCHE

We might discover that we experience some resistance when we try to unlock aspects of our mind. But what is this resistance? Let me explain...

I believe that the average person in their everyday lives is experiencing more than their fair share of one or more of the following:

1. **Confusion**
2. **Fatigue**
3. **Frustration**
4. **Running on autopilot**
5. **Self blame**
6. **Blaming others**

The subconscious mind could be thought of as holding a set of beliefs and habits that either work for us or against us. Imagine a set of weighing scales with one side representing 'what works for us' and the other 'what doesn't work for us'. I doubt if anyone ever has 100 on the 'what works' side and 0 on the other, I think it's part of being human to have at least a few things on the 'what doesn't work' side. What we would obviously like is to have the right balance so that we live lives that are enjoyable, productive and inspirational, so that we thrive as much as possible. 'Live long and prosper' as Mr Spock from *Star Trek* would say.

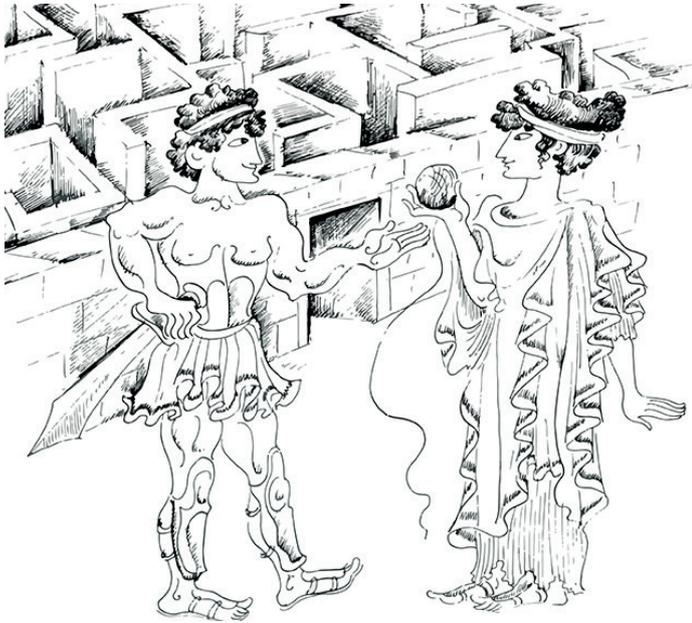
If we blame ourselves or others for being human and not having things work for us 100%, we make the scale tip even more in the favour of 'what doesn't work': judging and berating ourselves takes up valuable energy and gets us even more entangled in the workings of our minds.

The good news... actually the great news... is that your mind has the inbuilt ability to untangle itself.

Have you heard the Greek myth of Theseus and the challenge he faced? He had to fight the Minotaur, a half-man, half-bull monster that lived in an elaborate labyrinth and had already taken the lives of many men. Upon his arrival in Crete, Ariadne, King Minos' daughter, fell in love with



Theseus and risked her own life to help him. She gave him a ball of thread so he could find his way out of the labyrinth. With the thread tied to the entrance, Theseus could then focus all his efforts on his battle with the Minotaur which he won by focusing on the beast's weak point, his throat. The thread ensured the hero could return safely to Ariadne.



As humans, we have an inner sense of direction which is similar to Theseus's thread. Our way out of the labyrinth of confusion, fatigue, frustration etc. is very simple:

1. Ask high value, high quality questions (like what was the Minotaur's weak point?)
2. Listen to intuitive selves for the answer (like gaining assistance from Ariadne)

But how can a question that we answer ourselves help us make positive changes? This is where a little bit of imagination comes in useful. As you listen out for the answer that comes to you, ask that it will come from a future version of yourself, who genuinely has your long-term interests at heart.

If the answer you receive is no, there is a good chance that you are still too invested in other people's opinions and haven't yet invested enough in your own intuition. The good news is even this awareness is a stepping stone towards tapping into your intuition.

If the answer is yes, then you are on a path that will more and more become like a guidance system. You still might make the occasional incorrect turn in life, but you will see that you get back on course quicker and quicker.

Part 6

Summary

The main summary points are as follows:

1. A person's potential could be based upon the value and quality of the questions they ask. Arguably, there is very little limit to what a person is capable of.
 2. We are generally taught that the more complex the solution, the better it is.
 3. The Elusive Obvious tells us that simplicity is so simple that we are confused by it.
 4. Our mind is mostly influenced by the subconscious aspect.
 5. We will not find solutions by using our accustomed way of thinking.
 6. Simplicity acts like lubrication.
 7. High value answers tend to come from high value questions.
 8. High value questions will counter intuitively assist in finding simplicity and discovering more ease and flow in your life.
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Part 7

Further Learning

If this 60 minute guide has been of use to you and you are interested in more, you can go to my website **TheSimplicityGuy.com** where you will discover books, articles and ideas on similar subjects.

You will be very welcome!

*"The important thing is not to stop questioning.
Curiosity has its own reason for existing."*

ALBERT EINSTEIN

The quality of a person's life can be measured by their ability to solve problems – but sometimes the harder they try, the more resistant the solution becomes.

There is perhaps a simple idea that is worth exploring...

The human mind is very good at answering the questions asked of it. However it is often too preoccupied to ask if the question being asked is a useful question or not?

With a little practice and guidance, it is possible to start asking questions which can be considered as 'high value' as they make the most of our capabilities.

The 3 Simple Keys To Unlocking Your Potential will simplify and maximise your problem solving abilities by:

1) Providing a tried and tested method of adapting your present day way of thinking by gradually shifting the way you apply questions.

2) Incrementally ask the kind of quality questions that will allow yourself to never ever have to feel like a victim and look for someone to blame for anything in your life.

3) Transforming problems from obstacles to be avoided... into opportunities to be fully utilised... by asking the pivotal questions.

When you apply simple and high quality leveraged thinking as nature intended, you will start to experience a **higher quality of life** whilst working less.

Self improvement, Psychology & Lifestyle

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TheSimplicityGuy.com



Kieran O'Connor brings together the precision of a chartered design engineer and the fluidity of a martial arts expert.

From an early age, he has been intrigued by the sciences and has searched worldwide to understand the underlying mechanics of how things work especially the fundamentals of the human mind.

You will find yourself:

Experiencing day by day... more ease and less strain... by leveraging your time and efforts.

Have more of what you want in your life... more of the time.

Getting use to seeing the answers that other people overlook due to trying too hard.