Chapter 1: The Definitive Series Part 1 - It Begins!

The first webinar in the Definitive Series gives you an organizing principle for the *Law of Implication* by understanding what bottlenecks are and the importance of clearing enough of them out for success in life.

🔲 **Mental Picture #2 – Electronegativity**

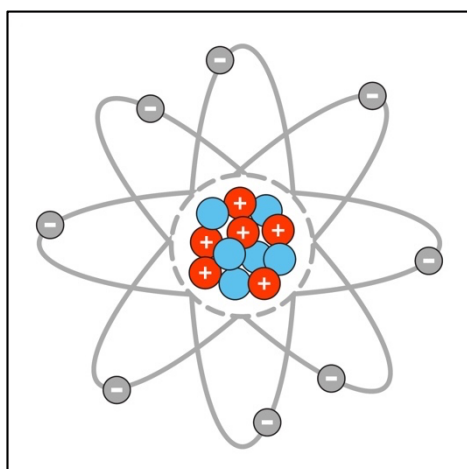❓ **Question: What is an organizing principle?**

David: An organizing principle is what I look for when it comes to any topic, because it tends to provide a *cornerstone for understanding*. If you're trying to understand chemistry or other topics, such as relationships, making money, a particular industry, or web design, then details first matter in a certain way. You're not going to remember them very well, but they matter. What you need is not necessarily 'the big picture', but an organizing principle to understand everything else, including all the details.

I've come to an organizing principle for the *Law of Implication*. **Clearing bottlenecks** is our organizing principle, and we're going to be able to understand how to go about things, be strategic, feel good and motivated while we're doing it, have the right goals, make the right decisions, have the right responses, have good relationships, make money, and have peace of mind; all through this organizing principle and lots of details that we build on top of that.

💡 **Concept:** *What you need is not so much the 'big picture', but to get to an organizing principle that can lead you to an understanding of the Law of Implication, and through to mastery.*

🖼 **Mental Picture: Electronegativity**

The organizing principle to understanding chemistry, for example, is *electronegativity*, a property of an atom to attract electrons toward itself, which is the organizing principle for the periodic table of elements. Pretty much all of chemistry comes down to dealing with that. Once you have a basic grasp of electronegativity, then it allows you to build back up; details get remembered, a framework builds, and mastery can occur, if it's not blocked.

🧩 **Application: Slide 1:** We can understand the *Law of Implication* via the organizing principle of **clearing through bottlenecks** toward the final goal vs. default thinking.

↗ **Contrast:** To contrast this type of thinking about clearing bottlenecks, you'll see how it's much more counterintuitive to do it consistently, rather than the "default" type of thinking. Clearing bottlenecks is going to turn out to be not so obvious in practice as we look at how people usually operate and how they normally go about by default trying to succeed without questioning *if their underlying method* is correct.

Default Thinking	LOI Foundational Strategy
The "big picture"	An organizing principle
Planning	Strategy
Attack first, then struggle with trying to deal with things as they come up	Win first, then attack

Increasing your ability to identify and clear bottlenecks is *the* question, *the* skill. It is your potential power, and then your actual power.

🔲 **Mental Picture #3 – Car Assembly Line**

❓ **Question: What Are Bottlenecks and How Are They Cleared?**

The basic idea of a bottleneck is the narrow neck where liquid can't get through as fast as if it were wide. I'm going to greatly expand the idea of what I mean by "bottleneck" way past this basic metaphor.

Slide 2: Bottlenecks can be failure conditions, limiting factors, obstacles, lack of escape velocity or momentum, inertia and getting started, false paths, wrong assumptions, false ideas, lack of information, false information, hidden norms and standards, illusions, a flawed method of being certain, core beliefs, identifying with incorrect ideas, inaccurate self-image, and psychological defenses. Clearing bottlenecks includes the method of identifying and clearing out bottlenecks with strategy and tools.

💡 **Concept:** *The Law of Implication is all about identifying and clearing out bottlenecks because life is about that.*

🖼 **Scenario: A car assembly line.** The basic idea of a bottleneck is when one part of

a car assembly line is working more slowly than the other parts. Metaphorically, that would be a bottleneck, and you'd want to deal with that in some way to increase the overall efficiency of the assembly line. You don't want to distribute your resources equally; you want to focus more on expanding that particular bottleneck.
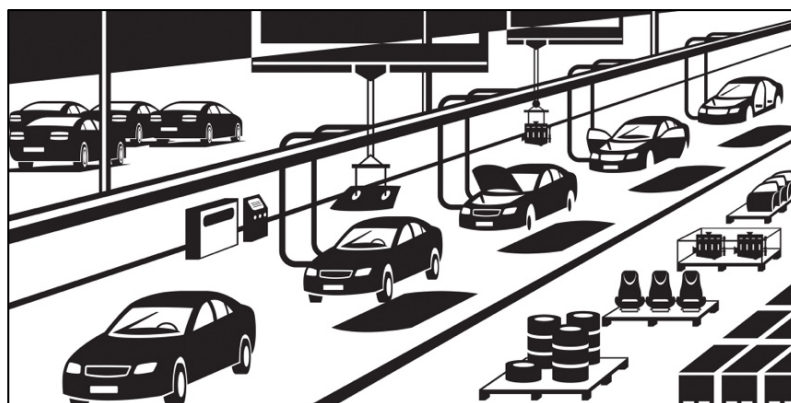
Application and Contrast: If bottlenecks are obvious, you can just look at five machines making parts and see that one of them is producing parts more slowly than the others. Then you can simply allocate your resources, focus, consulting, money, or whatever is needed into upping the speed of this one machine. But as bottlenecks get more complex with things being hidden or not obvious, with misinformation, and with inaccurate methods of thinking, then the level changes of what is the correct optimal strategic process.

Life is not purely out of our control. So, outside of luck, the environment, and what you start with, to whatever degree it's within our control, then **what is within our control is our *increase* of strategic ability.**

Slide 4: Levels of strategic ability for clearing bottlenecks consistently and ruthlessly:

| Types of Bottlenecks	Clearing Bottlenecks by Increasing Your Levels of Strategic Ability
Ignoring Bottlenecks?	**Planning** This is the default method – A list of things you assume will go right. Clearing bottlenecks is not a concept that fits into this default world view in an important way.
Obvious bottlenecks that you can see easily?	**Strategy** Strategy as defined in LOI is allocating limited resources as a result of identifying and clearing bottlenecks. **Skills** Ones that you already have or can learn to clear bottlenecks.
Bottlenecks that are *not* immediately obvious?	**Information gathering** Scout the track, observing, researching, etc.
Information that is sometimes false?	**Thinking for oneself** It would work in a world where your mind is always right, but that is not the case with illusions, false assumptions, standards and norms, false information, and *not* considering you could be wrong.
Thinking itself is sometimes false, *even* when full certainty is felt?	**Law of Implication Method:** Overcoming the powerful defense to not think about epistemology to discern what is true, even when feeling certain, is where LOI is needed for accurate thinking about clearing bottlenecks. You need a *method* of getting to certainty, which means *questioning* your method, sense of self, competency, identity, confidence, the feeling of confidence being attacked, and defensiveness.

◼ Mental Picture #4 – Clearing the Track

❓ **Question: What role or self-identity is helpful for clearing obstacles?**

💡 **Concept:** *Identify as a person with the process and tools for clearing the track.*

🖼 **Scenario: Focus on Clearing the Track**

Imagine a cart on a track, and we want the cart to reach a goal but there are obstacles, wrong turns, and false illusions about the track that might make us go to a totally wrong place. In that case, it would be strategically unsound or basically silly or crazy to be focusing on the cart with energy and positive thinking, assuming that we had it all handled to get the cart to go to the destination. If someone suggested otherwise, we'd tell them, "Stop with the negative thinking" because it would erode our self-confidence and motivation if we worried about being on the wrong track.

The way I view the world, it's about the *track*. I identify more with the *method* and the *process* of improving my understanding for spotting, dealing with, and clearing out bottlenecks.
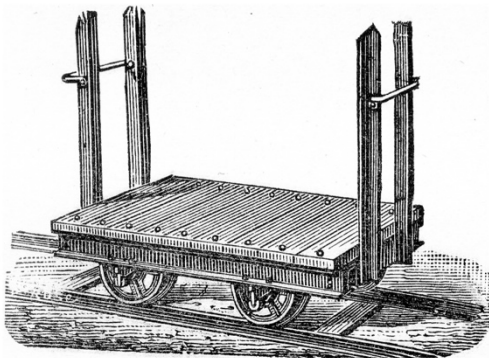
I fundamentally identify with the entity who is seeking to improve the process and the toolbox for identifying and clearing out bottlenecks. The correct way to be sure the cart got to its destination would be to not focus so much on the cart, but rather to identify with the person who is outside the cart, doing the process of moving obstructions off the track, checking the track for breaks, false turns, broken bridges, fallen trees and other obstacles that are ahead on the track.

↗ **Contrast: Focusing on the Cart**

Slide 3 – Identifying with the cart: We can get a glimpse of what people do that is wrong; a deep paradigm they don't realize they have, where they focus on the cart, identify with the cart, and measure progress by how close the cart is to its goal. People get on the cart, cheer on the cart, want to see it get closer to the goal, see it go faster and further toward the goal, and they feel excited about that.

If someone were to suggest, "Maybe around the bend there's a problem," they may reply, "We want to be confident. You're not being a positive thinker. If some other person can do it, we can do it. We'll cross that bridge when we come to it. We'll attack first, and then deal with things as they come up." But they might go off a cliff by not seeing it, or there might not be a bridge, or they might smash into a wall, or they'll get on a false path and not know it.

Maybe you aren't hearing any negative feedback, so there's never any indication that you could be deeply wrong about a particular viewpoint. You could get on a false path and then decide that a different destination is where you wanted to be all along, or you might say something like, "Life is about the journey, not the destination."

How people view the world is by identifying with the cart and thinking that getting to a goal is mostly a function of how good the cart is and how good the self is. They want to believe that their cart, their self, is strong and that the cart is responsible for getting them to the goal and that the path is marked out, rather than the track needing to be cleared first to be obstacle-free, bottleneck-free, and illusion-free. If a goal is achieved, they give themselves the credit, how they were already right, or how they struggled and overcame, rather than giving credit to having the right process and tools to clear bottlenecks.

🧩 **Application:** If the track were completely clear you could go directly to the goal. But in reality, there are a variety of bottlenecks and obstacles in the way. We're going to go deep and see some that are hidden and counterintuitive as we're *consistent* with the idea of clearing through bottlenecks as our way of succeeding in life for ourselves and others.

I want you to be able to correctly identify things that are going to lead to achieving your goals. We're going to see that LOI gives you the strategy and the tools to identify and remove bottlenecks. Obstacles, wrong turns, blockages on the track, and wrong assumptions prevent the cart from getting to its destination. Strategy comes into play when these bottlenecks exist *vs.* a plan (a list of all the things that you assume will go right). Planning usually ignores bottlenecks.

 Embrace that it is *radically important* to success in life (good relationships, sense of well-being, peace of mind, money, needs met, etc.) to accurately identify and clear out any kind of obstruction to getting to the maximum possible value of experience for yourself, others you care about, and every person.

◼ Mental Picture #5 – Burning 'the Witch'

❓ **Question: Why is a strong feeling of certainty a potential red flag?**

💡 **Concept:** *Think for yourself by building a correct method to filter truth **vs.** feeling 'certain enough' and even being morally certain based on the default norms of what you've absorbed from other people.*

🖼 **Mental picture:** Image from the *Castlevania* video game where medieval villagers burn a kindly healer at the stake as a witch. They felt very certain, including morally certain, that they should burn her alive. Although they misjudged her, the *implication* was that they preferred to be wrong, even if it brought suffering on themselves and their loved ones, rather than question their selves or their method of figuring out what was true or false.
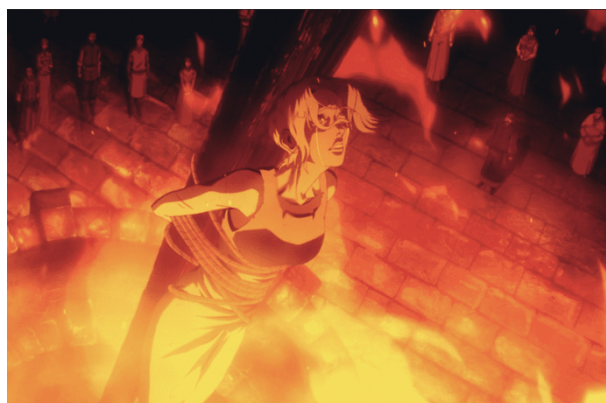
🔧 **Application:** There's a very strong **psychological defense** that has to do with knowing, certainty, and our ability to think for ourselves, and whether that is a bottleneck that *feels* important. Our mind is going to keep trying to squirm around this, even if we feel like, "I could be wrong, even if I *feel* certain." For example, you might feel like, "I want to stop listening to David because of a particular belief of mine that he's challenging. I don't like people with the point of view that he has; those people are bad." But if we're focused, ruthless and rigorous about clearing out our own bottlenecks, then we *don't* want ourselves and our loved ones to suffer, rather than confront our self being wrong.

In this extreme scenario of the *Castlevania* series, the townspeople who participated in and cheered for this witch-burning were about to cause a ton of misery on the town, including the people they loved, so they must have felt very enthusiastically correct and certain about it since this decision was going to cause them a lot of suffering. They would emphatically deny this, but by their actions, when faced with the implicit decision of considering that they were wrong, they preferred for their loved ones to suffer greatly rather than question their own system for thinking and their method for determining whether information is sometimes false.

If we've never stopped to figure out an organizing principle upon which to build a correct method for discerning what is true, then the only place our method could come from is that we already had it out of the box when we were zero years old, or that we absorbed it from other people. Where else could it have come from?

When I give you that story about burning the witch, it can feel very important to immediately affirm to yourself that "I would never do such a thing," right? *That's* the defense. *That's* what we have to break through, to *stop* saying you couldn't possibly be one of those townspeople burning the witch. I agree that none of us would do that specific thing, but we might do something analogous. Even if we wouldn't do something that bad, we could feel that somebody who doesn't agree with us about a certain thing is a real jerk

or worse, and should be "canceled" (silenced), or not allowed to have a career, or put in jail, or be killed, or at the least, just looked at in distaste.

The most basic bottleneck is the mistaken assumption that our mind has it handled, and when we *feel* "certain enough," that's it, we *are* certain. We identify with our mind, which we shouldn't, and we identify with that certainty, and feel that it's negative thinking to suggest otherwise to someone. This is an example of the *defense against the defense*. It would feel like an attack. It would feel counter-productive, like undermining the person's confidence. It would feel negative in all sorts of ways to them, **but it's actually identifying the *real* bottleneck.**

This defense is very powerful, but we want to have a paradigm shift to where we are *excited* to find obstacles.

⤴ **Contrast or opposite:** Actual knowledge requires consciousness. As part of our paradigm shift, we want our gaining and understanding knowledge to be *qualitative*. You can't get to certainty by accumulating evidence. You can get to a *feeling* of certainty and you do, because that's how your mind works on a basic default level. But to get to *actual* correct knowledge or certainty, it has to be based on a *qualitative process* of the correct type of proof. You can't actually prove something by just having a bunch of feedback and evidence that *seems* right. You have to get your foundation straight prior to acting on only having a *feeling* of certainty.

Thinking for yourself about whether information is false is fundamentally and radically different than thinking about whether your ability and the method you're using (which is probably invisible at first to your mind) to filter information is correct. There is a fundamental paradigm shift that involves breaking through this defense and feeling like it really *matters* to build from scratch.

So, my definition, which I've constructed from scratch on this webinar of how I'm using the term "bottleneck," is that *a bottleneck is an obstacle on the way to something good*. If you think something's a bottleneck, but it's *not* in the way of getting something you want and you're mistaken about it, then it's not actually a bottleneck. The real bottleneck is whatever is causing you to be *mistaken* about the bottleneck.

The cause or reason that the villagers *misjudged* the healer and burned her as a witch was the *real* bottleneck. They misidentified the bottleneck and blamed her. If they would have sought understanding about her motives, her methods and the science behind it, that would have removed the cause of their ignorance and cleared the real bottleneck, which would have changed their decision and the outcome of events in a good way for everyone.

◼ **Mental Picture #6 – Getting a Diagnosis of Symptoms**

❓ **Question:** Why be happy about finding bottlenecks?

💡 **Concept:** *A bottleneck is an obstacle you are glad to accurately identify and clear out on the way to something good.*

🖼 Mental picture or scenario

If you have some kind of symptom or problem physically and you just want to get an accurate diagnosis, you don't want someone to tell you that you're fine, because you have this freaking symptom. "I really want to find out what's wrong, then I can go about solving it," right? So, then you *want* that.

🧩 Application or explanation:

Whenever someone *knows* there's a problem and they're looking for it, then they feel *glad* that they found it. The toolbox for identifying bottlenecks includes every time I find a wrong idea in myself, or notice the symptoms of a wrong idea, then I'm glad because that is helpful, as opposed to *not* being aware of it.

If I can grasp the obstacle but not the solution yet, I'm still ahead in two ways: I'm ahead regarding that particular bottleneck because I'm aware that it's there or something might be there, so I'm looking for it and I can go about seeking to solve it. It's also going to help me on a meta level because every time I spot a new bottleneck, then I also have a new potential meta-tool. Even if I don't know how to solve it, I'm going to be developing a new meta-tool that might solve it or solve other things in the future.

🏹 Contrast:
When a person wants to believe in themselves, that their self is powerful and can break through any failure conditions due to their own awesomeness, *that's* when identifying obstacles feels bad. If a person were to mistakenly think a medical symptom was just something minor and didn't seek an accurate diagnosis, or if they were *mis*diagnosed, then the actions the person takes could be ineffective and lead to an even worse outcome. Not identifying a bottleneck could lead to a misallocation of resources. The real bottleneck in that case would be the underlying *process* for accurately identifying bottlenecks.

Expand Your Understanding

❓ Question: What does it mean to "seek understanding"?

With this bottleneck organizing principle, I'm better able to explain better what I mean by seeking understanding. We're seeking understanding *about* bottlenecks, their relative *importance*, and then how to *clear* them out. That's what we're seeking understanding about, because by definition and the way I'm using the term, a bottleneck is an obstacle on the way to something good. So, by definition, we want to clear it out.

However, a bottleneck that's theoretically an obstacle, but not blocking us from getting to anything good, that's not actually an obstacle at all even if it somehow looks like one. I'd like there to not be any bottlenecks. I don't want there to be problems, but given that we have the *symptoms* of the problems already, I want to find the bottlenecks and clear them out so everyone can be happy. The deepest bottleneck is our own ability to be *accurate* when we think something is a bottleneck.

For example, people can feel like the person they're dating or married to or doing business with is the bottleneck. People often start by identifying an enemy or who to blame, but that would be *misidentifying* the problem. They don't see that this way of dealing with the world

is a massive bottleneck. Shifting from that to spotting and clearing out bottlenecks, and therefore, developing meta-tools to do that *is* the way to look at life, in which case, you're embracing seeking understanding.

🔗 **Links:** Here's the link to David Mill's YouTube channel called *lawofimplication* and the first video in the LOI *Definitive Series Part 1*:
https://www.youtube.com/watch?v=Rr46KsFmJ90&list=PLsMVtiwJ63D0BGnI_tmum2RnXnxI9uiik&index=1&t=1113s

Key Webinar Moments (Slides): 2:09 Organizing Principle, 3:06 Electronegativity, 4:27 Understanding the Law of Implication, 4:32 What is the Law of Implication, 6:28 Clearing through Bottlenecks, 19:53 Ignoring Bottlenecks, 1:39:09 Main Topics

What's next?

Megan: Chapter 2 corresponds with David's next webinar, the *LOI Definitive Series Part 2*, which gives the organizational framework for understanding the *Law of Implication.* David also teaches a powerful and practical method to arrive at more accurate conclusions of what is true, which will become foundational for your life, your identity, and your success in achieving goals.

Further study: Three related webinars on clearing bottlenecks are David's *Ragnarok Series*.