

# Seeing Is Believing—Or Is It? by Denis Waitley

When your eyes are open, you see the world that lies outside yourself. You see the items of the room you're in, the people, and the view of the landscape through the window. You take for granted that the objects are real and separate from yourself.

However, successful individuals see the act of achieving in advance—vivid, multi-dimensional, clear. Champions know that **“What you see is who you'll be.”**

When you close your eyes, images and thoughts flow through your mind. You may review memories of past events, or preview future possibilities. You can daydream about what may be or what might have been, and your imagination will take you beyond the limits of space and time. Most people attach little importance to these inner visions. They may seem pleasantly irrelevant, or uncomfortably at odds with the accepted external reality.

If you're like most people, you grew up with the idea that "seeing is believing." In other words, you need to physically see something with your own eyes to believe that it's real.

I know many successful individuals who live this way.

But there's an attitude that suggests, "Before you can see it, you have to believe it." This premise holds that our belief system is so powerful that thoughts can actually cause things to happen in the physical world.

I also know many successful individuals who live according to this notion of reality. So which concept is nearer the truth?

Do you have to see it before you believe it, or believe before you can see it? The answer is: Both are basically true. If you can see something in your mind's eye, and you imagine it over and over again, you will begin to believe it is really there in substance. As a result, **your actions, both physical and mental, will move to bring about in reality the image you are visualizing.**

Whatever you see or experience, real or imagined, consciously or subliminally, when repeated vividly over and over, does affect your behavior, and definitely can influence you to buy a product or buy into a lifestyle, good or bad. Your attitude and beliefs are, quite simply, functions of what you see day in and day out. Information can be taken in almost unnoticed. You won't react to it until later, and you still won't be aware of what lies behind your response. In other words, what you see really is what you get, regardless of whether you know it or not.

By seeing from within, in your mind's eye, you can change your life.

For example, by rehashing fears and problems, you can make yourself depressed. As a result, you can botch a business deal, hurt a relationship, or lower your performance. By forecasting a gloomy outcome in your mind's eye, you can act as your own witch doctor and practice a modern-day kind of voodoo that will fulfill your negative prediction with uncanny accuracy.

On the other hand, by replaying in your mind's eye the best game you ever played, you can repeat that best game again, when the stakes are even higher and the pressure is on. And by mentally pre-playing the best game you've ever imagined, you can set the stage for a world-class performance. This "instant replay" and "instant pre-play" applies to anything from a successful sales call or athletic event to the effective motivation of your teammates and children.

Choose your role models and inputs carefully. Your attitudes and beliefs are the software programs driving you every day on life's journey.