

THE  
**3 MINDS**  
OF FOCUS

*Unlocking the secrets  
to discovering life's purpose*

Manny Fiteni

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## **DEDICATION**

*This book is dedicated to those of you that have been my mentors through life, who have nurtured me and supported me in my own evolution.*



## Foreword

**H**ave you ever wondered how some people seem to reach amazing heights in their lives? Everything they touch appears to turn to gold and I am not just talking financially but in nearly every aspect of their lives. They do most things with a passion that we sometimes envy and although they do make an effort, it can be portrayed as effortless. Somehow, when they apply themselves the waters part and they walk a path that we, too, dream to share. And even people who seem blessed marvel at how much they have achieved. Unknown to the masses, and even to some of those that have applied it, they have tapped into the power of a 'Focused Mind'.

A Focused Mind has the ability to harness three separate minds which operate as one. Like a laser beam, a Focused Mind is a unification of energies that is achieved through the management of thought. Deep down a part of us wants to believe that we can achieve much more than we do today but part of us fears to unleash what is really possible.

After years of trial and error and continued learning and observation of others, a program to help make these changes came to fruition. I call this program 'Focus Management' and by applying the four steps in its entirety you will see changes. You will learn answers as to why you fail and why those who seem to have no education or support find success on a massive scale. You will have the tools to change from living an ordinary life to a not so ordinary existence.

They say life is a journey but for most of us it's without a roadmap. This book is not about goal setting, it's about a

metamorphosis and the changes that you need to make so that life becomes a magnificent journey, not a boring road trip. Once you have worked your way through the first three parts of this life-changing program, you will begin to notice your goals have more clarity. For some of those that I have worked with, they mention that it is like a weight being lifted from their shoulders. Business people, too, see massive changes as they approach their working life from a different perspective.

Focus Management originally started in the business world where I observed the thinking and limitations business people placed upon themselves. Many people had developed limitations that they were not even aware of. After many years of study, consulting to businesses and coaching individuals, a program to produce focus was developed. This program brought about clarity and positive change encompassing the combination of The Three Minds:

- The Conscious Mind
- The Subconscious Mind
- The Unconscious Mind.

You can take the first step in a journey of massive change, a journey of really focusing on what you desire from life, not what you have been conditioned to accept. My wish for you is that you never accept second best again and realise you are destined for greatness when you allow it. So take a journey of self-realisation to a more magnificent you.

**Manny Fiteni**

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## Introduction

**M**oving from the shadows, you are led into a room with a mahogany table surrounded by beautiful rich brown leather chairs. Above the table shines a bright light, beaming down as if burning a hole through the fine wood. You move towards the table, gently pulling out the handcrafted chair and apprehensively sit down. You are not sure why you have found yourself here but you instinctively know that this is an important time in your life. Of course you have been here before.

As you sit down, the light above you intensifies and then shifts its direction to the chair opposite you. You get goose bumps on the back of your neck as you feel a presence. Your eyes appear to fail you, as you cannot see what is evidently there. At no time do you feel threatened or fearful. The presence emits tranquillity and then, as if by telepathic means, you begin a conversation.

You are informed that you are about to enter a new chapter in your journey and as in previous times, you start to map out a new path towards your learning. Intuitively you know that you are about to move from spirit to physical form again. Your meeting seems to last forever but then you have no concept of time. You agree on your path for this time, and then suddenly, without notice, the light dims. Everything goes blank and you move back down the tunnel you have been many times before. Your memory of the event is wiped and your journey towards a new path of discovery begins ...



# PART ONE

C O R I N G



# Chapter One

## *Understanding the Core*

*'You don't get to choose how you're going to die or when. You can decide how you're going to live now.'*

*Joan Baez b. 1941*

*American folk singer*

When I first met Peter he was, by all standards, a success. He was a tall, lean man in his mid-thirties, with dark hair, a nice olive complexion and an air of confidence about him. He held a senior management position in a large financial institution and his sole reason for entertaining the idea of a coach was to assist with his progression up the corporate ladder. He was a brilliant communicator and a very switched on individual. He owned the latest Porsche and lived in an apartment overlooking the marina in the Docklands, a Melbourne suburb.

From our first meeting I could tell he struggled with life, even though he was very polished. On the exterior he seemed to have it all but when I got to know him I found he was searching for more. He worked incredible hours and periodically skipped meals, accepting it all as part of his corporate life. After many years of this type of existence he was questioning whether this was something he actually wanted or somehow just fell into. Peter was to become my friend and one of my first clients who explored his own focus and the mastering of his own destiny. A destiny that he came to learn was in his hands, not the hands of others.

## **The Death of a Dream**

Sit for a moment and think back to when you were a child. Think about a time when dreams could always be fulfilled and the only thing that stopped you from achieving possibilities was your imagination. Think as far back as you can remember. See if you can remember what you wanted to be when you grew up. Now move forward to your late teens; your dreams for the future may have changed.

When you were a child the possibilities were endless. Maybe you wanted to be a fireman, a nurse or even an astronaut. As a teenager you may have redefined your view on what is possible. Maybe you wanted to be an electrician or a lawyer. Your dreams are more than careers; they encompass material things such as houses, cars and even health and spirituality.

Take a leap forward to the present. Did you achieve some of those dreams or did you, like so many generations before you, accept second best? 'Second best?' I hear you say. Well second best to what you really wanted to achieve. Some of you may live in nice houses and drive beautiful cars but the question is always the same: Are you really happy with life? Does it seem that life passed you by? Dreams fade and new ones appear, but in many cases it's an old one in a new suit. For many of us we go through a similar pattern of getting excited by possibilities. But when they do not happen the way we envisage, we begin to sabotage our own success. Our thoughts move from success to excuses, and eventually to the death of our elusive dreams.

## **What am I doing in my life?**

As mentioned earlier Peter was one of my first clients. He appeared to have a very comfortable life. He owned a few properties, some shares and earned well above the average person.

For a guy of thirty-five he enjoyed the fruits of being an investment banker. Life was good, or so it seemed. But Peter was in a period of his life that I call 'reflective burnout'. He had strived for over a decade to achieve all that he acquired and now ... well now it didn't seem to be what he wanted. He was questioning things he once thought were a sign of success. He wanted to be creative and he wanted to have what many of us talk about but only few achieve – balance.

In today's world everything seems to have sped up. Information is now instantaneous with such inventions as the internet. Our mobile phones can download movies or receive emails. The time of 'The Quickening' has arrived. Technology has sped up. The information we receive, and life in general, has become an age of GO, GO, GO. And the challenges we face in order to sustain balance are at its greatest we have seen in our history.

### **Lateral Focus and the Science of Possibilities**

Peter and I talked over a coffee one day as I explained that he appeared to be 'out of sync'. He looked at me intensely, almost squeezing his cup. And even though to many he appeared to be very calm and cool in his manner, I could see that his choices in life were not making him happy.

'What do you mean by choices?' Peter asked, as he took another sip of his coffee.

'Well,' I replied. 'You have married friends and colleagues?' He nodded in agreement. 'So at some stage in their life they made a choice to allow a different path than to remain single. Let me give you an example. Beatrice is a close friend of mine. When she was in her twenties she was given an opportunity. Her great aunt was quite elderly by this stage and having been a widow for some years without having any children, wanted

to share her wealth with her favourite niece while she was still alive.

‘Now she didn’t want her to just squander the money on material things, she wanted her to gain experience and knowledge. The conditions of this inheritance were that she couldn’t buy anything that was of a material nature such as houses and cars. She still had plenty of time to do that with her life. She was instructed to find an experience that would see her grow as a person. At first Beatrice found this to be a difficult exercise. Her approach had to be a little different to other people that may have just won the lottery.

‘So over the summer holidays she made some enquiries and was accepted to study Japanese in Tokyo. Her decision met with her great aunt’s approval. It met her criteria of gaining knowledge and Beatrice believed that learning this language would help her to pursue a corporate career overseas. Now I guess you would think this is the end of the story. Well Beatrice did travel and she did study. She even worked and lived in Japan. She worked long enough to meet an American ex-pat by the name of Ron, who became her husband.

‘After a few years she returned to Australia with her husband and son Jesse. They both now consult to Japanese owned manufacturers and assist with their dealings with the government. What if Beatrice had decided to choose another option and stay in Australia? Her experiences would not only have been different but the way her life unfolded would have created a different reality. So one decision can influence and create a chain reaction that shapes our lives.’

Peter was now sitting forward in his chair listening intently.

‘Life is a series of parallel options – having ‘Lateral Focus’



Peter now looked a little perplexed.

‘Let’s take our example with Beatrice. She made a decision to go to Japan where she found love with Ron from America and today she lives a very comfortable life. But she could have easily completed a business degree in Australia or travelled the world visiting every wine region, learning about all the wines that she so much enjoys. So instead of taking the first option or thinking that there was just one way of doing something, you have the ability to be lateral with your focus.’

### **Parallel Options**

‘In other words you have several options and each one takes you on a different path.’

‘So you mean the choices I make determine my future?’ Peter asked.

‘Absolutely,’ I replied. ‘No matter how a situation may look to you, you will always have options.’

It is how you react to these opportunities and this is usually determined by some prior programming you have experienced. Some of you maybe already be familiar with Og Mandino. Og was a well-known self-development author who passed away in 1996, but left a legacy for others to learn. After ten years of marriage, Og struggled to make ends meet with his mounting debts. To ease his pain he turned to alcohol. It started with the occasionally drink after work, and then led to a regular event. Soon it became a habit he couldn’t control. Things went from bad to worse and it was not long before his wife could no longer bear this existence and left with his only child. Og struggled for the next couple of years, doing odd jobs to survive. There were many times when he found himself lying in a gutter drunk. Then, as Og put it, “One cold wintry morning in Cleveland, one I shall never

forget, I almost took my life. I had passed the window of a dingy pawnshop and I saw a small hand gun inside on a shelf. Attached to its barrel was a yellow tag which said twenty-nine dollars. I reached into my pocket and removed three ten dollar bills. All I had in the world, I thought. There's the answer to all my problems. I'll buy that gun, get a couple of bullets and take them back to my dingy room. Then I'll put those bullets in the gun, put the gun to my head and pull the trigger. And I'll never have to face that miserable failure in the mirror again."

Og had come to a crossroad. Either he would end his life then or make a decision to change his life. Instead, Og decided on that wintry morning to walk away from that pawn shop and head to a public library where he could thaw out. Wandering through the library he found himself staring at the self-development section. This small decision led him to read several hundred books as he travelled across the country, until one day he picked up the famous book by W. Clement Stone called *Success Through a Positive Mental Attitude*. Og eventually worked for Mr Stone and became one of his top salesmen. He remarried and at the age of forty-five he penned his famous book *The Greatest Salesman in the World*. We are all faced everyday with decisions that alter our future. No one is necessarily more right than the other. Each is just a decision to take a path.