Find Your Hara--Your One Point Focus--And Achieve Your Dreams

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In the martial arts, the Hara is a point two inches below the navel that is a center of power and balance. When martial artists perform great feats of strength such as breaking boards or bricks, they focus their power from the Hara. In the same way, you can generate great power and accomplish your heart's desires by developing a one-point focus--by creating a Hara (PURPOSE) Statement that summarizes what you want out of life.

Here are some of the Hara Statements of great achievers from history:

A) GEORGE WASHINGTON CARVER: USE THE PEANUT TO MAKE USEFUL PRODUCTS TO IMPROVE SOCIETY
B) LINCOLN: FREE THE SLAVES
C) MARTIN LUTHUR KING: BRING EQUALITY, RESPECT, AND CIVIL RIGHTS TO ALL HUMANS
D) GANDHI: BRING HUMAN DIGNITY AND FREEDOM TO THE OPPRESSED
E) STEVEN JOBS: MAKE A COMPUTER LIKE YOUR FRIEND (APPLE)
F) MILLIONS OF PEOPLE CONCENTRATE ON POVERTY, FAILURE, AND DEPRIVATION, AND GET A BIG DOSE OF IT.
G) JESUS: TAKE THE SUFFERING OF THE WORLD AND TRANSFORM IT INTO ETERNAL LIFEPOWER

When you have a hara statement--a life-driving mission or purpose--you liberate your energies and increase your motivation to reach your dream. You plan better, work harder, and recover more quickly from setbacks. You learn that each setback or "failure" you experience on the way to your goal has the seed of an equivalent benefit--a lesson learned, a strength developed, that will bring you closer to your goal.

Once, there was a timid salesman who took a self-development course, and decided he would apply the lessons learned. He went to his boss and asked for 10 of the most difficult sales accounts--the 10 businesses that no salesman had ever sold to. The salesman then created his Hara statement: "By the end of this month, all of you (the difficult 10) will buy from me, and I will provide you will unsurpassed service. I will not stop until my goal is reached." Within one week, he had sold to 3 out of the 10 "impossible" accounts. He then continued visualizing his One Point Focus until he had sold 9 of the accounts.

But, there was one stubborn business owner who would not buy from the salesman, no matter how much the salesman tried. Every day for one month, the salesman would visit the business owner, and every day the business owner would say “No, I’m not buying.” Finally, the business owner said, “You have wasted an entire month trying to sell me. Why have you wasted your time?”

The Salesman replied: “I have not wasted my time. I have been going to school, and you have been my teacher. Now, I know all of the arguments for not buying. I have also been practicing self-confidence in the face of rejection.”

Finally, the business owner sighed and said: “I, too have been going to school. You have taught me the value of unrelenting persistence and unyielding focus, which is worth significant money to me. I will pay my tuition fee by giving you an order.”

As a result of his unwavering focus, the young salesman earned the best account in the city, and went on to become the top producer in the nation who provided impeccable service to his clients. In the end, he became a very wealthy and happy man because he applied the One Point Focus--thereby becoming an irresistible force for the activation of his dreams.

Now, it’s your turn. Take a piece of paper, or write on your tablet or computer, one sentence that summarizes your great mission or Hara Purpose in life. Memorize that statement, post it on your walls, and bring it up in daily conversation. The more you rehearse and practice your Hara Statement, the closer it will come to becoming reality. You will be unstoppable. You will help others. You will change your world.

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