

What is *Sensing What Is*?

Sensing What Is is one of the 2 Zone Tools for stepping into the Zone and living and working in this peak performance and fulfillment state.

It has been designed to train the human mind to be conscious of the inputs from all 5 senses (sight, hearing, taste, smell and feel) prior to labeling the sensation (such as table, barking, sweet, fresh bread, cold etc).

The purpose of this is two fold:

1. It immediately puts you in the Zone
2. It allows you to be aware of how you are feeling in every moment, so that you can immediately bring yourself back into the Zone, when you drop OUT of the Zone.

Because human beings are conditioned from a baby to focus primarily on 4 senses (sight, hearing, taste, smell) and the kinesthetic sense (body - touch/feel) has been ignored, *Sensing What Is* puts emphasis on this sense to start with. To do so, the greediest sense – the sense of sight is removed by closing the eyes, and you are guided to become aware of every part of your body. Towards the end of the *Sensing What Is* session, you are asked to open the eyes, whilst continuing to be aware of the 4 other senses.

By doing *Sensing What Is* everyday for a couple of years you will become conditioned to being consciously aware of all 5 senses. It takes about a month to form a habit and about 2 years to make the habit permanent.

You'll be pleased to know that by the end of the first month of doing *Sensing What Is* regularly everyday, you'll have no doubt that it is an amazingly effective tool for stepping into the Zone.

To live consistently in the Zone most of the time, you'll also need to debunk thoughts that are NOT TRUE. To learn how to do this, read "Selling in the Zone – Stress-free Success in Sales". If you'd like to Zone high and make this way of living the norm, undertake the 12 month Zone Program.

***Sensing What Is* – Instructions for Beginners**

Sit in a chair with both feet flat on the floor and hands resting on your lap close to your body, with the palms facing up.

NOTE: It is not recommended that you do *Sensing What Is* lying down because you are conditioned to fall asleep when you lie down.

If you keep falling asleep while doing *Sensing What Is* in a chair, do not be concerned. It just means that you've not been getting enough sleep. You may wish to go to bed earlier to ensure you get the sleep you need.

If you find it hard to fall asleep; wake up in the middle of the night and find it hard to fall asleep again or are not getting a deep enough sleep so wake up groggy in the morning, I suggest you try *Sensing What Is for Sleep*. This tool is available at the Shop in this website.

The reason for placing your hands palms up on the lap is to make it easier for you to sense the energy in your hand during *Sensing What Is*. If you are unable to feel energy, do not be concerned, just be aware of the relaxation in the hand.

Sensing What Is is not about trying to force the mind to stop thinking. It is impossible to fail at *Sensing What Is*. *Sensing What Is* is about being aware of whatever is happening in this moment. The purpose is to follow the instructions on the *Sensing What Is* recording whenever you are able to. From time to time, the mind will wonder – thoughts will come and you may become involved in thinking. As soon as you become aware that you've been thinking about something else, just bring your attention back to the voice on the *Sensing What Is* recording and continue to follow the instructions. You have succeeded in *Sensing What Is* as long as you are willing to sit in a chair, turn the *Sensing What Is* on and stand up when it finishes. It does not matter how busy or quiet the session was for you or how distracted the mind was while you were sitting there. You can be assured that *Sensing What Is* has done its job, regardless!

When you are in the Zone, the body is relaxed. When the body is relaxed, the mind becomes quieter all by itself. Because human beings are so used to being tense most of the time, we need to form a new habit of being relaxed in the body if we want to live and work in the Zone most of the time. *Sensing What Is* teaches the body to be relaxed and teaches you how to recognize when you tense up - which then gives you the opportunity to relax the body once again and step into the Zone.

If you are not used to sitting still, you may find it a bit uncomfortable doing *Sensing What Is* at first. The mind will tell you that you are wasting your time just sitting there when there is so much to do. It'll tell you to get up and DO something. The mind does not know the power of *Sensing What Is* as yet. Just ignore this thought – it is NOT TRUE that you're wasting your time by stepping into the Zone. If you persevere for 30 days in a row, you'll find *Sensing What Is* becomes comfortable and the mind will know the benefits of doing it, through the experience you have in the Zone.

To ALLOW the body to relax, there is nothing for you to DO. It is more an un-doing and the body knows how to do this all by itself. Just bring the attention to the part of the body that the voice on the recording mentions and the body will relax by itself.

Do not be concerned about noises that you hear outside the room you are sitting in. Just bring your attention back to the voice on the *Sensing What Is* recording when you become aware that the focus of attention has moved to the sound you heard. Do not treat this as an interruption to *Sensing What Is*. All the sounds that you are sensing are just part of *Sensing What Is*.

When you have completed *Sensing What Is*, stand up and go about your day. From time to time, bring your attention to your torso as it expands and contracts with each breath. When you are walking be aware of the pressure under each foot as you walk. When you are eating, be aware of the taste and smell of the food and the chewing taking place. (You may find you enjoy your food more, feel satisfied sooner and therefore spontaneously eat less, when you sense what is while you eat.)

The Beginners *Sensing What Is* tool is 5 minutes long. To be truly effective, I recommend you move on to the 10 minute and then the 20 minute *Sensing What Is* tool, once you are comfortable with this beginners tool. This 5-minute *Sensing What Is* tool can then be used as a top up whenever you feel OUT of the Zone during the day, or to ensure you're in the Zone for an important occasion eg. A critical client meeting.

May you enjoy *Sensing What Is* and the benefits of living and working in the Zone.