

## THE THREE DECEPTIONS

**D**ou have been deceived. For a while this deception may have been acceptable, or even enjoyable, but if you are now reading this book, perhaps you have come to the realization that things are not always as they seem. Sometimes what appears to be good in your life is really killing you. If you are to break the pattern, it is time you were honest with yourself and confronted reality.

Reality is what the world really is. Fantasy is what you would like the world to be. In order to obtain success, you must accept what your world is and work toward what you would like it to be. It's that simple.

Unfortunately, many people choose to live in a fantasy world of dreams and illusion. Subconsciously, they would prefer to live in a fairy-tale world and are frustrated when life doesn't behave in accordance with these preconceptions. These people do not want to hear the truth. They would cover their ears and insist upon continuing in ignorance. They are victims of the virus of fairy-tale thinking. It is said that ignorance is bliss, but ignorance of the truth often means a lifetime of hardship and heartbreak.

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Not everyone is ready, or desires, to face reality. They believe it is easier to sleep in ignorance than to wake to knowledge. Knowledge demands action. Therefore, many people choose to live in deception and may never wake to realize the richness of the life they have unwittingly lost.

There are three basic deceptions which cause people to fail. To reveal these deceptions is to unmask an enemy—an enemy which seeks your very life—an enemy that would have you waste your entire life waiting in frustration, disappointment, and despair.

The main danger of the Three Deceptions is that if you are either consciously or subconsciously depending on them, then you are not going to be actively developing and strengthening the Seven Powers in your life. The Seven Powers represent a limitless reservoir of strength from which you can draw so that you can tackle any problem. Believing in the Three Deceptions will only weaken you as you let your Seven Powers atrophy.

As you read the Three Deceptions, search out the fairy-tale virus in your life. Seek it wherever it may lie. Does it hide in your romantic life? Does it lie in your finances? Maybe it disguises itself buried in your religious beliefs or lack thereof. Only you can uncover its hiding places. Only you can root it out and expel it from your life.

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## THE DECEPTION OF ENTITLEMENT

**P**erhaps the most dangerous of the Three Deceptions is the Deception of Entitlement, for it plays to the weakest aspect of our humanity—our love of ourselves.

Beneath all our insecurities and doubts, all of us believe that we are special, and the truth is, we are. Each of us is unique. Each of us is an irreplaceable individual with his own unique set of gifts and talents. But this wonderful sense of self-worth can become warped so that we believe that worth equals privilege. We can come to believe that somehow we have a right to have good things in our lives.

The person with entitlement thinking is often frustrated and angry. He has the sense that life has somehow cheated him. He thinks that success is his due because he has been “good” or is a “nice” person.

“Why don’t I have money (...a girlfriend ...a better job ...a nicer house)?”

“When is it going to be my turn?”

“Haven’t I suffered long enough?”

“Why does Jim get all the breaks? It’s not fair!”

“Why do all the good things happen to other people?”

The underlying foundation of an entitlement mindset is

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fairy-tale thinking. A person with an entitlement mindset believes that only luck stands between him and success. Because of this, he is a slave to fear because it only makes sense that what can be given can also be taken away.

The same person that demands a yearly raise simply because he showed up at work and did only that which was required of him also lives in fear that he may be fired. He thinks his company exists to provide him with a job and that a paycheck is his right. He feels indignant and threatened if it is suggested that his company might no longer need his services.

People with an entitlement mindset feel that a serious, romantic relationship is a mystical, cosmic occurrence that happens to a select, happy few. They can't understand why they never have a date. It never occurs to them that to find a good mate, they must first be a good prospect themselves. They refuse to alter their appearance, habits, or personality because they say they want someone to love them as they are, never realizing or admitting that they are unwilling to accept someone else on the same terms. They feel that one day true love will come along because they are so special.

But the untold truth about entitlement thinking is that it weakens, not strengthens, your chances for success. It weakens them because, if you are waiting for your turn or for someone else to give you a break, you won't take the necessary steps that will lead you to success. You will be stuck in a repetitive pattern of dependence on a break that will never materialize.

The greatest hazard of entitlement thinking is that it robs you of ownership—not only the ownership of the spoils of success, but far more important, the ownership