# Chapter 2: Definitive Series Part 2 – LOI Organization

## Bottlenecks, Quarantining Conclusions, and Foundationalism

David: Welcome everyone! I'm excited for this second webinar, which has come together



quite well as an organizational scheme of the Law of Implication to understand the overall idea and the sub-ideas within it. With this slide, we can encapsulate the Law of Implication, which is the approach to success, strategy and understanding life. It might appear simple, but to me it changes the game greatly to have an overall organization and see how everything is going to fit into this framework. So, let's take an in-depth look at the concepts on this first slide.



■ Mental Picture #7 – A Driver in an Auto-Driven Car



Concept: You are a conscious being with a mind that is a processing tool. Your mind is not conscious; it is a goal-achieving mechanism.

There is a big conceptual step to make that has to do with consciousness, which is understanding who we are as distinct from our mind. Our mind and how we can understand it is as a goal-achieving mechanism.

Our mind is giving us something. It is used to process and remember things, store knowledge about everything, and to give us a whole sense of reality. It's giving us our sensory experience, but also giving us an internal experience of thoughts and a feeling that certain things matter and are important. It gives us all sorts of conclusions about people, what actions we should take, a sense of a flow of time, and what we feel like doing next. Our mind is giving us a sense of reality and a sense of what we should expect the next moment. Whether we are or reflectively aware of it or not, this is what's going on.

Since we're not our mind, and our mind is not conscious, then we need to work with our mind. There's a way that our mind and body can function automatically. If they are not us, then in a sense they're going to be operating as a mechanism that takes some sort of conscious teaming up or conscious participation or interference with the mind. If we do that, then we are exercising our actual power as conscious beings that have free will.

Update from David Mills: I'd like to alert our readers that this distinction between "self" and "mind" is a major paradigm shift that may seem like it cannot possibly be correct at first glance, but over time you can come to see how useful and accurate this new insight is.

### Mental Picture or Scenario: An Aware Driver in an Auto-Driven Car

**Megan:** What helps me understand the distinction David is making between my "self" as a conscious being, and my non-conscious mind and body, is when I picture this scenario:



I imagine being inside a fully self-driving car, like a Tesla. My car is always "on" and operates with its computer "brain" through built-in artificial intelligence, algorithms and sensors that handle the navigational choices, the electrical systems and the physical parts to automatically do everything necessary to get to its programmed destination.

I'm aware of being inside the car and I'm aware of the view through the windshield and mirrors (what David refers to as a "consciousness field" or "consciousness screen"). I understand that the car and its computer AI are not conscious, and that without my conscious awareness inside as the "driver," the vehicle would be "dead."

Although no metaphor is a perfect representation of reality, this mental image helps me to see how my brain or mind work similarly to a *non-conscious* Al computer with a default program and with input from the sensors, along with the computer's installed maps. The non-conscious Al system is able to choose the best destination, select the most efficient route offered by the GPS system, and "knows" when to rest, refuel, pause or alter the route, while I mostly sit back and let the car (my mind and body) do what it's created to do.

The only actual conscious participation I can do as an aware being is to work with the car's AI brain and bodily systems in a way that is akin to pushing an interference button that could mean things like "stop" or "wait" or "think again" or "what else?" This conscious interference causes my mind to pause, not jump to conclusions, give other options, recalculate and decide if there's a better approach. In this simple way, I use the power of my free will to work together with my mind and body to reach the desired goal.

### Application or Explanation:

David: The seat of our conscious power or free will is one of the main *LOI* topics. Your success, your quality of existence, your quality of life, the people you impact, the ripple

effects throughout your life, and the contribution that you make to your life are going to be related to your power, your ability, and your free will.

Needing our mind to think and needing to work with our non-conscious mind is the issue at the heart of a whole cascade of what could be either problems, or what could really start to work in our favor. Without a correct understanding of consciousness, we're going to have a blurry double meaning of concepts such as goodness, thinking, love, knowledge, knowing, goals, who you are, your identity, the reality of the material world, and the environment.

There's a conscious and a non-conscious version of these concepts, and since our mind is not conscious, then any activity or process that needs consciousness as part of it, our mind can't handle on its own. As soon as I start to talk about anything that involves consciousness as a part of the meaning, then we're going to run into difficulty until the pieces assemble themselves enough that you really get the distinction of consciousness, and also the contrast of how a lack of it impacts our mind's processing, ideas, and its construct of reality.

**Contrast or opposite:** The lack of employing our conscious awareness.

Megan: The default way of living that we do most of the time is to identify with our mind and body as our "self" to such an extent that, like a self-driving car, we can actually go through much of our lives operating on "auto-pilot" without really examining or questioning our existing standards and norms. Although the brain is capable of



handling most of our survival and day-to-day functions, it's when we don't interfere with our mind intentionally to quarantine, distinguish, and test its conclusions that our state of living is much like "coasting through life" or being "asleep at the wheel" while the car drives on to its pre-set destination, without us using our actual power to make our lives much more effective and successful.



■ Mental Picture #8 Assembling Clues and Puzzle Pieces

**Question:** David, why do I sometimes feel confused about and resistant to what you're talking about in Law of Implication?

Concept: Embrace confusion on the way to identifying and assembling clues.





David: You can embrace confusion by understanding that just like a detective trying to solve a murder, first you need to assemble clues. Sometimes you won't even know if a clue is helpful, but it could be a potential clue.

It's like assembling a jigsaw puzzle. You're looking for clues and patterns and for missing pieces until a clear picture begins to emerge.





You're assembling the pieces, but you don't know what the final puzzle looks like until you have enough of it put together that the picture begins to reveal itself. Maybe there are pieces that don't belong that are mixed in, or some pieces may be missing; but even if some pieces are missing, you may have ways of finding the missing pieces.

Application or explanation: When people start with Law of Implication, they're very confused whether they realize it or not. They might not feel confused, but they're very blurry about the idea of consciousness. But the nice thing about starting with bottlenecks is that our mind can grasp it, even before we have much understanding of consciousness. That's really big because it gives us a hook and a starting point that people can grasp.

Things that appear in a *consciousness field* only exist as they're experienced consciously by a conscious being. By starting to think about that, we can begin to tease apart the various ways that reality is constructed, which matters for certain foundations of understanding critical concepts, on top of which we'll build other critical concepts. The answers to these critical questions are what I have written as *Foundationalism* on the slide, which forms a framework, different places to stand, different clues, and different pieces of the puzzle that are certain and clear.

The topic of consciousness is going to be something that's going to take shape over time and it's going to keep on getting revealed or understood better. Everywhere we start to look we're going to be running into things where consciousness becomes relevant; and therefore, in a certain sense it's confusing. So, you want to accept and embrace that we're going to keep on filling in pieces until things make sense.

**Contrast or opposite:** Resisting and rejecting confusion instead of embracing it, or getting frustrated, overwhelmed and giving up.



VS.



Of course, it's not that I'm always right and people should expect that, but when someone disagrees with me in normal life, they just immediately assume that they're right and I'm wrong. That's just how people's minds operate. Instead, we can all have some humility about all conclusions.

For example, if someone is watching a webinar and thinking, "Well that's confusing." that's a conclusion. Someone could ask, "But how is it a conclusion, David? I am confused." First, it's a conclusion in the sense of thinking that the webinar, the external event, is confusing. Instead, maybe what is confusing are the ideas that already exist in that person's mind when they're listening, and it's not the webinar that is confusing. Or, it could be that the webinar itself is confusing. I don't mean this defensively; I'm just trying to point out that both ideas are conclusions.

Secondly, if someone were to say, "Well, this webinar is confusing" or "boring" or "awesome," then that contains an implicit statement about the future, that future webinars will continue to be that way. An Implicit statement about the future is extrapolation and we really want to learn to watch out for that.

So, ideally if someone disagrees or agrees with me, instead of deciding that they're right or that I'm right, just quarantining both ideas would be great, and we could continue from there. Maybe we wouldn't be able to know one way or the other about some things, but we could share some thoughts and pieces, and there would be clues that could be shared in either direction.

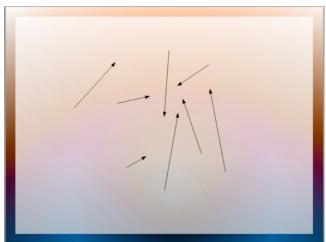


# ■ Mental Picture #9 – Vectors of Competing Goals

Question: Why are my efforts often ineffective and don't get the results l'm seeking?

**Concept:** The results you get and your effectiveness is the sum total of all the competing goals and vectors pushing and pulling in different directions.

# Mental Picture or Scenario: Vectors of competing goals and pulls



These arrows represent different vectors, such as different feelings, beliefs, and goals you might have in your mind, including standards and norms, selfimage, competence, morality, and more.

In reality, at any one time you don't have just one clear uncluttered goal. Sometimes you functionally come very close to that, which is called being in a flow, and it's very nice and efficient. You lose track of time in a fairly useful way, until it's not useful anymore to have lost

track of time. However, the way that the mind absorbs and decides on goals is that we usually have all these different vectors or goals going in different directions.

One way to think about the Law of Implication is to contrast it with the widely-known "Law of Attraction." In people's minds the Law of Attraction ends up being overly simplified in a detrimental way where it ignores these conflicting vectors that are often not obvious. The Law of Attraction says, "Thoughts are things, and what you focus on is the result you get." So why does the Law of Attraction so often not work to give you the expected result?

In contrast, you can think of the *Law of Implication* as: "Yes, thoughts are things, and you're going to get the resulting vectors of your thoughts and beliefs; **but** there are all sorts of invisible vectors going on, and the result you're going to get is *the sum total of these different vectors pulling and pushing in different directions.*" The LOI paradigm shift and method helps you discover and clear out these invisible vectors and bottlenecks.

Application: There are various goals that you don't even want to have in your mind at all that are going to pop up or get triggered; or aversions that you might have based on random experiences in the past that your mind extrapolates and analogizes, "Oh well, that's the same as this new activity," so you don't want to do it. It could be that the activity you're doing now has led to things in the past that make you want to avoid it, like rejection or a feeling of being slow or stupid because you're not learning or progressing on the task fast enough. That happens a lot when you're an entrepreneur.

[Method]: You can start by asking, "Well, where is my mind coming up with these thoughts about whether I want to do such and such a task? — It must be coming up with analogies of similar activities I've done in the past, and then making a judgment about the relative impact on my present goal." A lot of your latent goals waiting to be triggered are based on things that were impactful in the past, but no longer are, and all this is being taken into account by your mind that you're not aware of. Therefore, you can see the benefit in dissolving and dropping as many goals or old bottlenecks that are no longer bottlenecks.

Another example is that you see that there might be all kinds of benefits to getting up and going to work on a project for your career that's self-driven; but there might be someone who wants you to do something else or is acting like something else is important. So, even if the person is just doing that thing or they're waiting for you to finish what you're doing so you can pay attention to them, or even if you're only imagining that, it's still a vector in your mind, to feel like the person is impatient or waiting on you.

So, a vector could be people around you, it could be other tugs on your mind that maybe you feel you should do first. Maybe there's a lack of a feeling of certainty that it'll get you results, and that is a vector working against you. There are the vectors of wanting to feel like you're smart, and wanting to feel like you're making progress.

The most common vector is for you to uphold your standards and norms about yourself, including your sense of needing to feel either smart or smart enough (or not stupid) and/or moral. This vector is a predictable, powerful, overwhelmingly common goal that everyone falls prey to at times to a very large degree, and so we have to get deep and wide into context to understand, uproot and dissolve that powerful and detrimental vector. **Dealing with** this specific vector is going to be very efficient in life, because however many hours it might take you to understand and dissolve it, it's going to be wildly more efficient than what you would otherwise spend in resources.

There are all sorts of potentially competing goals, so of course we want to dissolve or reduce the vectors that we don't want. Sometimes they're based on fully false or

contradictory ideas. As you drop things that are no longer bottlenecks you simplify these vectors, and then the ripple effect in your life is great.

Contrast or opposite: Our default mental model ignores these vectors, and they're not always obvious, which relates to the picture I had in the first definitive series with the cart [Chapter One, Mental Image #4). By focusing so much on the cart and pushing it harder, when we go back to these vectors, it's like trying to use more willpower and focus on just one vector, such as the entrepreneurial task that you want to accomplish. It's not that willpower and focusing on one of the arrows is irrelevant; trying to strengthen this vector directly might be one of the helpful things. And once you get started, that might automatically lead to momentum, so that can be helpful; but there's additional efficiency to be had in understanding these other conflicting vectors and dissolving them.

Links: David introduces the same slide about competing vectors in a short video called "The Results Formula Shortcut" that provides additional insight, and also introduces a highly effective method for getting results. Here's the link:

https://www.youtube.com/watch?v=Xp0QSIUmngQ&ab channel=lawofimplication



### ■ Mental Picture #10 – Filtering Ideas and Goals

Question: With all these competing vectors, how can I know which goal to pursue and which ones to dissolve?

Concept: Our biggest bottleneck is how to know what is true regarding our own minds. We need a method to filter out ideas that are correct and useful from those that are incorrect and just cluttering beliefs.

## Mental Picture or Scenario: Filter Out Ideas and Competing Goals

Our minds can make us feel certain about some things that can be incorrect, so you need an underlying method of filtering your ideas, responses, beliefs and feelings for whether they're adaptive or useful or correct, since they lead to communications, actions and decisions, which then result in how much money you make, how your relationships progress or regress, and your own peace of mind and feeling of well-being. All these things have a ripple or snowball or spiral effect up or down.

The deepest bottleneck has to do with figuring out a method that's accurate that we can use on our own mind to start to dissolve some incorrect or unhelpful or just cluttering beliefs.



### Application: Megan: A mental picture David mentions is that when your mind



presents you with ideas, responses, feelings or beliefs, one way to think about filtering them is to treat each as a job applicant. You wouldn't necessarily hire the first person you interview for a job; you'd consider a number of applicants to assess their qualifications, potential benefits and possible downsides. You'd keep your options open until you understand which one is the most qualified candidate to employ.

# Contrast or opposite: Rubber-stamping whatever your mind gives you as a conclusion that is true.

**David:** By default, your mind is getting ideas from the outside and also ideas from itself and processing from that. But the processing is arbitrary and flawed without your input. The process of getting to the right conclusion is to *not* rubber stamp conclusions. And to do that you need to recognize the conclusions that your mind is giving you *as* conclusions.

Our minds are giving us conclusions nonstop. Normally, people don't even think of it that way. This is so normal and part of our experience that these conclusions are not presented as conclusions, they're just presented as reality, or as "truth." I want you to be aware of your mind's conclusions, and that might immediately start causing you to *reflect* or *pause* in a way that will help you take action that's more to your benefit.

## Mental Picture or Scenario: Stop Rubber-stamping Conclusions as "True"





What your mind needs from you is to *stop* rubber stamping its conclusions, and then it will seek and achieve better ideas or filter out bad ones gradually.

People don't feel like they *need a method* to get ideas correct because they assume that their mind is not going to make mistakes. They think, "Well, my mind already gives me only correct ideas, so what's the problem? My mind is always right. I know when I'm right, and even when someone else disagrees with me, I'm right," which is how most people act. But when we look at other people, we easily can see all sorts of beliefs, actions, responses, views of reality, philosophies, and credos that are maladaptive. So, if we see it in others, then it only makes sense that our mind can theoretically make similar mistakes.

It's a very new thing to distinguish conclusions from the rest of the kind of raw experience or raw data that you're getting from your mind. You don't block out conclusions, you just

recognize them as conclusions, and then they get circled and quarantined, and now you have raw data that "My mind gave me this conclusion; it's there." By quarantining a thought, you can be aware of it as a conclusion, but not rubber stamp it.

This is radically important. It's basically what you do as a conscious being. You're aware of the conclusion. It's sitting there, but it's no longer a conclusion that's rubber stamped. It's no longer a conclusion that's affecting things as a vector. It doesn't have force. It's just there.

Method: Something is *known* when it's been run through the proper *method of determining accurate ideas*. To start doing this, you can rephrase a number of thoughts by putting "It is true that..." in front of the phrase to label it as a conclusion. Let's take an example of a thought that your mind might give you: "That guy is a jerk." By putting the phrase "It is true that..." in front of that phrase, I'm not doubling down on the belief that the guy is a jerk, but rather, I'm *identifying* that this phrase is a *conclusion*, and therefore I'm doing the opposite of doubling down on it. And the minute I *label* something as a conclusion, then it's quarantined. And the more we quarantine, the more we want and are open to and can recognize the method for getting ideas correct.

We want to get to accurate conclusions, which are critical. But we can't come to accurate conclusions until and unless we stop rubber stamping ALL of our conclusions. That will force our mind to keep opening up new conceptual space, being creative, going back to the drawing board metaphorically speaking, until it gives us what we're looking for and what we need.

**Contrast or opposite:** It's super counter-intuitive to quarantine conclusions. As you start to look for conclusions, you might spot them in an appallingly large and constant stream from your mind. It can be eye-opening.

# ■ Mental Picture #11 – Quarantine Conclusions

# **Question:** Why is it important to quarantine thoughts as conclusions?

It's absolutely *critical* to learn to identify which thoughts are given as conclusions, to quarantine them, to understand what that means, and to get more practice at it; and then your mind will make it easier and easier for you.

© Concept: Quarantining Conclusions. A central concept of this webinar is this idea of quarantining conclusions. You'll be maximizing your power as much as you quarantine conclusions.

### Mental Picture or Scenario: Evaluating News Reporting

**Application or explanation:** To help you picture it, something very similar is going on with our minds that happens in the news these days.



In the news, you're getting two things mixed together that are exactly parallel. In addition to a report of what might be a fact, like hearing that a bomb went off in a building, it's a conclusion that it did happen. But you get a lot more than that in the news; you also get a ton of bias in terms of what fits the narrative, including what's reported in the first place, and then the slant on it, and even what is *not* reported.

Essentially, our minds are doing that to us constantly where our mind is giving us a sense of importance by what it focuses on and what it doesn't even bring up.

In a real-world example, if it were important to vote properly, then it would be an urgent and important bottleneck to understand what was happening with the news and somehow consume it in a way that counteracted the bias in terms of the slant and the sense of importance based on what was covered and what wasn't. In the same way, with your mind and how you want to interact with it, it's extremely impactful on your life. In essence, it's the *only* impact you have. It cuts right to the bottom of your real true power, and by using your true power, you're doing the one thing that will then create a cascade, starting in your mind and extending to your environment.

**Contrast or opposite:** If someone wasn't aware that this was going on, and they took the facts along with the bias and the opinion all together as one, then that would make

them a very naive consumer of news. Their political outlook would be pretty much determined by which news station they watch. The decision not only on how to frame the news, but also what gets airtime and what gets ignored is a massive underlying source of bias that's going to very strongly color our beliefs, our outlook, and our judgments about political parties and other issues.



## ■ Mental Picture #12 – Be a Detective



If you imagine being a detective and you're starting to look at clues, then one of the important skills is that you can quarantine that a certain clue points in a direction toward a certain person being the murderer. For example, if you find the murder weapon and the owner is trying to hide it, then you quarantine the conclusion that the owner of the gun is the murderer. I'm not saying that it's false that the person is a murderer, but that

also doesn't mean the person is *not* the murderer. I'm saying you quarantine the conclusion.

[Method]: The mental image of a detective shows the method and the attitude toward conclusions your mind gives you, to *frame them as questions*, and that way, to quarantine them as possibilities. The point here is not that the conclusions your mind gives you are false. I'm not telling you to start disbelieving conclusions. I'm telling you to *quarantine* them. BIG difference.

So, your leverage is going to come down to quarantining conclusions, where it's not that you do or don't accept a conclusion, but rather, you can be aware that it's a piece of evidence. You're also not even trying to *weigh* the conclusion. You're not trying to say, "Okay, that conclusion moved forward by this much – instead of being 40% likely this person did it, now it's 60% likely." You really just want to quarantine it all.

But we are not going to want to end at just not having a bunch of conclusions. If you're a detective, you want to actually *solve* the murder. Likewise, we want to get to actual correct ideas, particularly impactful ones that are going to be meta-ideas about who we are, how our mind works, goals, faith, love, goodness, understanding, God, and the nature of the physical world and how it interacts with consciousness and our minds.

You're trying to get to a point where correct conclusions are inescapable. And any time that your own thinking accurately leads you clearly to a conclusion, go with that.

# **尽** Contrast or opposite:

**Megan:** In the Sherlock Holmes stories, the police detective forms a theory, and then selects only the clues that support his theory (confirmation bias).

**David:** One of the things you don't want to do is to try to categorize and marginalize and make analogies of what you might think of as understanding, but it's really just *associating* something that will then block your ability to see and hear. But rather, you could frame any conclusion in terms of a question; then, you're not jumping to a conclusion. You can have a question



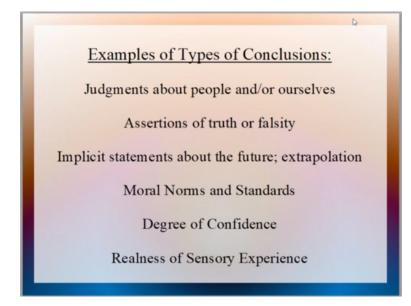
about it – that's different. Just having a question about a conclusion is pretty much one and the same as quarantining the conclusion.

**However much you focus on quarantining conclusions, you will be maximizing your power.** But when you don't use your power, it's not that things get worse or not, they just kind of operate by default, and there are all sorts of bad ideas and bad things that can happen by neglect or by luck or just predictable happenstance.

Concept: Don't equate a conclusion with truth.

One of the things that goes on is that the conclusions our mind comes to are not always correct and they're not always adaptive.

Application: One type of conclusion to quarantine might be a response that we do in the moment to a person or a situation. We could be alone and have a response like frustration or boredom or wanting to give up that may or may not be adaptive and helpful for what we're trying to accomplish. We might not feel like getting out of bed or there might be an activity that's good for us to do, but then we feel like putting it off, and it's a strong enough feeling that we do keep putting it off. And then when we get around to it, we might feel good and have a burst of energy. It would have been better to have done that earlier, but we didn't.



## Types of Conclusions to Quarantine

Megan: In the last part of this webinar, David gives important context about the most common types of conclusions our minds come up with so that we can recognize, label, and quarantine these ideas. Once labeled using the "It is true that..." method described above, which quarantines these ideas as conclusions, we can then test them for accuracy and reasonableness.

**David:** I'm not saying **don't act on your best guess of what to do**. When I say "quarantine conclusions," I want you to be *aware* of conclusions and realize that even if you're taking action the same, you just **don't equate a conclusion with truth**. To give a simple or possibly humorous example, if you feel like a person is a jerk, then you want to be aware that the idea that "This person is a jerk" is a *conclusion* and it's not necessarily true. Even if you don't know whether it's true or not, you might still act on it by not working with them.

Why should I quarantine conclusions? The more everyone does this, the more the overall environment has better ideas in it and therefore the better off people are. Those good ideas will actually have a ripple effect on the mental environment and even on the physical environment in the sense that we take actions with our bodies based on our ideas. These ideas will spread to other people and be more helpful for them as well. And the more

everyone does it, then it'll be operating on better ideas, and we're better off as more people begin to do this as well.

**Conclusion:** All of this understanding about who we are versus our mind doesn't pit us against our mind. We can actually greatly appreciate our mind, what it does and why it does what it does. But we can do it without adding in the errors and without thinking that the things our mind is doing incorrectly are helpful. And to a large degree, the things our mind is doing incorrectly can be corrected. But nothing we do can make our mind conscious. So, our mind is always going to have that limitation. We're conscious. We need to play our part. As you start to recognize that your mind is giving you conclusions, it creates a virtuous cycle where your mind gets used to having you notice these things.

We're designed in a way that we need to use our power. We have an ability to use our power, but it's not done for us. Your mind has a defense by default, but it's not the case that our mind is always going to work against us. As you get started, the same mechanism of inertia that makes it difficult to get started is the same type of engine that gives you momentum once you do get started. As you learn to quarantine conclusions, you'll get better at it and your mind will work in your favor and give you momentum, so it gets easier.

Things are really rigged for us to win eventually. And now that you've heard this, things are REALLY rigged for you to win overall, and for us to collectively win overall in existence. I'm optimistic and certain about things turning out okay overall and us getting this figured out.

**RESULTS AND IMPACT: There are accurate conclusions that we can come to.** As we assemble more of them, they're there, they're solid, and we have them forever as places to potentially stand when relevant for a particular task or something you're thinking about. The more accurate conclusions you have, the deeper and more pervasive and foundational they are for your life to understand who you are, what your mind is, and what consciousness is, and they are going to come into play constantly as background.



Links: The Definitive Series Part 2 "LOI Organization" – Here's the link to watch the video that corresponds with this chapter:

https://www.youtube.com/watch?v=Y8goB19LEFM&list=PLsMVtiwJ63D0BGnI tmum2RnXn xI9uiik&index=2&ab channel=lawofimplication

For further study, Part 2 of The Law of Implication Explained series called "The Method" explains a method of scenario-thinking to get to correct conclusions:

https://www.youtube.com/watch?v=w5ebKohAEg&list=PLsMVtiwJ63D1rNjUkoRXxSilGnxBF BE9Y&index=2&ab channel=lawofimplication

#### What's next?

The Definitive Series Part 3 webinar is David's master class on Foundationalism, covering consciousness, the mind, and change – three concepts that lead us to a correct understanding of how we can know what is true, our identity, and our power to reach goals.