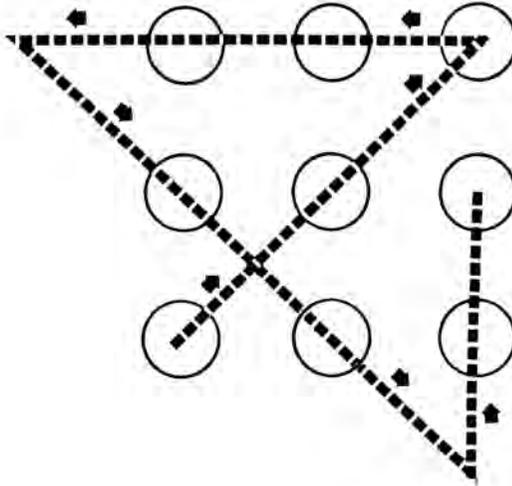


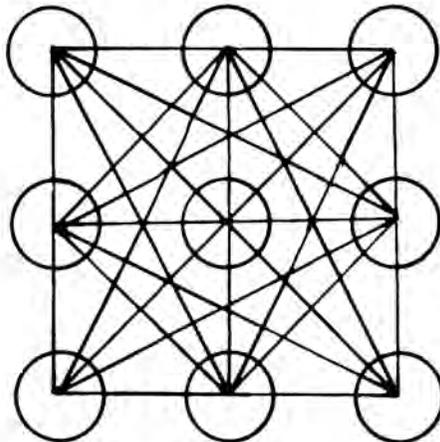
BEFORE YOU go on, try this little puzzle. The object of the game is to connect the nine circles with four straight lines, without lifting your pencil or pen from the paper. Please give it a try before you continue.

Did you succeed?

HERE is the correct solution:



If you are like most people, your attempt looked something like this:



The puzzle cannot be solved in this way. That is, if you stay *within the area bounded by the circles*, you'll never find the solution. Instead, you will create a "game without end."

To solve the puzzle you must go *out* of the area that is bounded by the circles. Yet, very few people discover the solution. Almost everyone stays within the circle area, even though there is no rule that restricts them to this area.

Try as they may, no matter how patient they are, or how hard they exert themselves, this self-imposed rule will cause people to fail at the game.

Many people, really most people, live their lives restricted by similar self-imposed rules. And, worse than this, they believe the rules are *real* and cannot be changed.

"...it obviously makes a difference whether we consider ourselves as pawns in a game whose rules we call reality or as players of the game who know that the rules are real only to the extent that we have created them, and we can change them."*

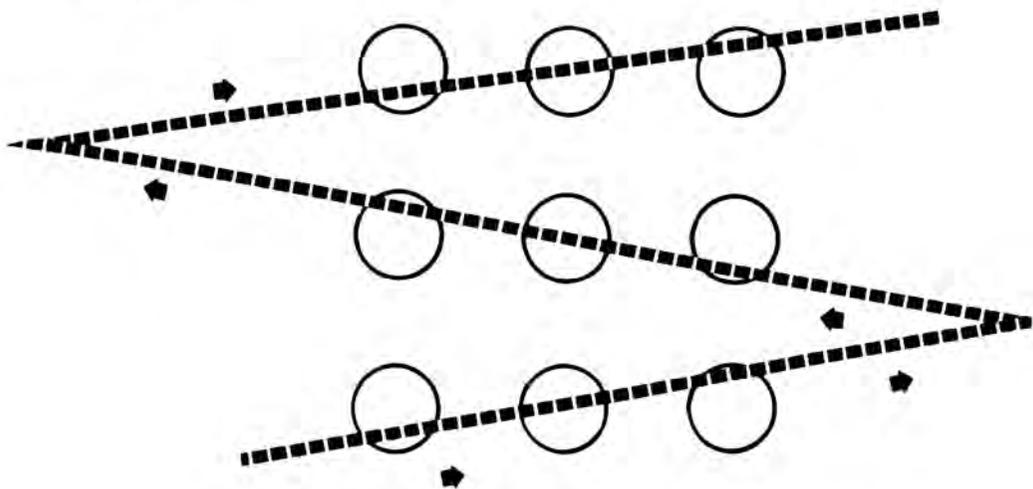
So it is that many people live lives that are "games without end." These people endure grey, boring, meaningless existences because they are trapped in a circle game of their own creation. They don't have the strength to break out, and they fear they don't have the strength to find happiness outside of their own little area of misery.

But let's stretch your mind further. Imagine connecting the circles with just THREE lines in the same manner.

Is it possible?

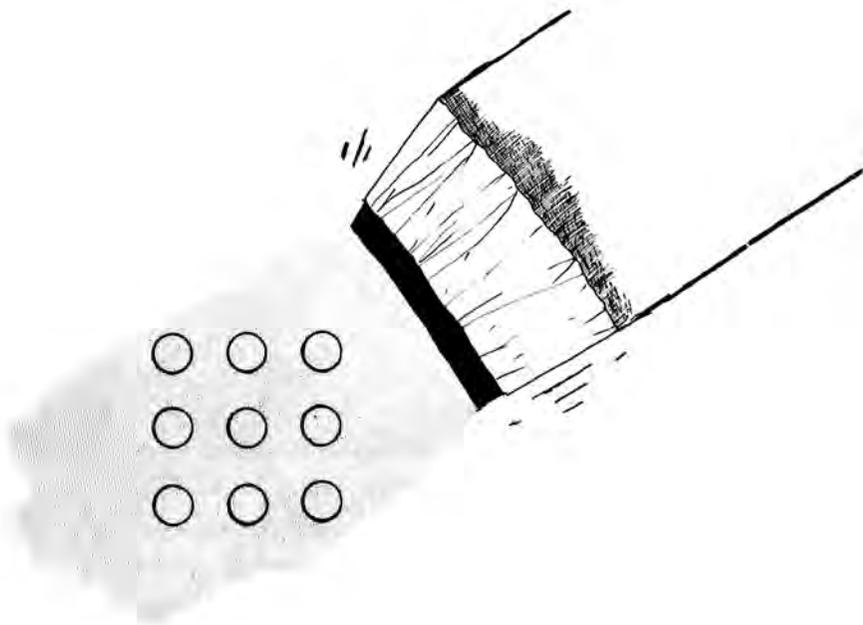
*Paul Watzlawick, John Weakland, Richard Fisch: CHANGE: PRINCIPLES OF PROBLEM FORMATION AND PROBLEM RESOLUTION, pg. 26, W.W. Norton & Company, Inc., New York, 1974.

Yes, unless you again impose a rule on yourself that makes it impossible:



Naturally, circles have dimension. So the new solution works. But let us give you another “impossible” task – can you connect all the circles with a single pencil line in ONE stroke?

You can if you had a pencil with a giant, flat piece of lead in it!



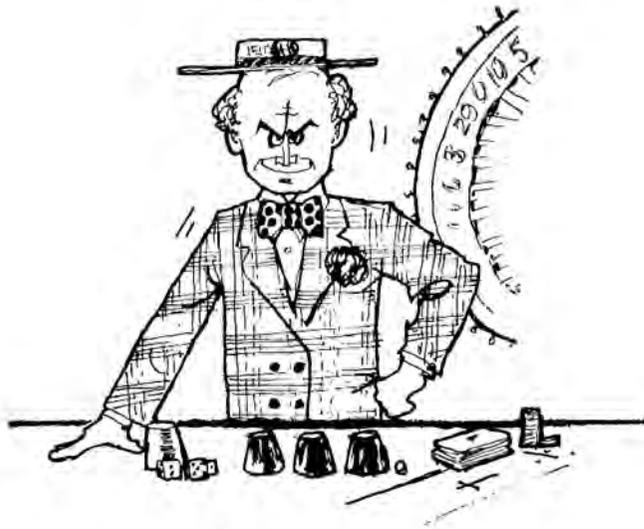
In much the same manner of the circle game, the limitations and restrictions of life are self-imposed. Individuals postulate into existence their own timidness, lack of resolution and stupidity.

For you, the difference between winning and losing in the game of life may be simply the kind of rules you play by.

In this section we are going to show you five "games without end" that nearly all employees play. Each is a destructive and restrictive game.

We will show you how to change the rules and break out. The information you'll read was gathered over the last 20 years. The solutions have been tested in real life, and they work.

Your boss, and everyone else you know will soon wonder what's "gotten into you." (The interesting thing is that nothing "got into you," it was right there inside of you all the time!)



THE ODDS ARE TOO GREAT AGAINST THE EMPLOYEE!

If life is a game, it is a game that most employees lose. The odds are too great against the employee. The boss has all the advantages; the rules favor him.

One reason for the boss's advantage is the fact that he usually has a *goal*, and most employees do not. The boss most often has a greater degree of commitment, conviction, purpose and will power.

On the other hand the employee usually vacillates and compromises. He does things he really doesn't believe in, and he fails to do the things he wants to do.

The average employee lacks a goal, a reason, a purpose, a burning resolve. He plays the game by rules that keep him in a sleepwalking stupor.

The employee lacks will. His *heart* and his *head are not trying to do the same thing*. His heart is one place and his head is another.

Surely all employees want love, success, appreciation, and money. Yet many endure painful, hopeless situations instead of striking out in new directions.

Most people are afraid to go out of the area bounded by their "circles."

So, instead of a bold new life, most employees endure grey, hopeless, no-win games without end.

"Someday I'll . . .", many employees say. But they never *do*, they only talk.

The solution to this dilemma is a new set of rules, a new way of life. These rules will seem uncomfortable at first, but that is only because they are so different. If you have been playing the games without end for a long time, you may have forgotten how fun and adventurous life can be.

Here are the five most common and most destructive games that 95% of humanity plays, and loses.



THE 5 GAMES "WITHOUT END" THAT LOSERS PLAY:

- 1. THE DRIFT-DELUSION GAME,**
or "Waiting for the Voice of God,"
or "Someday I'll . . ."
- 2. THE MESSIANIC MISCONCEPTION,**
or "If only everybody would . . ."
- 3. THE PHONY-LOYALTY GAME,**
or "My company, 'tis of Thee . . ."
- 4. COMPETITIVE-ROBOT TREADMILL GAME,**
or "How much money does he make?"
- 5. THE DIVINE MISERY OF MARTYRDOM,**
or "Look What They've Done to My Soul."

Now we are going to discuss each game, and for each we'll offer a nourishing substitute, a brand new set of rules.