

**Sleep CD**  
**Instruction Manual**

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## 1. Introduction

### 1.1. The Benefits of a Good Night's Sleep

We all know the benefits of getting a good night's sleep. We are much more productive the following day and everything we do just seems that much more enjoyable. We're better at dealing with any problems that come along and we're more fun to be around. There are other benefits as well. If you get a good night's sleep the statistics say you're likely to live longer and have fewer medical problems. People who sleep well really are healthier, wealthier and wiser. So, how do you get a good night's sleep?

### 1.2. The 3 Pronged Attack for Sound Sleep

We use a 3 pronged attack to ensure you get a good night's sleep;

- a) Mental Homework
- b) Special Sleep CD
- c) Sleep Hygiene

A successful night's sleep depends on all 3 working together. For this reason it is most important you read the following notes and complete the Mental Homework in section 3 ***before you use your Sleep CD.***

This homework should only take you about 15 minutes to complete but it will pay big dividends in terms of the quality and quantity of sleep you'll get tonight. By having a prepared mind you will get the most benefit out of your Sleep CD.

You should finish this preparation at least 1 hour before you use your Sleep CD so your conscious mind has time to hand it down to your subconscious mind where it is absorbed ready for the CD to work its magic.

## 2. How to Listen to your Sleep CD

### 2.1. Listening Techniques – Most Important

The key when listening to your sleep CD is to ***not concentrate on the words with your conscious mind*** as if you were listening to a story. Don't analyse what is being said or check to see whether you are awake or asleep. Rather, you should just lie back and let the words wash over you as they talk directly to your subconscious mind – bypassing your analytical conscious mind. ***Feel*** the sensations and images being evoked by the CD rather than the words that are producing them. Don't think them – experience them. Never worry about what your conscious mind is doing: it will slowly shut down on its own.

Your Sleep CD lasts for 28 minutes and most people fall asleep part way through

### 2.2. Homework: Finding your Happy Place

During the Sleep CD you'll be taken to a happy, safe and relaxed place that you've been to some time before in your life. It could be a nice warm beach with the sun beating down on your skin while the gentle sound of waves lap in the background. Or it could be a quiet place under a tree in the shade on a summer's day.

What makes this place special is that it also corresponds to a time in your life when you weren't worried about anything. It is this mixture of location, time, events and thoughts that makes this place so special to you. Only you know this special place where you felt very happy, relaxed and at peace with the world.

When you choose your special place it would be an advantage if it was somewhere where you could lie down. Maybe you can even remember a place where you just fell sound asleep, quite by accident because you were so relaxed and at peace with the world.

So stop for a moment right now and identify this special place. Think about what made it so special for you. Think of the smells and sights that accompanied this place. Think of any happy music that you associate with this time in your life. You need to have these smells, sounds, thoughts and images ‘ready to go’ so the flow of the CD isn’t interrupted while you try to identify them. The last thing you want to be doing is racking your brain while you are being put to sleep.

Now close your eyes for a moment and bring back some of these images, sounds and thoughts so they will be ready when you need them for the Sleep CD.

As you use these thoughts repeatedly you will find they become stronger and more powerful. You won’t wear them out. If anything, practice makes perfect. However, if from time to time you want to introduce some change and use a different place feel free to do this. After all, it is hoped you have more than one happy safe ‘place’ in your past. Remember, it isn’t just the physical place that is important – it is also the time and circumstances.

### **2.3. Monkey Mind**

In the Sleep CD we often refer to your conscious, inquisitive mind as your ‘*Monkey Mind*’ because this is the part of your mind that chatters away making all the noise. It’s nice to know the term before you listen to the CD so you don’t wonder what it means.

#### **2.4. What happens if I fall asleep too quickly?**

Some people say they fall asleep within the first few minutes of the CD starting. People who say this is worry for them are often people who fall asleep easily but then wake up a few hours later. They become worried because they don't hear all the content in the CD and get the full benefit from it – for example they don't hear the parts that help them stay asleep in the night or go back to sleep if they do wake up.

Don't worry if this happens to you the first few times you listen to the CD. You'll probably find there will be a natural variation in how long it takes you to fall asleep and so sooner or later you'll probably hear most of the CD. Secondly, you may be surprised how much of the CD actually got into your subconscious as you were falling into a deeper level of sleep.

However, if you have listened to the Sleep CD for 5 nights and still you find have fallen asleep within a few minutes each time – then it is probably a good idea to listen to the CD once during the day while you are sitting up in a chair with your eyes open – just so you can hear the full content.

#### **2.5. What happens if I don't Fall asleep?**

Your Sleep CD is *not* going to knock you out as if you've been given a general anaesthetic. However the chances are you WILL fall asleep during the CD or very shortly after it has finished. This variation in when you fall asleep is quite normal. So don't worry if you get to the end of the CD and you are still awake. Sleep will follow very shortly thereafter. Also, make sure you don't focus on 'Am I asleep yet?' Rather, all you need to do is listen to the CD and be taken on the journey. Pretty soon you'll be asleep. The more

you *try* to sleep or monitor your sleep, the harder you are making it for the CD to do its work.

The other point to bear in mind is that your Sleep CD works in 2 ways by:

- a) Increasing the *quantity* of sleep you get
- b) Increasing the *quality* of sleep you get

While the Sleep CD will help you fall asleep more quickly and stay asleep for longer, it's most important contribution is to increase the **quality** and depth of your sleep. Six hours of really sound sleep where your brain is being thoroughly refreshed is much better than 8 hours of fractious sleep. Studies have shown your Sleep CD will provide a boost to the quality of your sleep. Remember, the key is not just how much sleep you've had, but rather, how refreshed you are when you wake up in the morning.

## **2.6. What happens if I wake up during the night?**

Your brain naturally goes through a series of cycles each night which last approximately 90 minutes each. During these cycles you'll go from light sleep through dreaming to very deep sleep and back up to light sleep again. This is quite natural and each part of the cycle plays an important part in your brain's replenishment. However, what this means is that there *will* be times in the night when you are particularly susceptible to waking up – namely at the top of each cycle.

Your Sleep CD will provide you with images and techniques that will allow you to slide gently back to sleep again if you do wake up at the top of one of your cycles.

### **2.7. First Time you Listen to the Sleep CD**

The more you use your Sleep CD, the more powerful it becomes. The reasons for this are:

- a) The first time you listen to your Sleep CD your Conscious Brain wants to listen in closely because it is a novel experience
- b) After you have used your Sleep CD a few times much of the content in the CD will have had a chance to filter down into your subconscious and this will help you stay asleep and have a deeper sleep

This progression is quite normal. Each sleep builds on the previous one.

### **2.8. Using your Sleep CD before a ‘Big Event’**

Maybe you only get anxious and have trouble sleeping before a big event such as competing in a major competition or performing on the stage. You might be tempted to ‘save’ your Sleep CD and only use it on these special nights of stress. We recommend against this for the following reason. Any time you constantly pair a stimulus (in this case your CD) with a stressful event there is a risk that the stimulus itself will become a stressful event. So if you only use your Sleep CD when you are stressed there is a risk the CD will become part of the problem. Your brain will automatically associate using the CD with a ‘special’ night of stress. And there is one thing we all know when dealing with ‘special’ nights- you need to make them as normal as possible.

Therefore use your Sleep CD even on nights when you don’t think you’ll have a problem sleeping. This will reinforce its strength as it becomes more strongly associated with having a good night’s sleep.

### **2.9. How often should you use your Sleep CD?**

For the first week you'll probably need to use your Sleep CD 2 or 3 times in a row so that you become familiar with it and allow your brain enough time to absorb the contents into your subconscious.

From then on, most people only use their Sleep CD once or perhaps twice a week because they they're then able to use the techniques in the Sleep CD, even without listening to it. They find they're able to go to their special place and relax their bodies in much the same way as they do with the CD.

The CD is then used once a week as a refresher.

### **2.10. Body Position**

The key consideration is to get into the position you find most comfortable. If you normally sleep on your side then see if you can get comfortable in this position with your earphones in. If not, then don't worry, a number of people start off lying on their back with their hands relaxed beside their bodies and then quite naturally turn over to their normal sleeping position when they've fallen asleep. For this reason it is a good idea to have earphone leads that are reasonably long.

### **2.11. Volume Setting**

Take a little care in setting your volume. Remember, you are likely to fall asleep during the CD so you don't want it so loud that it wakes you up again. On the other hand, you want to hear the voice on the CD quite clearly. If you need to adjust the volume first time through, do so and then restart the CD from the beginning when you have got it right.

### **2.12. Audio Equipment**

The best way to listen to your CD is to use small soft earphones that are inserted into your ear like those supplied with the I-Pod. These can be purchased for around \$15 and can be plugged into most personal CD players or stereo systems. Because these earphones are soft and small it won't matter if you turn over and fall asleep. If possible get earphones with long leads so you have a bit of freedom.

### **2.13. Removing your Earphones when finished**

Most people just fall asleep with their earphones in and then find when they've woken up that somehow they've automatically taken them out without realising it. They're on the pillow beside them.

Even if you have to consciously take the earphones out when the CD has finished it will hardly disturb your smooth descent into sleep. Don't worry about this aspect. It will all happen quite naturally. In most cases it is not necessary to turn the CD player off – just let the CD run till it has finished. If for some reason you find yourself wide awake with your mind racing on a particular thought, the best idea is to write the thought down so you don't have to think about it now. Tell yourself that you'll be able to deal with the thought much better in the morning when you are fully awake than you will be able to right now. And of course, by falling back to sleep you'll wake up fresher and be able to deal with the problem better in the morning. It is therefore a good idea to keep a pad and pencil by your bed so you can safely put these ideas aside.

### **3. Additional Homework before using Your Sleep CD**

#### **3.1. Identifying and Containing Hidden Worries**

If you are normally a good sleeper and you suddenly find yourself having bouts of insomnia then the chances are there is either something physical or something mental disturbing you. If it is something physical: like noises or light waking you up, then of course the best action is to remove these interruptions. Because physical interruptions are so obvious most people are pretty good at sorting them out. However, people are much worse at sorting out *mental* issues that disturb their sleep. We know we can put up darker curtains to cut out the morning light but how do we stop worries from zooming around and around our minds in the middle of the night?

It is a fact of life that mental stresses will come along from time to time. We can't help that. But we need to learn how to manage and contain these stresses before we go to bed so they don't cast a long shadow over our sleep and wake us up halfway through the night. Your Sleep CD will help you in this management and control. But you must do a little homework beforehand so the CD can work its magic.

The first step in controlling mental distractions is to actually identify them. Sometimes the simple act of identifying worries and writing them down is half the battle. An unseen enemy is always the worst. By writing your worries down you often find you actually have fewer problems than you thought you had. You might only have 3 problems but because you endlessly cycle them around and around in your mind, one after the other, it seems like there are 20 problems.

Now, your problems *are* real. That's why your Monkey Mind is trying to sort them out. What you need to do is either:

- a) Solve them or
- b) Contain them

while you are awake and not while you are trying to fall asleep.

So why not make it easy on yourself by sitting down at a desk with a pen and paper right now. As the Nike ad says – 'Just Do It'.

Analysing your problems while you are properly awake, with pen and paper, is much more likely to lead to a proper solution than being half awake at night with random thoughts coming and going. The idea of this analysis is *not* to play the problems over and over but to list your problems and then write down *positive actions* that you can take beside each of the problems.

You need to draw a clear distinction between thinking about a problem to solve it and thinking about a problem simply to play it over and over in your mind. Sometimes we wallow in a worry and make very little progress towards solving the problem. Whenever you find you've been thinking about a problem for 10 minutes, ask yourself, 'How much *progress* did I make towards solving that problem?' If you're no further ahead – then face it. You're simply wallowing in the problem and you need to cut these unproductive worries off.

So write down your worries or problems and beside them list **what you can do** - in the morning, or next week or next month to help address these problems. Remember, problems don't have to be solved in one step. Some times they can take a few weeks. Patience is important. Continue writing until you can't think of anything more or until you start repeating your thoughts.

If there are some problems for which you can't find a solution or a plan of action – then just write a big question mark beside them. This is a place holder for you to re-visit another day. Not tonight. Relax in the question mark. It means you won't forget or neglect the problem. It will be there for you in the morning.

When you've listed your problems and your plan of action -  
**STOP!**

That's it. You've thought about your problem as much as you can and you know there is ***no point in thinking about it any more.*** You've either got a plan of attack or you've decided that no matter how hard you think you can't find one at the moment. You're done thinking. Any more is just repeating yourself and wearing yourself out for no benefit.

You are now in a position where you can ***consciously*** agree there is no point in further worrying about a problem. You've done all you can tonight. The time for further action and analysis is tomorrow – after you've woken up. What you really need now is sleep and rest. You need to box up these worries and put them aside until another time. Fold your paper and put it aside.

Of course your Monkey Mind might try to pick these problems up again in the night, but if it does your Sleep CD will help you put your Monkey Mind back to sleep. All you need to do is make sure you've done your part in advance and arrived at the point where you know in your heart that thinking about your worries is not going to get you further ahead.

You will need to re-do your 'Worry Analysis' again at some stage in the future. Maybe not this week, maybe not even this month.

But your life is not static and while some of your old worries will disappear because you've taken action it may be the case that other new ones come along. Just review your situation from time to time.

Finally, make sure you finish your 'Worry Analysis' at least 1 hour before you go to bed to listen to your Sleep CD. You need to be comfortable with your conclusions and provide time for your conscious mind to hand your conclusions down to your unconscious mind well before bed. Now don't think about this anymore – get on with the rest of your evening, read a book, watch TV.

## 4. Additional Tips on getting a Good Night's Sleep

Use the following tips to help you get a better night's sleep.

### 4.1. Body Clock

Sleep is a habit. The more regular you are in your sleep habits the more likely it is that you will fall asleep easily and peacefully. Your brain has an inbuilt daily clock which helps control your biology and wakefulness. It likes to associate wakefulness and sleepiness with regular times of the day. So don't confuse your body clock by going to sleep at wildly different times every night.

If you go to sleep at completely different times each night you'll scramble your body clock and end up with a mini form of jet lag. And we all know how tired we are when we are jetlagged. So, if you are having trouble sleeping try an experiment where you go to bed about the same time for 5 consecutive days in a row. You might just find that giving your body clock a reliable routine makes it easier for it to shut down.

### 4.2. Sleep Hygiene

You should keep your bedroom for sex, sleep and things that prepare you for sleep. Whatever you do, don't turn your bedroom into a mini amusement parlour where you play the stereo, watch TV and have animated discussions on the phone. You need to make it easy for your brain to *associate your bedroom with sleep* – not more stimulation.

Most people find reading in bed a relaxing way to unwind and prepare for sleep. You might think that reading in bed and watching TV are the same but reading in bed does produce quite

different brain wave patterns to watching TV. The brain wave patterns produced by reading are much more suited to sleep than those produced by watching TV. So reading in bed is ok.

If you find yourself lying in bed for ages thinking about a problem then get up and go into another room. Again, you don't want your brain to associate your bed with being a place where problems are solved. Bed and the bedroom must be associated with sleep or preparation for sleep.

### **4.3. Alcohol and Caffeine**

Alcohol has a very complicated effect on your brain. At some levels it depresses your brain and makes you more sleepy but at other levels it actually stimulates your brain. If you drink alcohol before you go to bed you will probably find that you fall asleep quite easily but then about 3 hours later you may suffer a rebound where your brain becomes quite active and fractious. This sort of sleep is not refreshing. If you are having trouble sleeping try cutting out or reducing your alcohol intake

Caffeine of course is a stimulant and should not be taken from mid afternoon onwards if you have trouble sleeping

### **4.4. Medical Conditions like Sleep Apnea**

Of course you might be suffering from a medical condition such as Obstructive Sleep Apnea where you momentarily stop breathing while you are asleep. This is a very debilitating problem and causes the patient to wake up dozens if not hundreds of times in a night- often without knowing about it. Instead of sleeping properly and going through the different stages of sleep, a patient with apnea has lots of micro-naps. Never properly falling asleep. Apnea

is surprisingly common with about 1 in 22 Americans suffering from it. It is more prevalent in overweight people.

If you think you might be suffering from Sleep Apnea you need to see your physician as this is a physical problem and can't be cured by your Sleep CD.

#### **4.5. Exercise**

If you are having trouble getting sleep and you don't do any exercise then think about this for a moment. During the day you're probably building up all sorts of mental stresses. These mental stresses usually release a cascade of hormones which prepare you for 'fight or flight' – i.e. lots of physical exertion.

But if haven't done any exercise these hormones may still be floating around in your body keeping you on edge. A short bout of vigorous exercise will often help break these hormones down and calm your mind. Furthermore, if you are physically tired you're much more likely to sleep.

It is best to do this exercise at least 2 hours before bed time so your body has a chance to wind down.

So see if you can get a balance of physical exercise in your life. You'll sleep better, feel better and be healthier.