

The theory of sound, music and human path.

The Scale of Success™ and The Scale of Learning™

By Mike Handcock

15 July 2006

Approximately two years ago I started to understand the concept that music was much more than entertainment. Over the last two years I have developed through extensive research theories on this that I believe can alter our destiny and improve our lives. Of course we all know Music. Music has been around for tens of thousands of years. It is part of our lives. More so I wish to provide evidence in this document that music is an even greater part of us than that. In fact it is who we are. We are all at the most basic level empty space and energy. And energy has a sound. Different energies have different vibrations. A stone vibrates at a different level than a horse. The earth itself emits a sound. This document will go some of the way to the reader understanding that at his or her absolute molecular level they emit a resonance, as does their soul, and by using music in their lives that is congruent with this sound they can have a more successful and fun experience in their lifetime on this planet.

I would like to acknowledge the work of Roger Hamilton, the creator of Wealth Dynamics, The i-ching and Tao Te Ching, Dean Kerr, Keith Mason, Dave Rogers, Rod Large, Arnold Keyserling, Isaac Newton, Masuri Emoto and others whose input and work I have drawn on to come to the conclusions in this document.

In very simple terms imagine the following:

Imagine you are a musician, and you are to play in a very large orchestra. You have your violin and the music you are about to play is laid out in front of you. You have played this piece many times. Always in the key of G flat (Gb). This is the only way you know how to play this piece. Every one else in the orchestra is about to play the same piece. The exception is that every single one of them has the music too. In the key of C.

You start to play and the sound is awful. The audience holds their ears, the conductor scowls at you and you get a kick in the shins from the bassoon player behind you. You try to find the key, but you are panicking, so you stop playing. You can feel the sweat on your brow and the heat in the redness on your neck. You quickly discover the key is C. Why does everyone have different music than you? You start to play in C, but it doesn't come naturally. You really have to think about every note, whereas in your key the motor neurone response would guide your fingers as you have played this piece a thousand times. You bumble some notes, you lag behind on some. You are not definite. You are tepid at best. The piece finishes and you slink away. Thank god that is over.

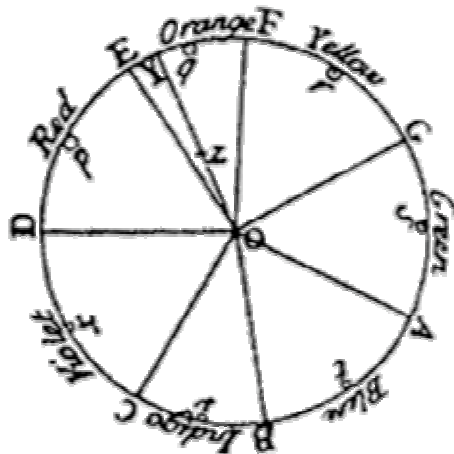
We have this same experience many times in our lives. We don't resonate with our job, money doesn't come easily, our spouse falls out of love with us. We become ill, and even attract cancer. This is because we are playing in the wrong key. We are out of sorts, just as our musician friend above. We will our song to be over and instead of finding resonance we fight the tide. We are not in the flow.

Roger Hamilton describes the success mindset by telling us our brains are radio stations. Most of us listen to the wrong channels; some of us are always in static. But a mindset change is as simple as tuning in to the right station. I am a competent, but not excellent musician. I would certainly struggle with what happened to our violinist friend. I play the guitar, and on the guitar there is a very simple resolve to that problem. It's called a Capo. A simple tool that when attached to the neck of the guitar enables the player to use a different key. I could have moved to C in about 10 seconds. Why is it in life we don't do this?

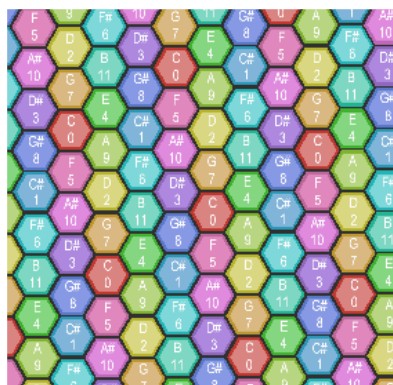
In the main a situation like our violinist is about playing in the wrong orchestra. Being on the wrong team. In this case a team that doesn't resonate with you.

Patterns

Music and life is full of patterns and they keep recurring. There are seven different notes in a scale, with the eighth being the octave of the first. There are 12 notes (c c# d d# e f f# g g# a a# b). There are also 7 days in a week, twelve months in a year, 7 oceans, 7 continents, 7 openings in our head, 7 stages of life, 7 chakras in our body, 7 colours of the rainbow and twelve signs of the zodiac. In fact Isaac Newton also claimed seven primary colours. Those colours are red, orange, yellow, green, blue, indigo and violet. He was also the first person to put colours to musical sounds. The diagram he developed based on frequency of vibration and musical notes is as below:



For Newton this clearly suggests that the C# note is violet and F# is yellow. Taking the work of Newton and exploring it by one researcher suggests different colours, however by playing with these colours musical notes can be formed into an enduring pattern with no boundaries. The diagram of this is below.

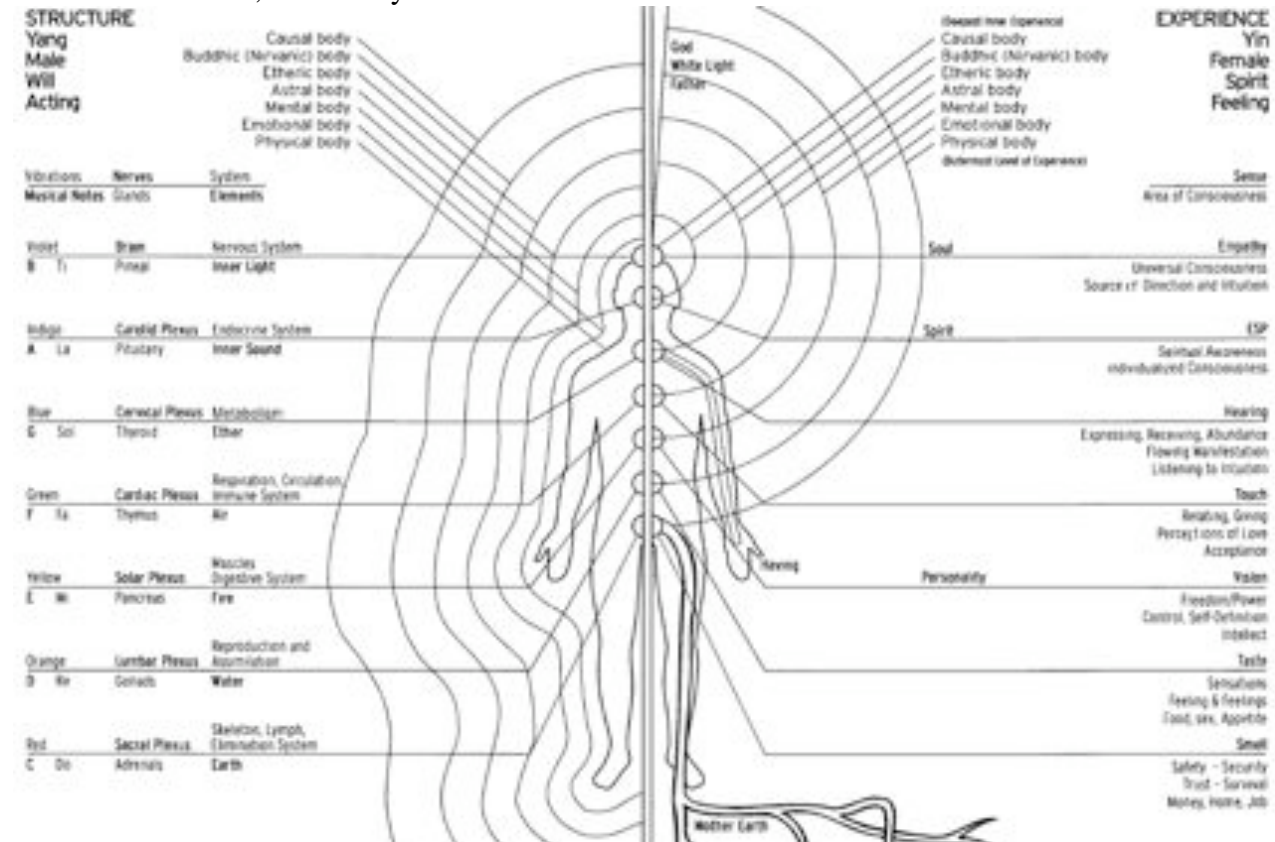


I put these diagrams here only to prove the existence of research and study into music patterns and colour. But have these researchers missed the real point?

Yes music exists. It is based on frequency. The vibration of something as simple as a guitar string causes a harmonic response. The frequency of this creates a note. What I am suggesting is that if you don't like that note, the reason is probably because that is not your key. Whilst we can resonate or not with a single note, putting them together in a melody or chord can produce even greater emotional and psychological response. Masuri Emoto, who has written 'The Hidden Messages of Water' has conclusively proven the fact that different music has a different effect on the crystals of water. This effect will either make the water beautiful or repugnant. For instance the playing of 'thrashy' death metal music almost makes the crystals implode whilst the playing of a beautiful piece enhances the beauty of water. We are between 55% and 85% water dependent on our age. What we listen to is very much part of us and makes a difference.

Energy Centres

The body has mainly seven energy centres. These energy centres or Chakras each have a colour and each of them fulfil a purpose. This diagram, the work of Martin Brofman (1988) suggest a music note for each Chakra. The notes are one note apart from Newtons work. This is clearly musically unsuitable, however there is some suggestion that the work Newton did is a little flawed due to his methods, and I am yet to find the basis of Brofman's conclusions.



However, the point here is that our energy centres (Chakra is a Sanskrit word which means 'vortex of energy') align clearly to seven functions of consciousness, sensing, thinking, feeling, willing, body, soul and spirit. Each of these has a particular key or note that will assist us to re align our energy and 'clear out' undesirable conditions within that Chakra.

Your Life Path

'Times change and with them demands. Thus the seasons change in the course of the year. In the world cycle there is also spring and autumn in the life of peoples and nations and these call for transformations.' – The I Ching.

The I ching (or book of changes) is a 5,000 year old book of oracles that contains the whole of human experience. Roger Hamilton is the creator of wealth dynamics, the concept of creating wealth in one of eight paths bred into your DNA and consistent with the teachings of the I ching. The fact is that for most of us we initially become excited by the prospect of there being only eight ways to create wealth and abundance for ourselves. We rarely consider that this means there are seven opportunities to take the wrong path. Even if we do take the right path, how do we become as successful as those who have true wealth, the Gates, Bransons, Buffet's etc.

The fact is that learning this technology (and yes that is all it is – technology, just like learning and applying software) is done in stages. You cannot become a black belt double dan Karate master overnight and you must also learn the wealth creation belts as well. You may fast track if you are incredibly in the flow, but resisting the flow will only slow you, sink you, or you will run out of energy. I will firstly explain Rogers Model, then my adaptation which is congruent with Wealth Dynamics, but is based on our interaction profile. I will then show you The Scale of Success™ which brings everything together in understanding.



Based on the teachings of the I ching this model typifies eight pathways to wealth. The brands given to these eight paths are Mechanic, Creator, Star, Supporter, Deal Maker, Trader, Accumulator, Lord. As depicted in the diagram they comply with the four seasons and each profile has some innate skills that allow those resonating with that profile to flourish.

Quite simply put, you have bred into you one of eight ways in which to create wealth. Significant information can be found on www.resultsfoundation.com or in Roger Hamilton's new book Your Life Your Legacy.

*From 'Can you teach a goat to dance?' Mike Handcock (2006)

There are eight ways in which we attract wealth. These eight ways have been around for thousands of years and if we are not making wealth at present, chances are that it is because we are trying to use one of the eight ways that is not in our make up. The eight types are as follows:

- Star
- Creator
- Mechanic
- Lord
- Accumulator
- Trader
- Deal Maker
- Supporter

Each of us has skills in most of the areas but it is in one or two that we shine. Let's dissect them a bit further.

Star:

A star is his or her brand and it cannot survive without them. Tom Cruise and Marilyn Manson are star profiles. But not all the rich and famous are so. Mel Gibson might well be a deal maker as well. A person like Martha Stewart is the front person for her brand and it evolves around her. When we start to operate in areas that don't match our profile then we may well lose money or even worse. Martha Stewart became a trader and we all know where that ended up.

Creator:

A creator is someone who is fabulous at creating things. They don't have to be in the limelight, but they have brilliant ideas. Bill Gates is a classic creator profile. He designed the Windows operating system which revolutionised the computer software world. These people are constantly coming up with new ideas.

Mechanic:

Paul Allen is the fifth richest person in the world. On my internet search of him I only managed to locate one photo of him. He operates behind the scenes. Mechanics are fabulous at designing systems. Without Paul Allen, Bill Gates would never have climbed to the level of wealth that he has. Allen put the systems in to make Gates ideas flow into reality.

Lord:

The Lord of the manor is an interesting character. Generally these people have inherited, not necessarily created wealth. They are able to hang on to the wealth they have and make it grow further through surrounding themselves with strong characters from the other profiles. Rockefeller is a good example of a lord.

Accumulator:

Accumulators rarely sell anything. Warren Buffett is one of the richest people in the world and still has portfolios of shares he purchased years ago. An accumulator pertains to a buy and hold strategy.

Trader:

Traders will sell anything on mark up. Property, cars, goods of any description. George Soros is one of the world's richest people and is a well known trader. One of few people to ever make over a billion dollars in a single day.

Deal Makers:

Donald Trump. Deal makers live for the next big deal and in many respects they are the deal themselves. They love doing the big trades, selling off a business or property or doing some type of deal to acquire more leverage for a future deal.

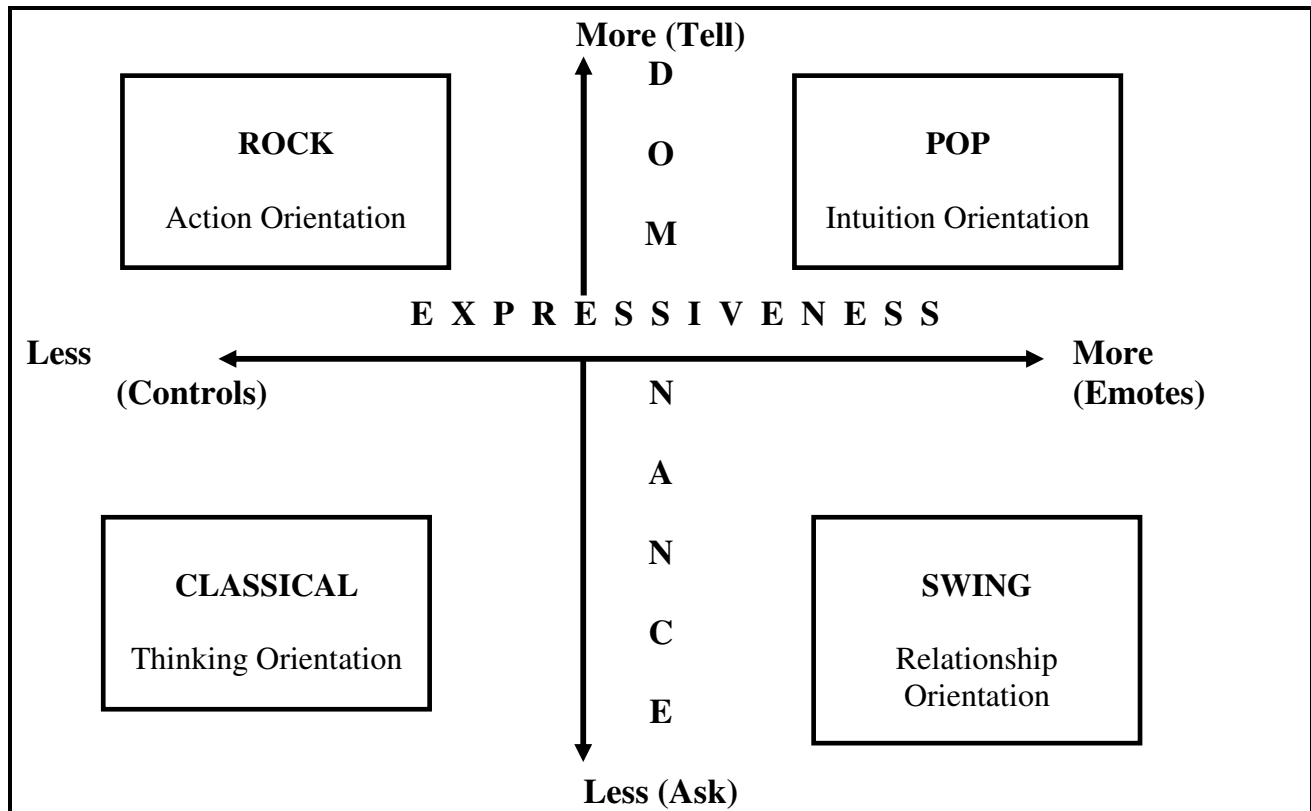
Supporters:

The supporter is a person who is best at being another person's champion. Supporters often become CEO's where they can preach the value of the brand and inspire people to work for the brand. They often sit in the back room

completing key tasks that the business needs to make money. Rudy Guliani, the ex mayor of New York is a supporter profile. He did more for New York by simply being its best ambassador.

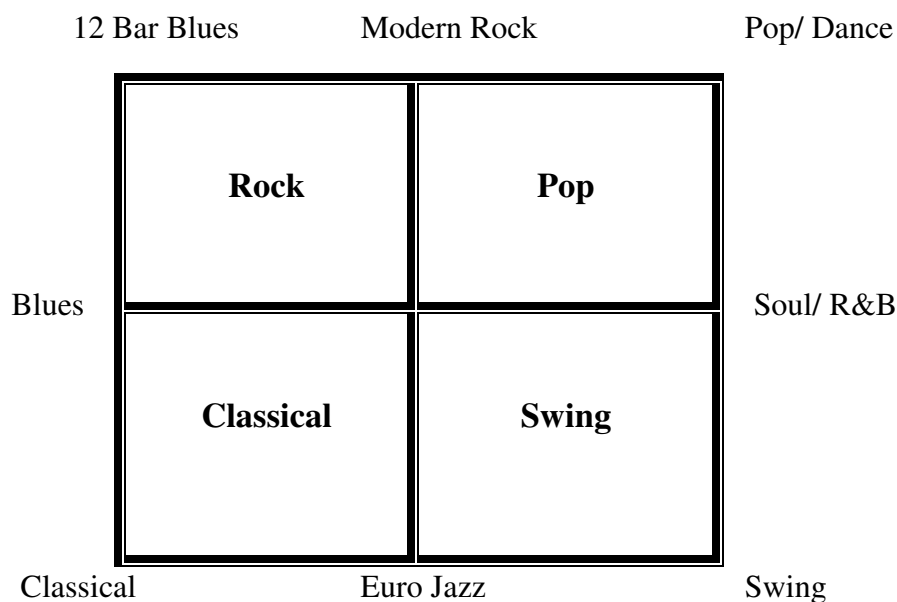
So if this is how you create wealth, and it is based on the I-Ching which is the basis of all psychometric testing then the question is. In what way do you interact with the world and your environment? Is that congruent with the way in which you create wealth?

You can read the Appendix to this document which contains the full over view from the book 'Can you teach a goat to dance' but for the purpose of overview here we will select the model that your interaction style is gained from.



It is obvious that there is considerable overlap with the wealth dynamics model. Even in the choices of music. Rock music is structured but can be creative, whilst 12 bar blues which is the basis of all modern rock is based on a system. Through my research I have discovered that many people are attracted to certain types of music and whilst open to other styles there is something in the sound of that music that captures them at a deep soul level. Those most congruent with who they are and what they are about seem to resonate closely with a style of music that is within their interaction profile.

Yes, there are many more levels to take this to, just as those who have seen Roger Hamilton's model may consider it only two dimensional which it is certainly not. Let me now overlay my model onto the wealth dynamics model.



If you look at the energy levels created by the music 12 Bar Blues, Modern Rock and Pop/Dance is very much spring energy, whilst European Jazz is much more autumn energy. The real blues, like the playing of Robert Johnson the negro father of the blues from the early 1920's is very much winter music.

Of course you can write a pop song with a winter feel so it is not so much the titles given above that create the energy although the feel of that genre is very much in that energy. Swing, like Sinatra or Harry Connick Jnr is very people orientated whilst the swing that came from Duke Ellington has much more an autumn and structured feel. The model stands so we can quickly recognise our interaction style and be congruent with our environment. But here is the key.

My friend is a Classical – Jazz interaction style, he is very much an accumulator wealth profile. The music he chooses to listen to generally moves from blues based music to jazz, and particularly European jazz, like the great gypsy guitarist Django Reinhardt. He enjoys the occasional rock track, dance track but his roots are firmly in the jazz blues area, or certain classical styles. Every day he grounds and anchors to this music. He plays it when he wakes and late at night before retiring. He is congruent with who he is. He is successful and he is happy. Are you?

Anchors

Everyone has a song. This is a very simple exercise on congruency. What is the song that makes you feel more alive, more you, more what you stand for than anything else? What Genre is it? Is it putting you in balance or out of balance?

Songs are anchors and are a very quick and accurate way of aligning your soul through various anchor points. I was going through a bad break up. I bought my ex a particular song she liked. After some weeks we got back together briefly then one night it came to a head. As we were finally breaking up, that same song was in the background at the hotel we were at. Now every time I hear that song I can immediately connect to the emotions and feelings I had at that time. I can virtually smell the room and see everything I saw at that time. Songs are powerful anchors.

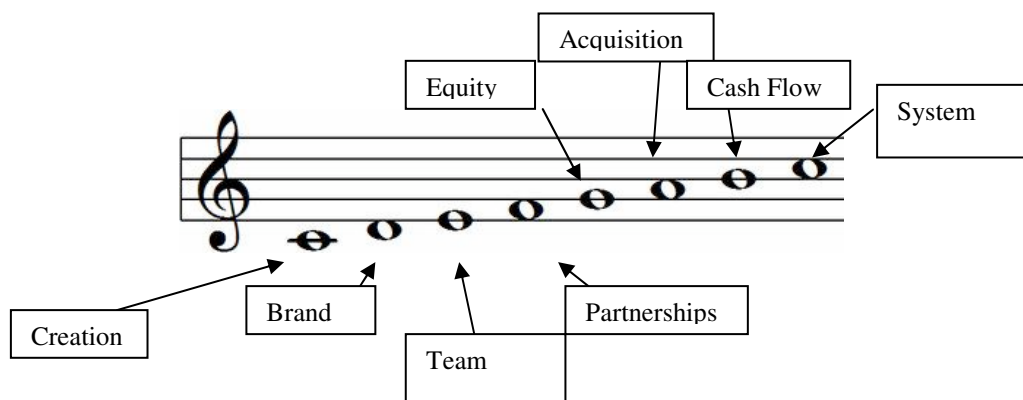
If you are feeling down, put on your mantra. If you are feeling in autumn put on something that is spring and it will bring you up.

The scale of success™

As I mentioned before all things in life follow patterns and scales are one of those things that is also a pattern. Let's look at a simple scale. The scale of C:



Now let us assume that our business had a particular flow, and it does. Most people make the mistake of fighting the natural flow, focussing on the wrong step, playing the wrong note. Our business scale of success is as follows:



We must first have our business idea (creation) around which we formulate our brand. We get a team, internal such as staff or external such as accountants, lawyers etc. We forge partnerships, with clients, strategic alliances or even with suppliers and through this we create equity in our business. At this point we can trade our business (that means sell it) or move to the next stage which is acquisition. At acquisition we can acquire staff, a customer base or maybe another business. It is at this point the cash really flows, and then what we have is a system that can be duplicated, perhaps franchised. This model is consistent with Spring, Summer, Autumn, Winter, the Wealth Dynamics model and even Harvard business models of Embryonic, Growth, Mature Cash Cow and Decline. Business is cyclic and if we play outside the scale we will be out of tune with our environment, staff, customers and stakeholders.

* From the Tao Te Ching 7

The Tao is infinite, eternal.

Why is it eternal?

It was never born;
thus it can never die.

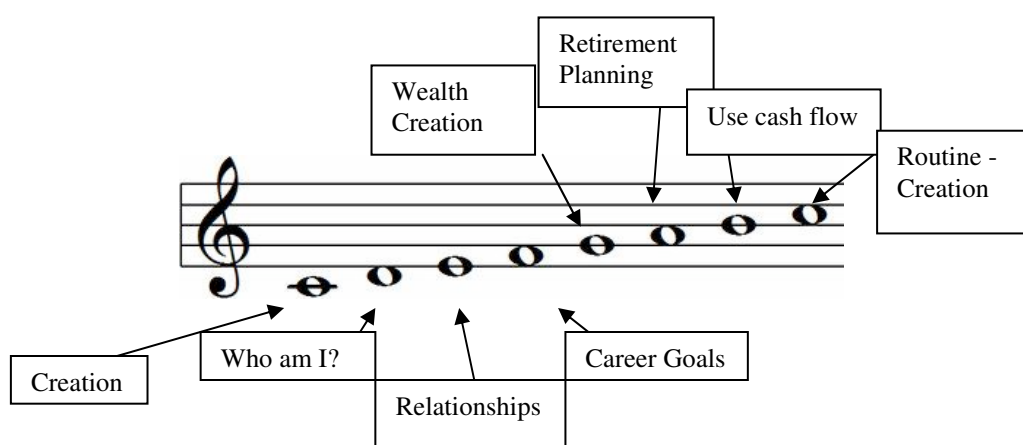
Why is it infinite?

It has no desires for itself;
thus it is present for all beings.

The Master stays behind;
that is why she is ahead.
She is detached from all things;
that is why she is one with them.
Because she has let go of herself,
she is perfectly fulfilled.

Music too is infinite. Even the earth makes a sound. The universe is not silent. Earth vibrates at around 7.68hrtz. That emits a particular note. It is between a B harmonic and a C harmonic.

How does our scale of success™ relate to the seven stages of life. We will look at two models here. The first is the musical adaptation by this author. The second is an adaptation by Avatar Adi Da.



In this model we look at the stages in twelve year blocks. Interestingly the stages finish at approximately our life expectancy. Let's compare this model with Adi Da's spiritual model. And with the various Chakras

		Adi Da	Chakras
0 -12	Creation	Physical	Sensing
12 -24	Who am I	Emotional	Thinking
24 -36	Relationships	Intellectual	Feeling
36 -48	Career	Spiritual	Willing
48 -60	Wealth	Yogic	Body
60 -72	Retirement Plan	Self Realise	Soul
72 -84	Cash Flow	Objective Enlightenment	Spirit

Does your Soul make music?

So far we have discovered that your energy resonates with certain sounds and that you are most likely congruent with a particular style of music and particularly season of music. If things are out

of sync its probably because you are playing the wrong tunes or tuned to the wrong station. But does your soul have a sound. The answer is yes.

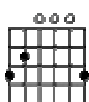
A number of highly skilled people can identify the sound of your soul vibrating I would recommend Keith Mason of Wellington NZ, who can perform an exercise to help you understand the sound of your soul. www.chirising.co.nz

Imagine for a minute that you discover your soul is the key of G. This can change your life.

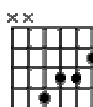
Conclusions

Let's assume you are in G and that you are a mechanic in the Wealth Profile (making you a 12 bar blues interaction profile) This information can give you an incredible guidance on your journey.

1. You like structure and systems
2. Your energy is that of early spring, like the cracking of snow with the first rays of spring
3. Your focus is around the 5th Chakra, which is aligned to Body
4. Your will naturally harmonise with B and D, together which are the 3rd and 5th that make up a G chord.
5. These 3rd's and 5th 's are a Star and Deal Maker in Wealth Dynamics. Both of these profiles are incredibly important to a somewhat introverted Mechanic. Thus your team should be relatively easy to understand. (Check diagrams below)
6. By adding a 7th, such as an Accumulator you would do this at a mature stage of your success scale and this would ensure your system was really acquiring you wealth. A true 7th would mean a trader accumulator. (A 7th is just below the 7th note on the scale)
7. Like partners to avoid would be those who are G# souls. There will simply be little natural harmony. You will always be a bit out of tune.
8. To ground you and get you back on track you need to listen to structured music, something like 12 bar blues or anything with strong format or system will invigorate you and stimulate your thinking.



G



G7+

So what are our real learnings from this?

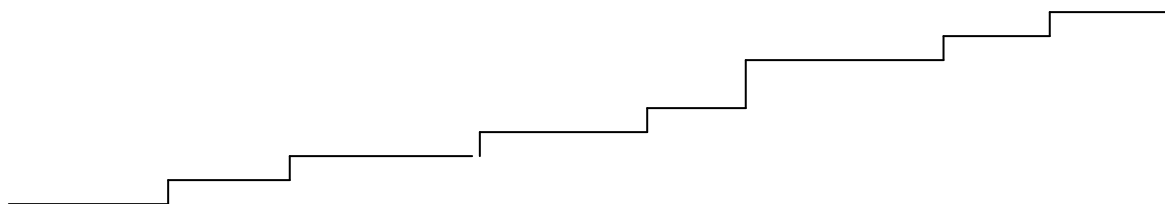
Music is part of life and every life has a path. This path is chosen by us prior to our birth and our objective this lifetime is to follow that path. We must get in tune with our environment and the people around us. So what of the I-Ching, one of the most inspired books ever written and what of the models such as Wealth Dynamics that are proven beyond doubt that they have an incredible accuracy about who we are and what path we should be on?

Why is it that we read this information study our interaction style and still do not make the head way we should. The reason is because of the final scale. The scale of learning.

The scale of learning™

Imagine the scale of learning as a set of steps. In fact these steps are in tune with the learnings and development of our spiritual being and alignment through our Chakras. These learnings are as follows:

Safety/ Security Thinking Self Definition Giving/ Love Flow Consiousness Source Angelic



Fistly, you will note there are eight learnings, such as there are eight notes in a musical scale. You will also notice that these learnings are close to the energy in our Chakras. This is the penultimate scale of success in life. All beings radiate at a different level of energy. This is because some of us are simply more mature on our soul path. We have lived many lives.

Before I explain each learning you need to be aware that this why all creators are not Bill Gates overnight. Bill Gates started at a much higher level than many of us. Think of this system and all of your lives as attaining belts like you do with Karate (also a pattern of 7)



White, Yellow, Orange, Green, Blue, Brown, Black

You may well be starting your journey this lifetime as a yellow belt, whereas Gates possibly started as a yellow belt. This is your journey. You must constantly improve, until you are connected to source. This is the Black Belt. Even now Bill Gates may only be at Brown belt stage. He lives in total consiousness.

Safety/ Security

At this level you are worried about your next meal, the roof over your head and frustrated about getting a \$1per hour pay rise you were due a month ago. You are the first note on the scale. There is no harmony. For many people they are not even quite here yet.

Thinking

You are thinking, who am I. Why am I here? What is my purpose? Am I destined to be in this job, this cage forever? What more is there for me? What can I do?

Self Definition

You are defining purpose. You are beginning to understand your value. You are comfortable with whether you are introverted or extroverted, creative or commercial. You have a good balance and handle on who you are.

Giving/Love

You have decided it is more than about you. You have a strong desire to give and to love, even when you are caused injustice you are able to forgive and accept. You do not blame. You resolve. You let go of ego and you have gratitude for what goes well. You give back and you help.

Flow

You are in the flow. You attract opportunities and people. Everything is attracted to you and it seems you are moving with little effort. Others assist and you don't even ask them to. You are abundant.

Consciousness

You are at one with yourself and your purpose. It is clear to you and everyday you live your purpose. The purpose is much greater than you and you know it. You have clarity and focus.

Source

This is the highest spiritual level, bar one. You are totally connected at this level to source. To all the energy of the universe and to the flow of things. You have incredible attraction and magnificent things happen around you every day.

Angelic

This state is for the few. Another term is the Jesus or Buddha state. I use these names not to do any more than to allow readers to understand how connected this state is and what it is capable of achieving. Few people in history have attained this state on earth.

New information is at hand. This is calling that the world can change course if a certain number of people are tapped into source. I am unsure of the absolute number but here in New Zealand where I am writing this I am led to believe the number needs to be about thirty. At present I feel it is about five. We have a way to go.

You must learn your own scale and play it perfectly. You must be able to play all the notes, so you can communicate and harmonize with others. You are vibration. You are energy. You can achieve anything you want to. Set the intention, with pure motivation and be the instrument you can be.

Music is vibration

Energy is vibration

You are energy

You are music

You have a natural key based on your vibration

Your key is the key to your path

Everyone you meet will either be in harmony with you or not

If you feel out of tune with someone, you probably are

Every instrument needs a tune up from time to time

You can create an incredible orchestra around you. This is your team

You need to listen to what feels right to rebalance and retune you

Some souls will be more in harmony with you depending on your purpose.

**You must play within your scale and with your orchestra to create magic
If you seem out of tune or it seems hard work, then you are in the wrong orchestra
Every vibration is based on emotion
Your emotion will ascertain your vibration
Love is the strongest emotion**

**You will grow along the scale of learning
You will vibrate at a higher level with each learning
You will become a beautiful instrument
You are beautiful music**

**Mike Handcock
July 2006.**