

It's Already Yours, You Need but Request Delivery.  
Communicating with Your Mental Administrator

By – Bill Gatten

During a visit with a close friend yesterday I was reminded of something I hadn't thought much about in months: something quite dear to me that I'd like to share with you all. The article's a bit lengthy, but believe me if it has the extraordinary effect on your life that it has mine, you'll be glad I took the time to write it, and especially glad that that you took the time to read it.

The friend I spoke with is a woman of 60 or so who confided in me that she, although a licensed professional in another state, had moved to California and was flat broke. She said she'd lost her business and honestly didn't know where this month's rent was coming from...or even this month's food. And to top it all off her unemployment benefits had run out. She said she knew she would make it in the real estate investing business eventually, and just wanted some quick advice on how to get the ball rolling as soon as possible.

Well, being the crusty old SOB I am, I told her to go pound salt, get the hell out of my office, and go bitch to someone else or borrow a quarter to make a call to someone who had the slightest concern about her hard-luck story. I had enough problems of my own what with my Vineyard showing a bad yield this year, my Mercedes' transmission making a funny noise, my Black Lab being pregnant by a sheep, having a bad case of prickly heat and a gangrenous left...(oh never mind). No! No!! Just kidding! Oh ye of little faith...

Here's what actually transpired:

I told my friend (...for the sake of confidentiality we'll call her "Suzie"...although her real name is Ms. Evelyn Fenster) that what she needed to do was stop trying to chop down the trees for a while, and spend some time sharpening her axe. This, of course is not what a person who sees themselves as 'down-and-out' and on their last leg wants to hear. What would have been much preferred would be to hear that there was a guardian angel hovering overhead who was about to drop a load of fresh manna on her head at any minute (BTW did you know that "manna" is the etymological root of "manure"? And, hey, who needs more of that?).

Well, the guardian angel may indeed have been there, but if so, it was probably just sitting on a stool smiling understandingly and waiting to see how "Suzie" was going to handle the challenge she had been handed, thereby getting to know herself...and her strengths...in order to qualify for admittance into the next realm, whatever and wherever that might be. I'm fairly positive that Heaven is a private Island off the cost of Maui, and that Hell is the "It's a Small World" attraction at Disney Land (...humming that song in your head right now, aren't you? Trust me...it won't stop for days...it's a small...small world...).

Oh yeah, my suggestion for Suzie... Well, I suggested that for the quickest possible fix, she might use a technique that was given to me by my son Michael, and which I use almost daily and which I've used very successfully from some time now. That is the technique of turning the directorship of your life over to another entity: i.e., appointing a facet of your own mind to take over as your "director," "chairman," or "manger of life affairs" to manage the fulfillment of one's needs and goals.

The core of the "director" concept is reliance upon the fact that we, and we alone, are in fact in control of that which happens to us (or befalls us) in our daily lives. It is therefore 'we' who create the situations we find ourselves in, and it is we who gets ourselves out of those predicaments one way or the other. Since that which happens to us seems so far beyond our ability to control it at times, we might as well turn its directorship over to a higher power (the analytical aspect of our own mind) and just sit back, relax and enjoy it like watching the movie or stage play that it really is.

The various methods most of us employ to get ourselves out of bad situations include: doing nothing and languishing in a stupor until it blows over; admitting defeat and living on pity and handouts; mugging old ladies; living off the government; knocking over ATM machines; going "postal," prostitution ('tried that...cut my price twice and still no takers...except for some old guy in a rubber chicken suit who I turned down when I saw the size of the eggs he laid); robbing a bank or liquor store, or the old favorite...just getting drunk and staying that way.

OR...we can just STOP!

We can stop, relax and let depression take over for a while and let it naturally distort and catalogue our problems for us. A little known fact is that the process of depression can be a good thing: a very helpful natural defense mechanism. The process entailed is the scrambling, distortion and magnification of the various elemental components of those parts of our lives that are merely in temporarily disarray. Depression itself, if not acute and pathological, is a natural and often times healthy protection device that we subconsciously call upon in order to more clearly view and finally deal with its causes. Contrary to what most people think, non-clinical depression can be quite a useful device, which, if we can remain calm throughout it, allows us to sort our "dilemmas" and "quandaries" into two piles, and the reduce the dilemmas to simple quandaries (What do I do next?).

For a brief review, recall that the difference between a 'dilemma' and a 'quandary' is that a dilemma is a choice between two bad things (e.g., the only alternatives being reaming in the frying pan or jumping into the fire: remaining aboard on a burning boat or jumping into the water with sharks). A quandary, on the other hand, is a state of perplexity in simply not knowing what choice to take or what should be done next to alleviate a problem. The former, the Dilemma, if it can't be reduced to a quandary is always unsolvable and will kill you, no matter what you do. A true dilemma doesn't need, and cannot use, your help or energy. True dilemmas are virtually always just disguised quandaries. The quandary is always solvable by simply eliminating indecision and

procrastination and by converting inaction to action, and indecision to decision. The problem with quandaries though is that they are comprised of hundreds of tiny microscopic components that we'd never be able to see if we opted to take a pill or a bottle of booze in order to hide or run away from our natural "depression reflex." The good news, however, is that there has never been a single insurmountable problem history that wasn't eventually surmounted.

What are the myriad components of depression? Well, they're all the random solutions that your "internal staff" tries to come up with...all at the same time. These tumbling and chaotic solutions to problems are manifested in a cacophony of interlaced and confusing demands, laments, bright ideas, test solutions and bunches of begging and mewling that simply cannot be sorted and processed quickly by one brain.

While in a state of depression, your male side wants one thing; your female side wants another; your child-self wants something else; your adult-self wants the opposite; your parent-self has a completely different need. In depression the fear we feel is demanding retreat from the source (of the depression) while our impetuous and curious personality is simultaneously afraid to make the "fight or flight" decision and demanding that you stand still and do nothing until the endless sorting of the solutions is complete. The fact is that all of these disparate inputs are blocking and neutralizing each other. They are thereby short-circuiting any real possibility for logical mental processes or solutions. They simply cannot reach resolution, and as result they force the sufferer to lapse into deep worry and dismal despair. Unlike the dilemma, the quandary is always solvable and is always eventually alleviated by the snail-pace sorting out of all the myriad random inputs.

Upon acknowledging the cacophony of mental processes, the reasons for them and your ability to effectively process useful problem-solving data when it is sorted and lain in front of you, you can then appoint a single Director of your play and turn the confusion over to him/her/it (i.e., let your reactive subconscious mind take over...that aspect of your mind is no more than a computer and simply is not wired for making the mistakes that your analytic conscious mind does).

To resolve the conflicts and lack in your life, and in order to obtain what you truly deserve, you must come to grips with the fact that your own life is indeed no more than a script of your own device that your are playing out. You wrote it and you are playing all the parts. You are the camera crew; you are the makeup man/woman; you are the choreographer; you are the costume designer; you are the lighting manager, art director, set designer, electrician, best boy and grip. It's truly a one-man or one-woman show and it plays exactly as you direct.

All communications between you and your director you must be in writing in your own hand (a brief memo or letter...dated and signed). It seems that purely mental supplications just gets lost in the heaps of other queries, wishes and hopes that occupy the labyrinth of your waking mind: "God, don't let this happen." "Lord, don't let that happen." "I hope Joe's OK." "I hope it doesn't rain." Please let me pass this test."

“Please let the light turn green before I get there so I won’t have to lift my gas pedal foot.” “What should I wear today?” “My prayer is that our team wins, despite what the other team is praying for.”

When you decide to lay the directorship of your play off to your internal “life manager,” God, Krishna, the chairman of the board, the boss or whatever other designation you’re comfortable ascribing to it, you can rest and do your work and receive your reward without worry.

Your director is that entity you have chosen to take charge of the organization of your life and to decipher, resolve and organize all conflicting data that comes into your mind from the many selves that make up whom you are. This entity is entrusted with the responsibility directing all the selves to shut the hell up and just do their own jobs and stop interfering. In my own case, I refer to my life manager as “The Director” and I have put him in charge of all of my goal realization and of turning my dilemmas in quandaries and then resolving them for me. And you know...he’s REALLY been doing a great job. For the first time in my life, I can sleep through the night without worry; I can relax and afford to enjoy my life. I now laugh easily and stay happy even through the trying times...and the financial and personal rewards just keep on coming.

By simply writing a letter to your director about a specific need, that supplication gets set aside and apart from all the other musings and meanderings that your mind has to sort through. Because you wrote it in long hand, it is you who is serious asking for the gift, and it’s the only letter of the director’s desk for that day and it goes on top of the pile, rather than on the bottom. It gets answered first and is most like to receive the most specialized attention.

To be best assured that you’ll receive what you asked for, your letters should be as succinct as you can make them without leaving out the specifics of what it is you want to happen: but by the same token, you also have to remain as general as you can. In other words, if you would be happy with a ruby bracelet if diamonds were not immediately available, don’t specify diamonds your letter: write that a nice diamond, ruby or sapphire one would be just fine. Although if specificity is an issue then be completely specific knowing that if what you’re asking for is out of stock for the moment, you might have to ask a few more times. This is to say that if you need a new car and would settle for nothing less than a brand new Black Rolls Royce Convertible tell your director exactly that in your letter. He/she will not judge you or consider you too self-indulgent: you have appointed him/her to do your bidding and to make certain that you are not harmed by selfish desires that would/could conflict with the freedom or happiness of others.

In your letter, state exactly what it is that you want and need to happen, and what you’ve done, if anything, to make room for the item when it arrives. It’s also quite important to specify when you’d like your need to be fulfilled and physically manifested in your life. Once the letter is completed, dated and signed, you fold in and place it in a private (secret) place and leave it alone. I keep mine in a carved wooden box that a friend gave that has the words “Wish Box” on the outside.

Your letter might look something like this:

Dear Director,

I currently find myself in a difficult position, and truly need your help. My house payments and car payments for this month are due, and I don't have the money at the moment to cover those obligations. Since these sums are all due and payable within one week (by 08/16/0X at the latest), I need enough money to cover them as soon as possible. I ask that you give me a final solution for this problem and the wherewithal to carry it out before the date indicated here. I will accept cash, check or money order...or even anything immediately salable or pawn-able that could get me out of the mess I'm in.

I am hereby leaving this request with you and expect it to be fulfilled by the stated above date if at all possible. The amount requested is \$3,600.00, and I really would like to receive that amount; however, I could get by for a while on just \$2,600 if I had to.

Respectfully,

-0-

Understand that your director can only do what is reasonably possible and cannot and will not try to do the impossible. Therefore all requests must be within reason. If you ask for \$100,000 by next Tuesday and don't indicate that some lesser amount and a later date would work too, your director will not stop short at just \$98,000, which might have been available instead. Over-statement or being too specific could create a failure in the process, causing you to end up with nothing. It's very important that you be specific about what it is you want, but that you never are too exclusively specific. In other words, if you ask for a new car of a certain type and specify that it should be red, there might be a hundred cars just like the one you asked for, but since none of them are red your director might not present them to you because you specifically said you wanted a red one.

By the way, this is exactly the process I used to get the Nissan Pathfinder than I've been driving since 1985. We were VERY short of credit in 1985 and my Jeep Cherokee was on its last leg. So I wrote to my director explaining that I needed a new SUV with a stereo tape deck and a rear spare tire rack and that I wanted a red one, but that I would take any color. Voila! Two days after putting the note in my director's box, I was driving past a Nissan dealership in Arcadia, Ca where, from the freeway, I saw a red Pathfinder parked on a dealer's lot. I pulled off the freeway, stopped at the dealership and within an hour I was driving it home in a new red Pathfinder with a stereo tape deck, a spare tire carrier...no down...no credit application (just a killer interest rate...which was fine with me, given my circumstances at the time; and since I had to have a good car; and since the payment amount was not that crucial to me).

Here's another letter I wrote last year after having sold our home in Granada Hills (bought for \$300,000 sold for \$510,000). The escrow was to close on January 31 (note the date of the letter):

01-02-02

Dear Director,

I need a new residence by or before the end of January of this year about a month away). I wish to pay nothing out of pocket and wish to avoid credit qualifying and any approval process. I choose to continue living in the general San Fernando Valley area and would prefer the Northern end, but would accept any five-bedroom in good condition in or near the cities of Granada Hills, Chatsworth, Woodland Hills, Canoga Park, Tarzana, Reseda, Topanga Canyon or Sherman Oaks.

I am beginning today to make FSBO and landlord calls.

Thank you for handling this request as quickly as possible

Respectfully,

Bill J. Gatten

In making the landlord and FSBO calls I found three houses on the first day that were available with seller financing; although one of them was not at all what we wanted and the other two sellers each wanted cash up front. The last seller I spoke with wanted a full \$150,000 up front, but indicated he'd stay on the loan. Within 15 minutes of that call a Network member called me to say that she desperately needed an up-leg 1031 exchange property, and who just happened to have \$150,000 for the boot. She had to get rid of entire amount within two weeks or pay big taxes on it. Well, because o the perfect fit, we were able to move into our new home two weeks later, and the Network member and I are now 50:50 partners (50:50 NEHTrust Equity Shares) in a property we got for \$530,000, which is now worth about \$600,000 and which will be worth \$800,000 when all my refurbishments are completed (thanks Director!).

The Tools you will need: 1) a sheet of paper 2) a pencil, 3) a box, 4) a secret spot 5) a brain (optional)

-0-

My sincerest wishes for good luck in everything you try, and my congratulations on everything you do,

Bill Gatten