

Life's *Missing* Instruction Manual



**The Guidebook
You Should Have
Been Given
at Birth**

JOE VITALE



John Wiley & Sons, Inc.

Praise for *Life's Missing Instruction Manual*

"In a world of confusion and stress, it's a relief and a joy to have this book to read and give to family and friends."

—**Jack Canfield, co-creator, #1 *New York Times* best-selling *Chicken Soup for the Soul*® series; author, *The Success Principles*™**

"Every man, woman, and child ought to study this book like a scientist. Every high school, college, and graduate school ought to include it in their curriculum. Joe Vitale reveals and reminds us of the wisdom it takes to be happy, healthy, and wealthy.

"I couldn't put this book down."

—**Steve Siebold, author, *177 Mental Toughness Secrets of the World Class***

"Brilliant, simple and profound. If we could all absorb and live by just one of these lessons every day, our lives would truly be abundant. As I read, I realized I needed about 50 copies to give to the people I love and care about. This is truly a unique work of art from the spirit of a beautiful man. *Life's Missing Instruction Manual* will make you think, feel, and be more curious than ever about what you can create for your life and for those you love."

—**Wendi Friesen, CEO and founder,
www.Wendi.com**

"Joe Vitale opens the wisdom of the ages to all who will read the pages of this winsome, precious gem of a book. The missing manual may be the only self-help book anyone really needs, if they would simply heed it. What a gift to the world it is!"

—**Marcus L. Gitterle, MD, wellness consultant,
nutraceutical designer**

"This is a fabulous book! I suggest you buy multiple copies so you can give them to your friends. They will appreciate it."

—**Cindy Cashman, million-selling author**

“Wow! This book is the simplest, clearest explanation of how to live life to the fullest that I have ever come across, and having co-founded HealthyWealthynWise.com, I’ve seen hundreds! Joe is right, they should pass this book out to everyone just after birth. Snip! The cord gets cut and they hand you your own copy!”

—**Ric Thompson, HealthyWealthynWise.com**

“This new book by Dr. Joe Vitale is ripe with wisdom that will nourish and enrich the mind and soul of any who choose to feast on its words. It is an essential book for every person to guide them through life.”

—**Dr. Rick Barrett, author, *Dare to Break through the Pain*, www.healedbymorning.com**

“This is the volume that should have come tucked under the pillow in your bassinet—words of wisdom about life, and yes, about business, too. Once again, Joe Vitale speaks directly to those of us who seek success through spirituality.”

—**Jillian Coleman Wheeler,
www.GrantMeRich.com**

“This book is so good I’m reading it to my sons and they love it, too. It’s a lifetime of wisdom delivered in quick, easy-to-digest lessons everyone really should have at birth.”

—**Craig Perrine, www.MaverickMarketer.com**

“Joe did it again! He delivers the secrets to living a healthier happier life in easy-to-read nuggets of wisdom and parables. The perfect gift book for you and everyone else who wants a better life.”

—**Nerissa Oden, <http://TheVideoQueen.com>**

Life's *Missing* Instruction Manual



**The Guidebook
You Should Have
Been Given
at Birth**

JOE VITALE



John Wiley & Sons, Inc.

Copyright © 2006 by Hypnotic Marketing, Inc. All rights reserved.

Published by John Wiley & Sons, Inc., Hoboken, New Jersey.

Published simultaneously in Canada.

Cover Design: Paul McCarthy

Cover Photograph: © Steve Cole

No part of this publication may be reproduced, stored in a retrieval system, or transmitted in any form or by any means, electronic, mechanical, photocopying, recording, scanning, or otherwise, except as permitted under Section 107 or 108 of the 1976 United States Copyright Act, without either the prior written permission of the Publisher, or authorization through payment of the appropriate per-copy fee to the Copyright Clearance Center, Inc., 222 Rosewood Drive, Danvers, MA 01923, (978) 750-8400, fax (978) 646-8600, or on the web at www.copyright.com. Requests to the Publisher for permission should be addressed to the Permissions Department, John Wiley & Sons, Inc., 111 River Street, Hoboken, NJ 07030, (201) 748-6011, fax (201) 748-6008, or online at <http://www.wiley.com/go/permissions>.

Limit of Liability/Disclaimer of Warranty: While the publisher and author have used their best efforts in preparing this book, they make no representations or warranties with respect to the accuracy or completeness of the contents of this book and specifically disclaim any implied warranties of merchantability or fitness for a particular purpose. No warranty may be created or extended by sales representatives or written sales materials. The advice and strategies contained herein may not be suitable for your situation. You should consult with a professional where appropriate. Neither the publisher nor author shall be liable for any loss of profit or any other commercial damages, including but not limited to special, incidental, consequential, or other damages.

For general information on our other products and services or for technical support, please contact our Customer Care Department within the United States at (800) 762-2974, outside the United States at (317) 572-3993 or fax (317) 572-4002.

Wiley also publishes its books in a variety of electronic formats. Some content that appears in print may not be available in electronic books. For more information about Wiley products, visit our web site at www.wiley.com.

Library of Congress Cataloging-in-Publication Data:

Vitale, Joe.

Life's missing instruction manual : the guidebook you should have been given at birth / Joe Vitale.

p. cm.

ISBN-13: 978-0-471-76849-4 (cloth : alk. paper)

ISBN-10: 0-471-76849-9 (cloth : alk. paper)

1. Life skills—Handbooks, manuals, etc. I. Title.

HQ2037.V58 2006

158—dc22

2005026007

Printed in the United States of America.

10 9 8 7 6 5 4 3 2 1



“Honor all life.”

BENU

CONTENTS



FOREWORD Gay Hendricks, Ph.D. xiii

ACKNOWLEDGMENTS xv

Introduction: How to Use This Manual

Introduction 3

You: Congratulations on Your Life

Your Point of Power Is Now 7

“I Wish I Had Learned . . .” ~ Jim Edwards 9

You Can Be Happy Now 9

Life Doesn’t Have to Be Hard 10

You Are Behind Your Eyes 10

Your Feelings Are Hidden Thoughts 11

Everything Is Energy Directed by Your Thoughts 12

You Can’t Stop Your Thoughts but You Don’t Have
to Listen to Them, Either 12

Everything Is a Projection from Inside You 13

Your Nature Is Your Current Act 14

How to Know What You Want 14

You Get More of Whatever You Focus on 15

Whatever You Say after “I Am” Defines Who You Become 15

What You Love or What You Hate Will Be Drawn to You	16
Your Body Requires No Assembly	16
Great Hair, Great Day	16
Your Memory Will Never Be Accurate	17
Love	17
Sex	18
Food	18
Exercise	18
Three Life Lessons I Wish I Had Learned Earlier ~ Dr. Paul Hartunian	19

Internal Capabilities: Understanding Your Life's Potential

Anything Is Possible	23
You Create Your Future with a Pen	23
Achieving Your Goals Is Easy	24
Your Mind Operates under Its Own Conception	24
How to Feel Better in One Minute	25
A Smile Is Universally Understood	25
Exercise: Laugh Like a Child with Milk Coming Out Your Nose	26
Your Language Can Create Attractors	26
Behind Every Behavior Is a Belief	27
Reclaim Your Self-Esteem: Transform Your Self-Talk from Negative to Positive ~ Dr. Joe Rubino	27
Three Secrets to Manage Your Time	33
Naps Are Good	34
Letting Go of Your Fears ~ Cindy Cashman	34
How to Break Through the Hidden Obstacle Holding You Back from What You Truly Want ~ Craig Perrine	38
Who You See Is Who You Will Be . . . ~ Kevin Hogan	42

To Everything, Turn! Turn! Turn! ~ Alan R. Bechtold	44
What I Wish I'd Learned When I Was Younger ~ Bob Scheinfeld	48
The Great Philosophers Were Only Giving You Their Views	49

External Connections: Caring for Others in Your Life

The Most Valuable Life Lesson You'll Ever Learn ~ Chip Tarver	53
Your Relationships Are for Your Growth	54
Your Parents Did the Best They Could	54
Your Children Will Become What They Become	55
You Can Achieve Anything with Support	55
Listening ~ John Milton Fogg	56
What You Do Influences People Down the Chain	57
People Like Nice People	58
People Want to Be Loved	58
Having a Role Model Can Bring Out the Best in You	58
How to End an Argument	59
How to Deal with an Enemy	59
The Man Who Offered to Beat Me Up	59
Everyone Is Going through Something	61
Failing Life ~ Bill Harris	61

Troubleshooting: Taking Care of Yourself

The Universe Always Says Yes	67
Once You Get the Lesson, You Don't Need the Experience	67
Give What You Want to Receive	67
You Get the Results You're Supposed to Get	68
This, Too, Will Pass	68
Be Not Afraid	69

What You Fear May Contain What You Seek	69
Be Willing to Delay Gratification to Achieve Astonishing Results	70
The Lesson That Takes a Lot of the Speed Bumps Out of Life ~ Ann Taylor	70
Miracles Happen All the Time—No Exceptions	75
Confusion Is the Wonderful State before Clarity	75
The More Clutter around You, the More Clutter in You	75
The Night Window Is Your Chance to Place Your Order	76
Welcome Ghosts	76
Do Not Strive for Perfection	78
Perfect As Is ~ John Burton	79
How You Feel Really Does Matter ~ Mandy Evans	80
Forgiveness ~ Jeremy Likness	83
Logic Doesn't Exist	84
How to Make a Decision	85
You Will Always Want to Be Right and Rarely Will Be	86
Everything You Hear Isn't True	86
Judgment Is Not Evil ~ Bruce M. Burns	87
Names Do Hurt	87
Predicting the End of the World Will Make You Look Bad	87
All Time Happens Now	88
What Time Is It For?	88

Optimum Performance: Getting the Best Out of Your Life

Indian Wisdom: Two Wolves	91
Don't Be Afraid to Ask for Help	91
To Change, Burn Your Bridges	92
What to Do When You Are Afraid ~ Dr. Larina Kase	92
My Inherited Fear of Financial Ruin ~ Dr. Robert Anthony	93
Are You Playing the Role of Victim? ~ Nerissa Oden	98

How to Get a Job	99
Get a Pet	100
Illness Is a Call from Your Body	100
Pay Your Taxes	101
The Favorite Question of Your Mind Can Drive You Batty	101

Specifications: What You Need to Know About Others

People Idolize the Past, Complain about the Present, and Fear the Future	105
People Never Question Their Own Beliefs, so Don't Try to Change Them	105
People Will Tend to Say Yes If You Start Them Saying Yes	106
People Do Things Only for the Good Feelings They Get	106
People Will Pay Any Amount of Money to Have Their Inner States Changed	107
People Want to Be Happy—Period	107
People Respond to Flattery	107
People Will Never Argue with You If You Never Make Them Wrong	108
People Always Act for Positive Reasons, Even If the Behavior Is Negative	108
People Will Respond to You If You Get Out of Your Ego and into Theirs	109
People Want to Be Recognized	109
People Universally Feel Deprived	109
People Are Collectors of Something, Whether of Books, Thimbles, or Recipes, Though They May Deny It	110
People Will Continue with a Bad Habit until It Hurts	110
People Will Do Whatever You Want as Long as They Don't Have a Counterthought to Your Request. Handle the Objection and They Will Comply	110
People Feel That Someone Else Is in Control and Desperately Seek Ways to Have Power Again	111

People Will Follow Commands That Make Them Feel Superior	111
People Are Deeply Affected by What Others Think	112
People Only Act for Self-Serving Reasons, No Matter What They Say or What You Think	112
People Unconsciously Respond to Your Unconscious Intentions	113
People Will Never Change Their Human Emotions or Basic Desires—Only Their Dress and Their Tools Will Change	113

Proper Usage: Defining Your Life's Purpose

You Can Have Whatever You Want as Long as You Don't Want It	117
Rags to Rages ~ Mark Joyner	117
Crazy Wisdom ~ Blair Warren	118
Growing Old May Be a Choice	119
Money Is Energy	120
Marketing Is Not Evil	120
Failure Is Not Death	123
How to Handle Death	123
The Only Thing You Can Count On	123
The Healer's Secret—How Can This Secret Transform Your Relationships? ~ William Wittmann, M.Ed., LMP	127
Three Secrets ~ Marc Gitterle, M.D.	130

Assembly Required: Creating Your Future

Almost All First Steps Are Awkward	137
Don't Fall Back ~ Bill Hibbler	137
A New Way to Easily Achieve Your Goals	140

Spinning the Roulette Wheel to Self-Fulfillment ~ Dr. Rick Barrett	142
The Top 10 Destructive Money Beliefs (and How to Overcome Them) ~ Dan Klatt	147
Your Mind Is an Instrument for Poverty or Prosperity ~ Randy Gage	150
When Bad Things Happen to Good People	150
Everything You Do Will Be a Success	151
Life is Short ~ Jillian Coleman	152
The Owner's Manual I Wish I Had Gotten at Birth ~ Pat O'Bryan	153
<i>Aude aliquid dignum</i>	157
ABOUT THE AUTHOR	158

FOREWORD



How rare it is in life to discover a book in which every idea is sound and every word rings true! That is exactly what I was privileged to discover in Joe Vitale's new book, *Life's Missing Instruction Manual*. I predict that you, too, will feel a deep appreciation for Joe's contribution when you take to heart the treasure trove of practical enlightenment in this book. There's something valuable to learn on every page.

One of the vows I made to myself and the universe when I began writing books of my own was that I would never write about any technique or principle that I had not personally found practical and useful in my own life. It is clear from reading *Life's Missing Instruction Manual* that Joe Vitale has taken a similar vow. I believe it's a particularly important one in today's media-rich environment, in which much bull is slung in the name of truth. Thirty-some years ago, when I was working on my doctorate in Counseling Psychology at Stanford, I had grown disenchanted at encountering one expert after another who had no personal experience with the processes he or she advocated. The excuse usually given was that it was important to maintain clinical detachment. The message was always "Do as I say, not as I do." The wisdom that Joe dispenses in this book comes from the opposite end of the spectrum. There is, thankfully, no clinical detachment here; rather, there is the distilled practical wisdom from a life lived on the front lines, helping real people solve real problems.

As I read the bite-sized bits of wisdom in the *Manual*, I found