



PYT Weekly Training & Support

Lesson #46 **The Law of Relativity**

by Jim Katsoulis

Alright, welcome to this week's lesson. What I want to talk to you about this week is what I call the "law of relativity." Now, as humans, basically, we unconsciously perceive what's a normal way to act; and a lot of that is based on the people we're around with everyday and the different people that we're exposed to through TV stories or through movies, through newspaper articles; and these, basically, form our ideas of what "normal" is. And, basically, we live within that range as a rule.

So, what I want to talk about today is a different way to create change in yourself, and it's a different place to focus your attention on because, again, there's what you know you should do but rarely will we operate in that way unless we consider it to be normal and unless we consider it to match up with the normal way of being, with who we are.

So, there are ways to change that. There are ways to change the way that we perceive different things but, again, it's a different focus and there's just that willpower, "I've to get myself to do it."

What we're looking to do is change the unconscious perceptions and associations we have with the new behaviors. And one of the ways to do that that I think is most powerful is through the idea of role modeling because this is the main way in which we learn how to act.

I'll give you a specific example. I remember growing up and we're supposed to eat five pieces of fruit a day. But I've always thought that was just so much; it just seemed like so much fruit because when I looked around, I didn't see people really eating any fruit. And so, I started trying to do it and, again, it always just kind of seemed like a struggle.

I remember that one day, I heard about raw foodists. I've never heard about them before. These are people that basically exist from eating only raw foods and nothing is cooked. And so, all of a sudden, my paradigm shifted like that. I said, "Five pieces? Never mind that; these people live exclusively on raw foods."

So, all of a sudden, the relativity shifted because before, all I knew were people who basically weren't eating any fruit and so to eat five pieces just seemed like I was way out of the range there. All of a sudden, now, I'm exposed to this over here. So, now, I feel like I'm right in the middle with the five pieces of fruit.

So, that actually helped me tremendously not in terms of eating the five pieces or not; that's the same behavior but the unconscious thoughts that went into it because now, it wasn't so extreme. It seemed extreme before because, again, I only had this range that I was aware of.

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So, this is what I'm saying to you. You want to begin to shift your unconscious perceptions and ideas of what's normal and there are a lot of ways to do that.

You might be thinking, "Oh, raw food, that's pretty extreme." But think about this. The other side is extreme because if you look at the five or ten people that you interact with most in your life, what percentage of raw, uncooked natural food are they eating in a day? For a lot of people, it's less than five percent. So, I would say that that's extreme, and that's what we're around all the time.

In this culture, we're constantly bombarded with messages to consume foods that aren't really good for us. So, again, we're living in this extreme and we're thinking that it's normal but, in reality, there's a whole another side to it that we're rarely exposed to; but once we are, all of a sudden, our relative idea of what's normal shifts with it, and our idea of what's possible shifts with it.

The same thing happens with exercising. If you live around people who don't exercise at all, and you say, "I'm going to exercise everyday," it can seem monumental. It might seem that you're a health nut. You'd have to be a health nut to exercise everyday. This might be the unconscious perception and definition you have in your mind.

This is where you want to focus because this can be a real big problem. If you want to exercise everyday, but unconsciously, you say to yourself, "Oh, man, everyday? What am I, a health nut? Am I crazy?" if that's the belief you have, if it's going to be very difficult to get yourself to exercise everyday.

So, what do you do? How do you change it? Well, you find people who do exercise everyday so you can balance it out because, again, if you're over here and you're limited with this range over here, what you need to do is expand this range over this way because when you do this, you'll find that this just happens naturally. When you expand it, you'll naturally find yourself more towards the middle. Well, just do this. That's what our mind does. It takes both ends of the spectrum and meets us in the middle.

Unfortunately, most of the time in this culture, we get an illusion of relativity, an illusion of choice but it's all very narrow. It's a lot of processed food; it's a lot of high-fat cooked foods that aren't supporting our body.

So, what we want to do is get the other side of it that may seem crazy or nuts – raw foodists, vegetarians, in some cases, people considered vegans. We want to get their perspective on things because when you do, it's going to naturally expand your mind and your thinking and, probably, in a beneficial way. At the very least, it's going to let you in on some things that you hadn't known before; and it's going to change some of the perceptions that you have.

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Let's get practical. How can we use this in our own life? Now, I want to suggest to you and I think it's the greatest tool there is for motivation. It's to use YouTube because, unfortunately, sometimes, people don't have the role models around them who are going to support them, and that's okay now.

In this day and age, we can actually find them virtually and sometimes, it's a lot easier and it can be just as effective. So, what you want to do is you want to search for ... say, you want to exercise more. You plug in what your specifics are – your sex, are you a man or a woman? Your age group – put an age range that's similar to yours. Put in exercise transformation or body transformation, shift in eating [inaudible] **06:16**. And put those ranges in and see what these people are saying because, again, the more exposure you can get to that way of thinking and to what they're doing, the easier it's going to be for you to maintain that because you're going to think differently about it.

That's what I'm trying to tell you, instead of just relying on willpower. Willpower is this. “I don't really like eating vegetables but I'm going to do it.” That's willpower. “I don't want to exercise everyday and I think I'm a crazy person if I exercise everyday. I'm a health nut now. But I'm going to do it. I'm going to get myself to do it.”

That's very challenging and it's a very short-term strategy. So, what we're always looking to do is to change the unconscious beliefs and perceptions we have so that they're congruent with the goals that we want to achieve.

And one very powerful way to do that is to expose ourselves to (I say extreme carefully here but extreme from where we're at) extreme points of view and extreme lifestyle from where we're at because you'll start to realize that they're just normal people. So, [inaudible] **07:14** I'm finally getting to the point with here.

When you start to expose yourself to people who exercise regularly and who eat a very balanced, highly nutritious diet, and they do this, and this is how they live, and you see them, you see the differences in their bodies, you see the differences in how they speak and how they think of themselves and how they feel, as you get more and more of that, it starts to seem more normal; and the more normal something seems to us, the more possible it seems as well. That makes it simpler.

What we don't want ... see, the dieting thing, again, it's always like it's hard. It's hard to diet. And if that's always the idea of how we're going to lose weight, it's very difficult to maintain it long term.

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So, what we want to do is we want to model and study people who are doing it naturally; it has become their lifestyles; it has become who they are. And the more people like that you can see ... as they're speaking, you get a glimpse of their beliefs, their perceptions, and their ideas of how they think about things. We can absorb some of those and use them ourselves.

So, I strongly suggest you do this. This is your homework for the week here. It's going to make it much easier for you. Go on YouTube and find ... again, depending on what you want to do – you want to eat better, you want to exercise more, you want to do yoga, you want to meditate, whatever it is in terms of your weight-loss goals here.

Go and search for videos that are going to help inspire you and that are going to give you a unique perspective of what this will do for you. If you see someone say, “Oh, man, I exercise everyday and I feel absolutely incredible. I feel on top of the world. I wake up with more energy now. I've more strength in my body. I can pick up my granddaughter easily and comfortably. I just have more energy to spend with my family.” You hear someone like that describing it, they're describing it in a congruent way. They're living it.

Unfortunately, a lot of times, people get a perspective of working out everyday from people who don't work out everyday. “I know I should; I should work out more. It's just so hard and I just lose track of time.”

They're not in it. So, you're not getting a clear picture of what that lifestyle is like. So, that's what I'm trying to tell you. So, go on YouTube, and whatever you're looking to do, whatever behaviors you want to add into your life, research them and listen to people talking about it who are congruently living it, and see if it doesn't change some of your perceptions to make it easier to do those things.

So, do that, and I'll talk to you next week.

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