

.....

CLEAR THINKING

from Uncommon Knowledge

.....

Psychology for success, health and happiness
June 2007
Sent only to subscribers

.....

In this month's Clear Thinking...

- 1: Review: The Wizard from Vienna
- 2: Top Tip: Why you should smile, smile, smile
- 3: Inspiring Quote: Involvement

.....

Hi

How far will you go?

Our unifying theme this month is 'involvement'. If you look up 'involvement' in a thesaurus, you will be led to some interesting words, such as

participation
action
collaboration
collusion
association
connection
attachment
entanglement
intimacy
relationship

When you associate yourself with a person, or an idea, or a process, you will be changed. This can seem scary, and fear of what these changes might bring

leads some people to hold back 'in case it goes too far'. This may make them feel 'safer', but can also mean that they miss out on the amazing things that life has to offer those who are prepared to 'go for it'.

Whatever you may think of Anton Mesmer, subject of our book review this month, no one could accuse him of lack of involvement. He was so convinced of the rightness of his theory of 'animal magnetism' that he abandoned career and family to pursue and promote it. That he himself failed to correctly understand what was really behind the manifest effects of his 'treatments' takes nothing away from his contribution to the development of therapeutic approaches to distress.

But 'involvement' isn't all about serious stuff either - just check out the secret heart of our Top Tip. (Can you spot it?)

And anyway, when involvement is endorsed by no less a yogi than Yogi Berra, how can you argue?

Enjoy Clear Thinking!

Roger Elliott & Mark Tyrrell
Uncommon Knowledge Ltd

:: :: :: :: :: :: :: :: :: :: :: :: :: :: :: :: ::

Want to find out what we really do?

Come to an Uncommon Knowledge [Hypnosis Workshop](#).
These inspiring and instructive Workshops take place regularly in Brighton and in Richmond (London).

Put the dates in your calendar today!

Brighton: 16 and 17 June

Richmond, London: 23 and 24 June

:: :: :: :: :: :: :: :: :: :: :: :: :: :: :: :: ::

1: Review - The Wizard from Vienna

The Wizard from Vienna - Franz Anton Mesmer and the

Origins of Hypnotism by Vincent Buranelli. Published by Coward, McCann & Geoghegan (1975); ISBN-10: 0698106970

Few people get to have their name become a new word in the lexicon, but Anton Mesmer is one of them, leaving us 'mesmerism' as a lasting bequest to the language.

He started out as a physician but abandoned both career and family to pursue his own path as a healer using what he called 'animal magnetism'. He became famous particularly in 18th century revolutionary Paris, where animal magnetism acquired cult status. He treated royalty and the many prominent members of society. At one time it seemed that anybody who was anybody was practising animal magnetism. Charles Dickens in the following century was fascinated with mesmerism, and so too was Arthur Conan Doyle, creator of famous fictional detective Sherlock Holmes...

You can read the rest of this review online at http://www.uncommon-knowledge.co.uk/book_review/wizard-vienna.html

:: :: :: :: :: :: :: :: :: :: :: :: :: :: :: :: ::

2: Top Tip: Why you should smile, smile, smile

OK, I don't want to sound too syrupy, but smiling at the right time and place can pay huge dividends for you and those targeted by said smile.

Certain slack-jawed long-fringed teenagers may feel that never smiling is cool (although ever saying this would of course be totally un-cool) but before you slope off to recite gothic poetry in a graveyard listen to this: according to research carried out by UMIST University Manchester, 72% of people believe that people who smile frequently are more confident and successful.

So if you want to seem confident – smile. 86% of people say they are more likely to strike up conversations with strangers if they are smiling. Bosses are 12% more likely to promote people who smile a lot.

The effects of a smile are so powerful that even on

the telephone a smile produces positive results. Studies show that happiness is a by-product of smiling, not the other way around as most people assume. So smiling will make you feel good.

One important pointer though. Your smile will seem less genuine if you don't involve the muscles around the eyes. Put your whole face into it. Practise clenching and lifting the muscles below your eyes. This makes you look as if you mean it when you smile.

Which you do, of course.

The way to avoid 'false smiles' is to build up a collection of memories that make you smile - a 'smile library'. It's easy to write a few down in a notebook. Then when you practise, you are practising on something which genuinely makes you smile. You'll easily spot the difference.

Happy smiling!

:: :: :: :: :: :: :: :: :: :: :: :: :: :: :: :: ::

3: Inspiring Quote: Involvement

“It is by entering into the deepest involvement with the values that confront us, by exercising our will to the utmost, that we find God in the very extremity of the battle.”

Geddes MacGregor, Scottish theologian, 1909-1998

“The deeper in the woods you get, the more nuts you find!”

Yogi Bear

Breakthrough moments often come when we are totally absorbed.

Usually, the more involved you are, the more committed you are, the more 'nuts' will come your way.

How about you?

What involves you? What absorbs you? Does this involvement secure you more 'nuts', do you think, than someone who is not so involved?

