



### *The Internal Map of Reality works like this:*

You receive some kind of input from the environment. You see, hear, touch, smell, or taste something. This sensory input, as it comes in, is filtered. These filters include your beliefs, values, memories, decisions, the language you speak, how you sort, store, and retrieve information; and your strategies for making decisions.

Filters delete, distort, and generalize the input as it comes in, based on the way your Internal Map of Reality has been set up to filter — all of which happens in a split second. With what's left, after the filtering process, you make what are called internal representations.

- These include internal pictures, hearing internal sounds, feeling internal kinesthetic (or touch) sensations, smelling internal smells, tasting internal tastes, and having internal dialog — talking to yourself. Internal representations are what we call “thinking”.
- Internal representations, in turn, generate emotional states, and behaviors. And though you’re aware of some of this, almost all of it is going on outside your conscious awareness for your whole life.
- Internal states, behaviors, and internal representations are an interconnected system, where a change in any one changes the other two. If you can learn to consciously generate your internal representations, you can be in charge of your internal states, your behavior, and the people and situations that come into your life.