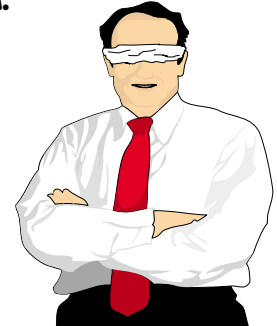


FOUR LEVELS OF DISCOUNTING

- THE FOUNDATION OF DENIAL -

EXISTENCE OF THE PROBLEM

FULL BLOWN DENIAL OF THE EXISTENCE OF THE PROBLEM
IN ANY MANNER, WAY, SHAPE, OR FORM.
HUH!
WHAT!
WHAT PROBLEM!



SIGNIFICANCE OF THE PROBLEM

NOT IMPORTANT
VERY LOW PRIORITY
IMPACT MINIMIZED
"NO BIG DEAL"
"BIG FUSS OVER NOTHING"
"LEAVE IT ALONE, IT'LL TAKE CARE OF ITSELF"

CHANGE POSSIBILITIES OF THE PROBLEM

"IT HAS ALWAYS BEEN THAT WAY"
"NOTHING CAN BE DONE"
"THAT'S THE WAY THINGS ARE"
"YOU CAN'T FIGHT HUMAN NATURE"
"BETTER PEOPLE THAN YOU HAVE CONFRONTED THAT"



PERSONAL CAPACITY TO SOLVE THE PROBLEM

HELPLESS-HOPELESS-HAPLESS
"I DON'T KNOW"
"I CAN'T / WONT LEARN"
"A LEOPARD CAN'T CHANGE ITS SPOTS"
"I DON'T KNOW HOW"



THE WAY TO FIX DISCOUNTS IS TO ACCOUNT FOR THEM. THAT MEANS THAT YOU HAVE TO CONFRONT THE DISCOUNT AND THE PERSON DELIVERING THE DISCOUNT -- NOT ALL DISCOUNTS ARE IMPORTANT TO YOU -- IF YOU IGNORE THE DISCOUNTS THAT ARE IMPORTANT TO YOU -- LIFE GETS WORSE, THE PAIN DOES NOT GO AWAY.

"YOU ARE IGNORING ME" "ANSWER MY QUESTION." "LET'S WORK ON THIS TOGETHER" "DON'T CALL ME NAMES"
"DON'T LEAVE, TALK TO ME NOW" "WHY DO YOU ASK?" "TELL ME WHAT YOU FEEL" "WAIT, DON'T INTERRUPT ME"

THESE ARE 5 AREAS WHERE DISCOUNTS MAY HAPPEN IN YOUR LIFE OR THAT DID HAPPEN IN YOUR CHILDHOOD.

5 RULE SETS	5 SOCIAL INPUTS	5 BOUNDARIES	5 CAUTIONS	5 WAYS IN / OUT
INTIMATES FRIENDS WORK SOCIAL OUTSIDE	AFFECTION BELONGING CONTROL DIGNITY ETHICS	PERSON PROPERTY PAPERS TIME SPACE	GOOD SECRETS BAD SECRETS TRUTH LIES DISCRETION	PHYSICAL EMOTIONAL INTELLECTUAL SOCIAL SPIRITUAL



OPINIONS AND FEELINGS ARE FREQUENTLY A PERSONAL TRIUMPH OVER GOOD THINKING
YOU DEFINE REALITY BY WHAT YOU KNOW, WHAT YOU BELIEVE, AND WHAT YOU DO ABOUT IT.