



ANTHONY ROBBINS

EVENTS

ANTHONY ROBBINS
DATE WITH DESTINY[®]

THE ULTIMATE JOURNEY FOR THOSE WHO WANT THE MOST OUT OF LIFE

INSIGHT VISION PURPOSE TRANSFORMATION



A N T H O N Y R O B B I N S

DATE WITH DESTINY®

JOIN THE MASTERS OF OUR TIME TO PERFECT THE LIFE OF YOUR DREAMS

REVITALIZE TRANSFORM ENERGIZE RENEW



Date With Destiny®

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DATE WITH DESTINY

Dear Friend,

Welcome to Date With Destiny and congratulations for making the decision to take your life to the next level. At its core, this program is about understanding why you feel and behave the way you do as well as giving you strategies and tools that will allow you to align with these forces to create the happiness, joy, love, passion, success, and fulfillment you desire and deserve. Whether you want to improve your career, your negotiations, your relationships, your finances, your health, or ultimately your ability to get the most from your life, it starts with the foundation of how you think, feel, and behave.

I know this may seem like a lofty promise, but I can tell you after working with over three million people from an unbelievably diverse population, that there are certain patterns that cause people to succeed or fail; that create enormous levels of joy or excruciating levels of despair. I've also had the opportunity to live my own life and make my own mistakes. In fact, it was only a few years ago that I found myself in a position where I had raised four kids whom I adore, I was receiving hundreds of letters a week from people thanking me for the tools I've given them to help turn their lives around, and I had taken my company public and watched my net worth rise to over \$400 million in a single day. Yet only months later I was speaking in front of a crowd of 18,000 people I loved and wanted to serve, and for the first time in my life, I had the experience of feeling extraordinarily sad and empty inside.

While the process wasn't easy, what I learned in the months to follow allowed me to uncover the true source of my challenges. Today, while my life is far from perfect, one of the greatest gifts I have is my absolutely certainty that the joy I feel is here to stay. In addition, through these lessons and experiences, I have been able to create an extraordinary relationship with my beloved wife, Sage, who has given me love, passion, joy, gratitude, and fulfillment beyond anything I have ever known.

The unraveling of the distinctions, tools, and principles that made this possible for me has been one of the most important lessons of my life and I feel privileged to have the opportunity this week to share with you some of the answers I've found. Most important, this is not a process that requires any of us to change who we are; rather the lessons I learned all stem from taking off my masks and having the courage to be myself, no matter what the context.

To that end, Date With Destiny is a bit different from our other programs. More than anything, it will cause you to think from your heart and to put the stake in the ground for who you are and what you are committed to for your life. Whether you simply want to make some small distinctions to take your life to the next level, or whether you are here to reclaim your life and what's most important to you, I commend you for taking this first step. I also look forward to being your partner this week as we laugh, dance, cry, celebrate, and discover the deepest truths about ourselves, each other, and the fundamental practices that create an extraordinary life. Let's go for it this week, and as always, remember to *Live With Passion!*

Love & Respect,

Anthony J. Robbins
Chairman of the Board
The Anthony Robbins Companies



“The future has several names.

For the weak, it is impossible.

For the fainthearted, it is unknown.

For the thoughtful and valiant, it is ideal.”

———— VICTOR HUGO ————



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BUDDY EXERCISE

1 Your name: _____

2 Why did you choose your buddy? _____

3 Why are you here? _____

4 Why can your buddy count on you? _____

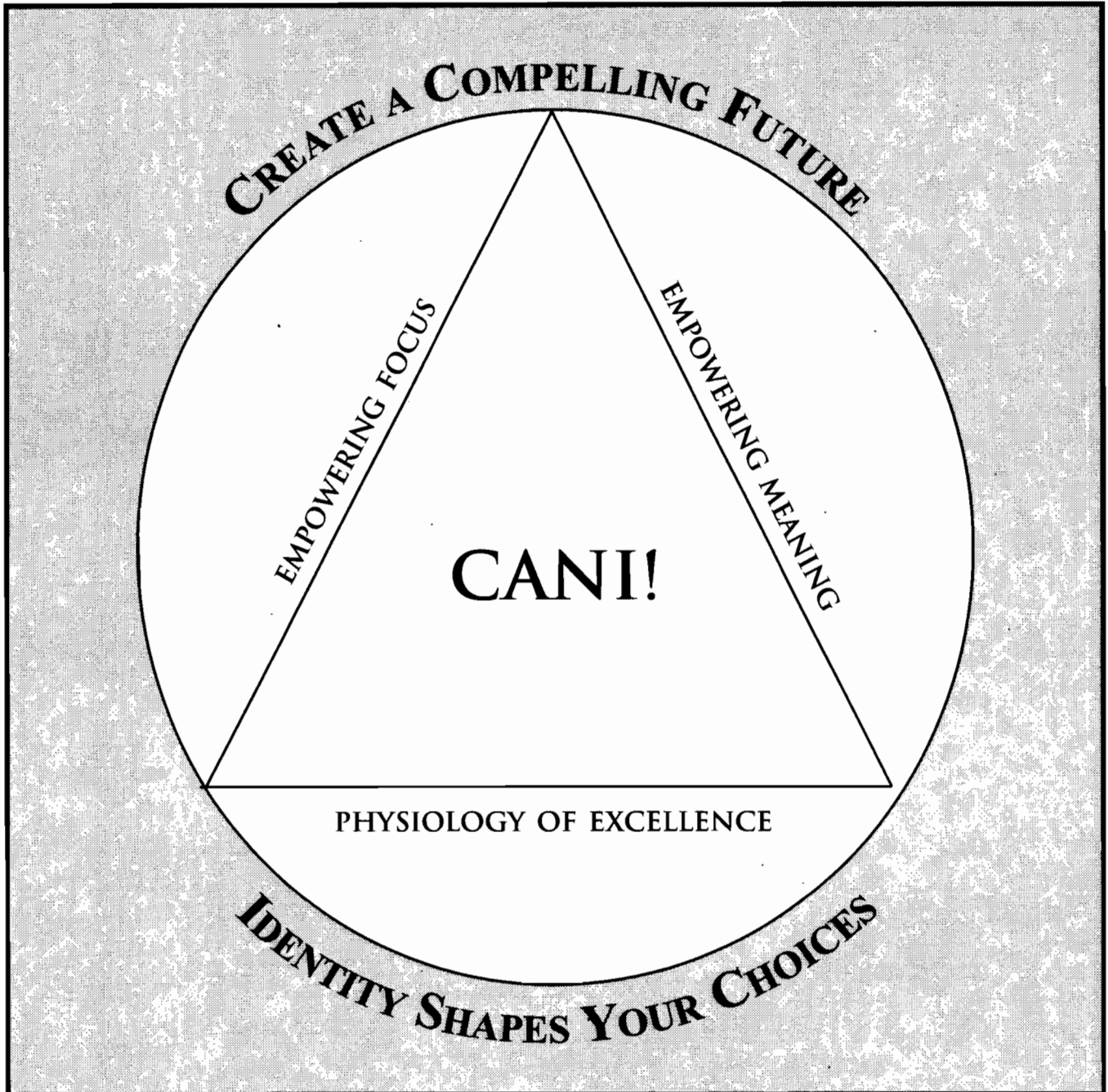
5 What was the most embarrassing moment of your life?

6 Your nickname: _____





THE POWER OF A COMPELLING FUTURE

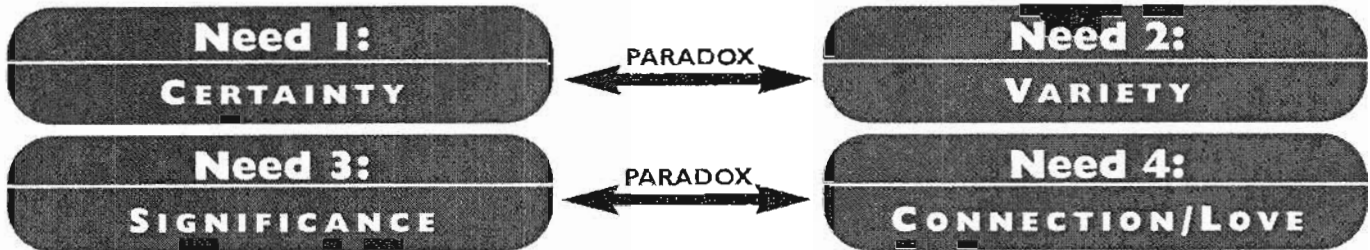




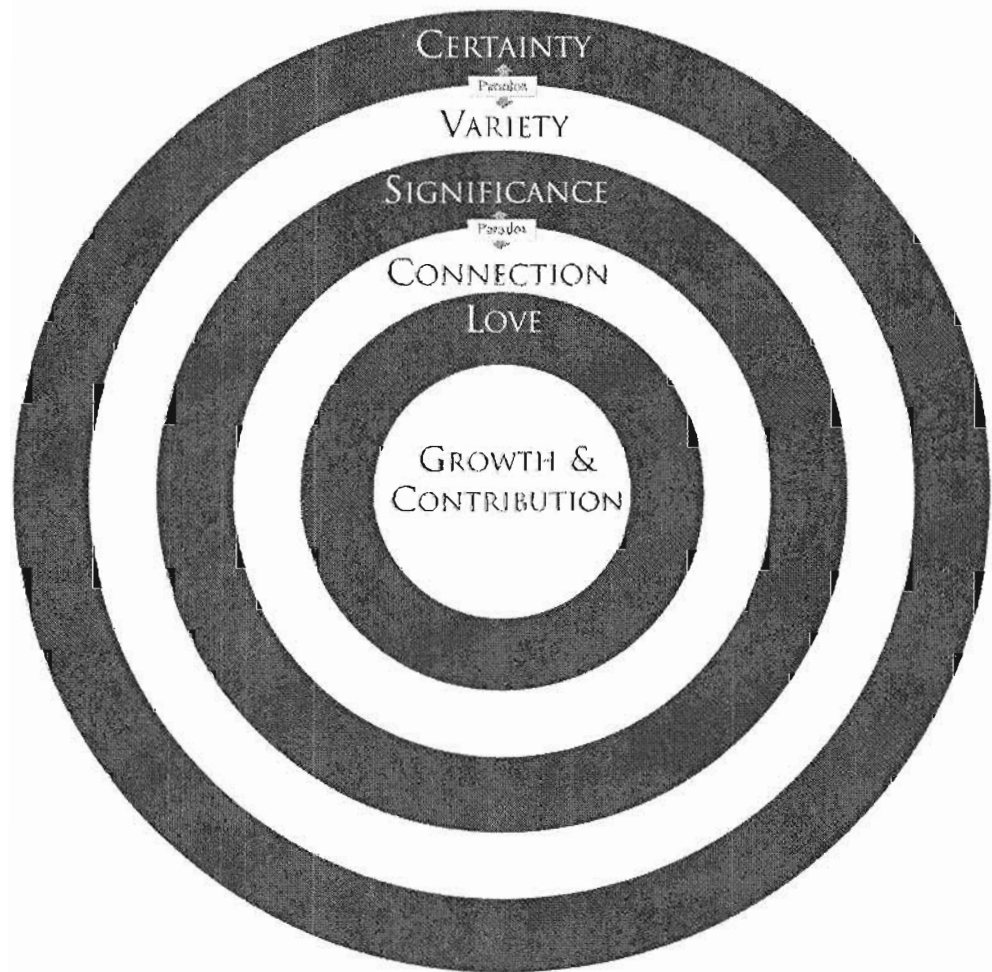
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THE SIX HUMAN NEEDS

THE FOUR NEEDS OF PERSONALITY



THE TWO NEEDS OF THE SPIRIT



You can meet any or all of these six needs by changing either your perception (belief or appreciation of) or procedure (vehicles or approach to).



NOTES

THE FOUR CLASSES OF HUMAN EXPERIENCE



CLASS I

It feels good.

It is good for you.

It is good for others.

It serves the greater good.

What are the Class I ways you meet your needs?

CLASS II

It does not feel good.

It is good for you.

It is good for others.

It serves the greater good.

What are the Class II ways you meet your needs?

CLASS III

It feels good.

It is not good for you.

It is not good for others.

It does not serve the greater good.

What are the Class III ways you meet your needs?

CLASS IV

It does not feel good.

It is not good for you.

It is not good for others.

It does not serve the greater good.

What are the Class IV ways you meet your needs?



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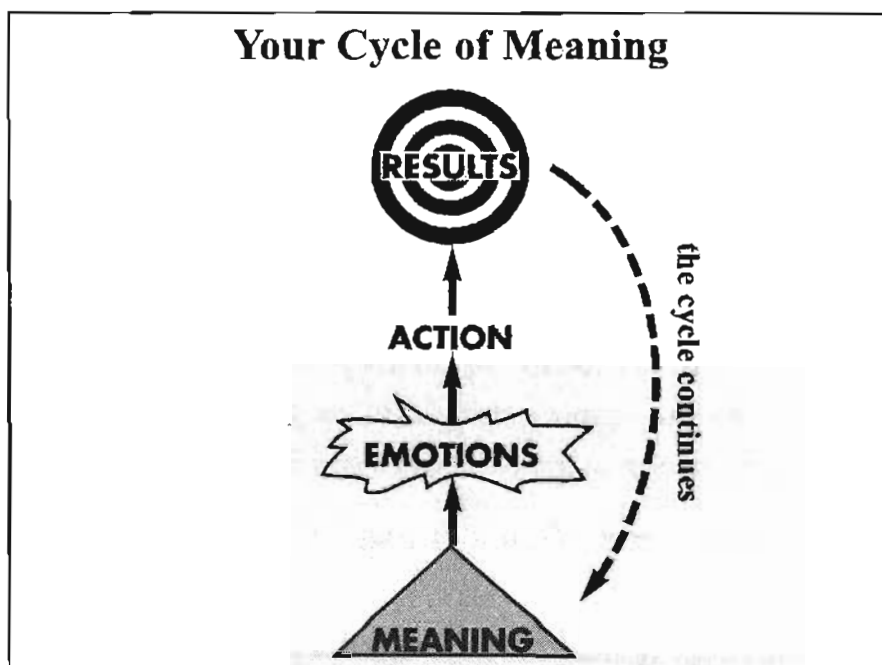


THE PATH OF MEANING: THE THREE LEVELS OF IMPACT

What is the most important question in life? What is the single factor that shapes and controls the quality of your life? What is it that determines if a person will have a life of meaning, contribution, happiness, joy, and fulfillment, or if they will effort through a life filled with frustration, despair, overwhelm, and disappointment?

Many believe that the answer to these questions lies in the quality of a person's relationships, economic status, physical health, or success in their career. While these factors are all important to us, none of them are the true source of our happiness or fulfillment. **Regardless of our backgrounds, beliefs, political convictions, financial opportunities, race, or environment, the quality of our lives is found universally in one element: our ability to choose the meaning in any life circumstance.** We all know people who seem to have every obstacle put in their way and yet have transformed their lives to create an extraordinary impact: Rosa Parks, Mother Teresa, Nelson Mandela, as well as those less well known. We also know people with every possible social, economic, and physical advantage who have been unable to transfer these opportunities into a life of meaning, happiness, and contribution. The difference in the quality of these people's lives is meaning: **people with extraordinary lives consistently refuse to accept the adversities set before them and make a decision to take control of the meaning, emotions, and actions of their lives.**

Given that the quality of your life is a reflection of the meanings you create—*how did you create this meaning in the first place? How did you get to this moment? What is your path of meaning?* All of us have a path of meaning—and the meanings we create generate the emotions of our lives, which drive all of our actions, thus producing the results we experience.

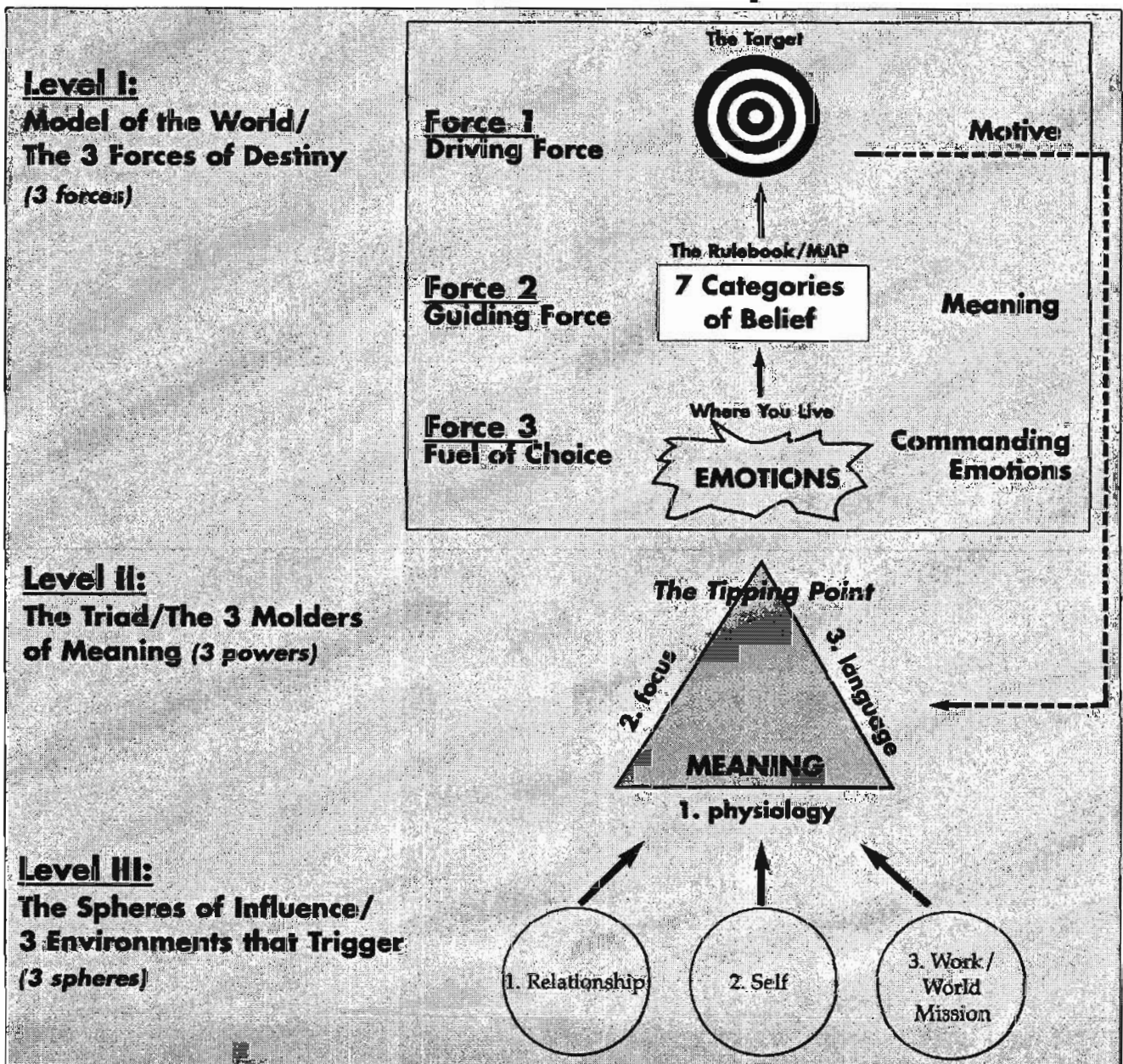




THE PATH OF MEANING: THE THREE LEVELS OF IMPACT

Some people's paths lead to pain and other's paths lead to lasting pleasure. The problem is that most people don't know what's shaping or directing their path. Once you understand and appreciate your own as well as other people's paths, you have the power to anticipate versus react. This is the opportunity that awaits you now. **There are Three Levels of Impact on the Path of Meaning that need to be understood, appreciated, and mastered.**

The Three Levels of Impact





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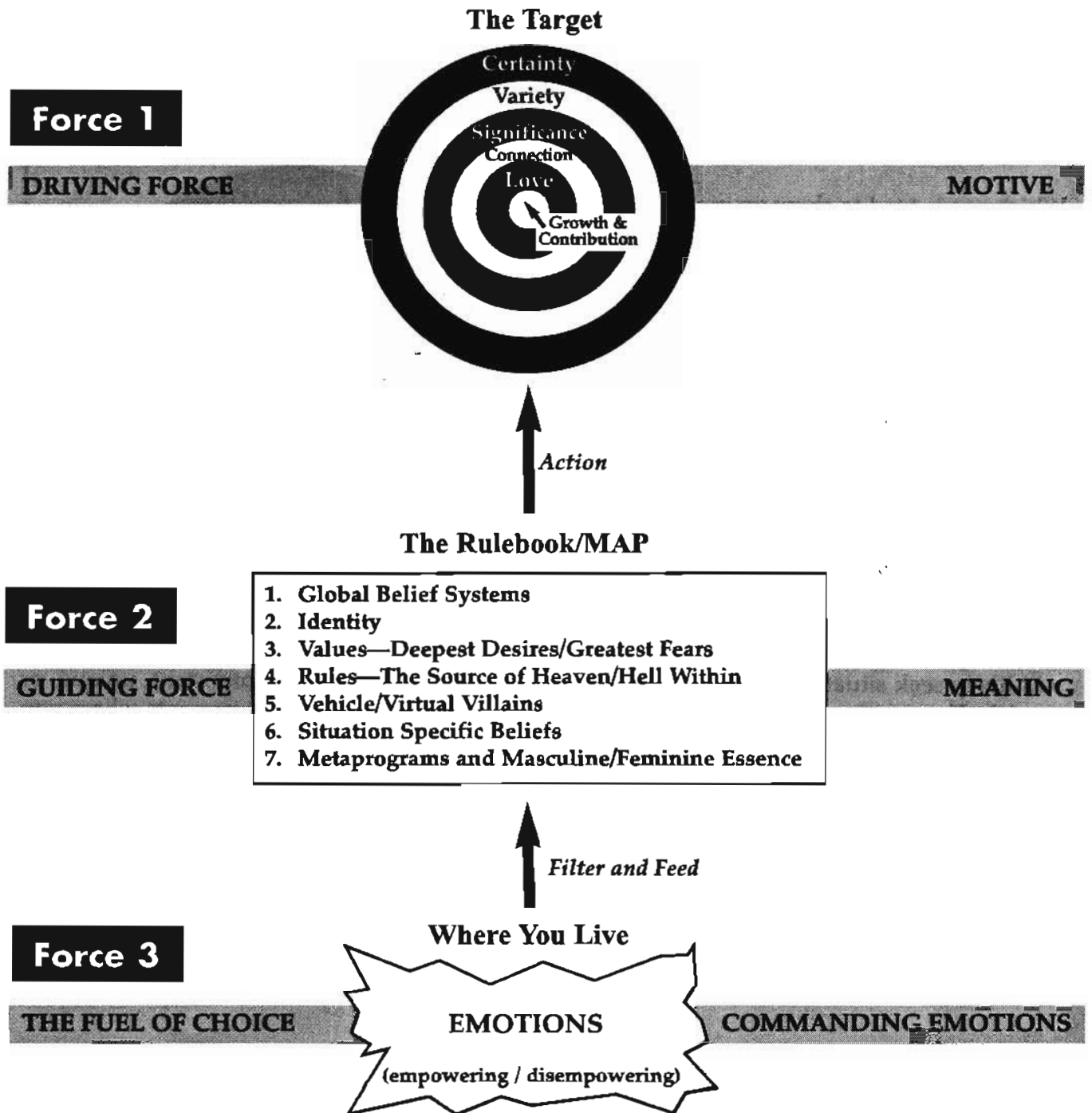
*"Dreams pass into the reality of action.
From the actions stem the dream again;
and this interdependence produces
the highest form of living."*

————— ANAIS NIN —————



LEVEL I—THE THREE FORCES OF DESTINY: YOUR MODEL OF THE WORLD

Model of the World: The Three Forces of Destiny





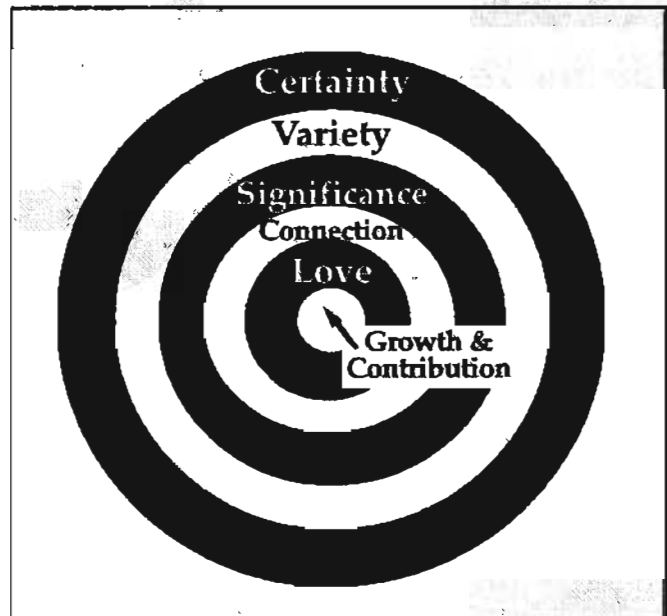
LEVEL I—THE THREE FORCES OF DESTINY: YOUR MODEL OF THE WORLD (CON'T)

Force I: The Driving Force: The Target of Life The Six Human Needs That Create Desire and Motive

All human beings are driven by the same six fundamental needs: the four primary needs (certainty, variety, significance, connection/love) and the two spiritual needs (growth and contribution). What differs among each of us, however, is how we value these needs: are we driven primarily by certainty and significance? Connection and contribution? Variety and growth?

Which needs tend to show up most in your life, particularly when you are under stress, fear, angst, or difficulty? Regardless of what you think you want, or what you'd like to value, operationally, when in the midst of the challenges, turbulence, and spice of life, what tends to show up? Where do you spend most of the time in your relationship and in other areas of your life? What is the primary driving force of your life? What needs do you value most?

Whatever you select as your driving force (i.e. whatever needs you value most) impacts every part of your life. If you are driven by certainty and significance, you will likely seek situations that you can control and where you can feel important, unique, or special. If you value connection and contribution, you may look for environments where you can express your caring toward people and make a difference. Think of these six needs as a target with a bullseye in the center. The challenge is that the true bullseye of these six targets is connection and love, with the inner-most center being growth and contribution. Thus, if you value certainty the most, because it is on the edge of the target, if you miss you'll be off-kilter. If you truly value the middle circles of contribution and love, you likely have more options to meet your needs at a deeper level and feel fulfilled. The secret is to understand where you truly are and how it impacts your life so that you can ultimately learn to expand the choices available to you to create fulfillment. There is no greater force in your life to direct destiny than the needs you value most.





LEVEL I—THE THREE FORCES OF DESTINY: YOUR MODEL OF THE WORLD (CON'T)

Force II: The Guiding Force: The Rulebook/MAP of Meaning & Action: The Filters That Determine What Needs You Attempt to Meet

There are seven categories of beliefs that affect how you create meaning for your life:

1. Global Belief Systems (B.S.)

- a. What is the purpose of life and death? What are the problems? What creates pain? What are the rewards?
- b. What are the resources available to you?
 - (1) Time: How much is a long/short time? Is time scarce or abundant? Where do you spend your time (past, future, present)?
 - (2) Money, people, love, emotions, life metaphors.

2. Identity

- a. Who are you? Who are you not?
- b. Who are your role models? Who are they not? How are you like them/not like them?
- c. What is the story of your life? What is your life about?
 - (1) Archetypes (king, queen, princess, warrior, magician, lover, fool, martyr, victim, etc.).
 - (2) Quality of archetypes (lonely, evil, jolly, romantic, wise, lost love, etc.).
 - (3) Stage of life (young, coming of age, old).
 - (4) The 7 elements of a story (desire, problem/need, opponents, plan, battle, self-revelation, equilibrium).
 - (5) Four things life is about (Ls, Gs, Cs): learning, loving, growing and giving—held together by connection and fueled by contribution.

3. Values: Deepest Desires & Greatest Fears

- a. Life is found in the dance between them.
 - (1) Primary Fears: we are not enough; we won't be loved.
 - (2) We can die a psychological death, but not a spiritual one. We are more than our bodies.
- b. Primary Question: the primary focus of a person's life.

4. Rules: The Source of Heaven & Hell Within

- a. The set of beliefs that guide you—the judge and jury.
- b. Feeling alive, worthy/significant, certain, love. Maintaining or growing your identity.

5. Vehicles/Virtual Villains

- a. What are the vehicles you use to try to meet your needs? (i.e. money, career, physical body, relationships, religion, problems, suffering, pain, helplessness, etc.).
- b. What are your virtual villains? (i.e. time, boss, co-workers, family, the world, class of people, the past/future/present).

6. Situation Specific Beliefs

- a. Results (punish or reward).
- b. "Infield Fly Rules" (specific situations where it's okay to violate your rules).

7. Metaprograms for Processing Information

- a. Internal or External
- b. Towards or Away
- c. Necessity or Possibility



LEVEL I—THE THREE FORCES OF DESTINY: YOUR MODEL OF THE WORLD (CON'T)

**Force III: The Fuel of Choice: Where You Live
The Emotions That Are the Ultimate Filters of Your State**

There are over 4,000 words to express emotion in the English language: some of these are positive emotions that empower and others are negative, disempowering emotions. Out of these emotions, however, most people experience fewer than a dozen in a given week. This means that there are only about a half dozen emotions most people feel that make them feel good on an ongoing basis! This is the fuel you use to drive your life. Thus, regardless of your driving force, or the MAP you use to get there, if you don't have emotions that will propel you forward to attain them, the MAP is useless. The secret is we must be honest about the emotions we really experience. From this place, we can utilize the power of the triad to change them.



What are these emotions for you? What emotions do you experience consistently? Where do you tend to live emotionally? Take a moment to write down all the emotions you consistently experience in an average week.

Emotions are faster than thought. Thus, there is no power greater to affect how you feel in the moment and most important, to drive you forward to reach your goals, than your current pattern of emotion. Remember, even with an empowering target and a fulfilling MAP, you cannot achieve an extraordinary life without quality fuel to get you there.

LEVEL II—THE THREE MOLDERS OF MEANING: THE TRIAD

Your Model of the World is a powerful tool for understanding why you think, feel, behave, and act the way you do. So, how is it possible that you can have a Model that supports you overall, but still have moments where everything seems to fall apart? The answer is your Triad: at any moment in time, the meaning you give to a situation is shaped by your Triad. The Triad you currently embody creates the meaning. The meaning fires off the emotion.

The power to change and expand the fuel of emotions available to you lies in the three patterns of the triad.

The 3 Molders of Meaning: The Triad

Power #1: Physiology
How you engage your body: your posture, breathing, tone of voice, movement, etc.

Power #2: Focus
What you focus on, you feel. What is your current pattern of focus? What are you giving attention to in the moment?

Power #3: Language/Meaning
The words you use to describe your experience become your experience. Your habitual language patterns create the meaning in any situation.

Remember: The Triad is the tipping point because it becomes a filter for what emotions you experience.

The secret is to learn to not only be aware of your current triad, but to be able to direct it in any given moment to change what you are feeling. The quickest way out of pain and into pleasure is by changing the triad you are experiencing in the moment. Regardless of the situation, if you shift a person's triad powerfully enough, the person will transform.

LEVEL II—THE THREE MOLDERS OF MEANING: THE TRIAD (CON'T)

Meaning and The Power of "maybel"

The quality of our lives is a direct reflection of the emotions we experience. Therefore, it's critical to understand what shapes these emotions and the resulting meaning that we create. Thus, while all three components of your Model of the World (driving force, guiding force, and the source of fuel) radically affect our perceptions, the most important of these is meaning. If you're happy or sad; it's the meaning you've created. If you're angry or blissful, it's the meaning. If you're wounded or empowered, it's the meaning. These emotions have nothing to do with anyone else in your life; rather, it's the force you alone control.

To not only deal with this dynamic, but to condition ourselves to respond to situations in an empowering way, we need to interrupt our current limiting patterns and learn to respond with a new approach:

When you're in doubt, turn it inside out!

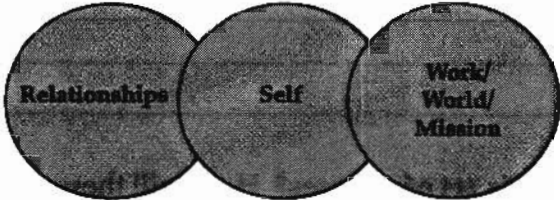
Remember, when you take ownership of the meanings you create, as well as the other components that influence the quality of your life, you will not only approach situations with a higher level of compassion, truth, and honesty, but you will create a space with those around you to resolve the true source of any conflicts and to create a new opening for passion, love, joy, happiness, and fulfillment.



LEVEL III—THE THREE ENVIRONMENTAL TRIGGERS: SPHERES OF INFLUENCE

Once you understand your Model of the World and master the ability to change your Triad, it is still possible for something to trigger you to feel bad or good. In general, a person will not go after a target (Model of the World) until something occurs that causes them to change their Triad. There are three giant areas of life that can trigger such a change:

The Spheres of Influence



People see their lives through these three filters.

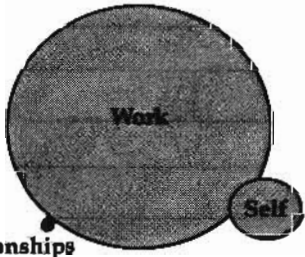
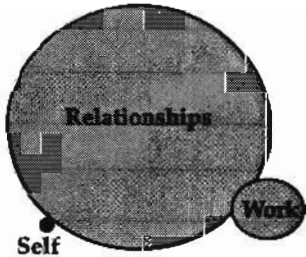
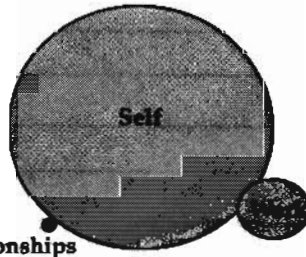
Sphere #1: Relationships
Intimate, Family (mother, father, brother, sister, kids, etc.), Friends, etc.

Sphere #2: Self
The nurturing and development of oneself.

Sphere #3: Work/Mission/World
The culture a person lives in and their focus on their work or life's mission.

We all have these three Spheres of Influence, however, we all tend to value them differently depending on our stages of life. The question is *what do they need to be for you to feel fulfilled?* While there are no right or wrong answers to the ideal balance for you, what is important is to know that there will be advantages and disadvantages (often in the form of problems!) that occur depending on your primary focus. Here are some examples of how people can value these spheres differently. What do you think the challenges are that each of these people might experience?

Examples: Spheres of Influences

 <p style="text-align: center;">Traditional Young Working Male</p>	 <p style="text-align: center;">Traditional Young Working Female</p>	 <p style="text-align: center;">A Common Model for Many People Today</p>
--------------------------------------------------------------------------------------------------------------------------------------------------------------	----------------------------------------------------------------------------------------------------------------------------------------------------------------	----------------------------------------------------------------------------------------------------------------------------------------------------------------------



EVALUATING YOUR SPHERES OF INFLUENCE

1. Now, take a moment to define what your spheres look like today. Draw below your Spheres of Influence (three circles) as they really are.

2. Once you draw these circles, write down the top two needs you are attempting to meet from each of these spheres.

3. What problems can you predict might occur with this set of spheres? How will these drive your Triad and ultimately shape your Model of the World?

4. What are some solutions you can implement to solve or at least minimize some of these problems? How might you need to change your spheres and/or expand your Model of the World to more effectively meet your needs?

Remember, all stages of life have advantages. The secret is to strengthen these, but to also be aware of the challenges that may occur so that you can look the tiger in the eye and face them with courage, determination, faith, and compassion. And, ultimately, to use all of these learnings to expand your Model of the World and the choices available to you. This is how new meanings are formed and an extraordinary life is created.



SUMMARY: THE PATH OF MEANING: THE THREE LEVELS OF IMPACT

While this may seem like a lot of information to digest, the most important thing to remember is that the first step to creating change is awareness. Thus, while we encourage you to study this material and practice each of the three levels until you have developed a basic level of mastery of them, at the same time, remember the outcome of all of this is to help you understand where you (or someone you love) are currently so you can use it as a base to expand the choices available and create new meanings that empower you.

In many situations, you may be able to short-cut to understand the top driving needs, a few of the most important beliefs and rules, and the most prevalent emotional patterns. From there, you can determine the current Triad that's driving you and how you are balancing your spheres and you have a pretty good picture of your life!

Summary: The Three Levels of Impact

Level I (3 forces):

Model of the World: The 3 Forces of Destiny

Force #1: The Driving Force: The Target (*Motive*)

Force #2: The Guiding Force: The MAP/Rulebook (*Meaning*)

Force #3: The Fuel of Choice: Where You Live (*Commanding Emotions*)

Level II (3 powers):

The Triad: The 3 Molders of Meaning

Power #1: Physiology

Power #2: Focus

Power #3: Language/Meaning

Level III (3 spheres):

Spheres of Influence: The 3 Environments That Trigger

Sphere #1: Relationship

Sphere #2: Self

Sphere #3: Work/Mission



NOTES



THE PATH OF MEANING: THE THREE LEVELS OF IMPACT

SPIRITUAL INTENT / LEVELS OF CONSCIOUSNESS
CHEMISTRY OF TRANSFORMATION

Level I:
Model of the World/
The 3 Forces of Destiny

Force 1:
THE GUIDING FORCE:
The Target
(MOTIVE)



ACTION

Force 2: The Guiding Force: The Rulebook/MAP (MEANING)

- Global Belief Systems (G.B.S.): Purpose of Life and Death, What are the Resources?**
(1) Purpose of Life and Death (2) What are the Resources? (Time, Money, People, Love, Emotions, Life, Mentors)
- Identity**
(1) Who am I? Who am I not? (2) Who are my Role Models? Who are they not? How am I like them? How am I not?
(3) What is the story of my life? What is my life about? Archetypes (King, Queen, Heroine, Warrior, Magician, Lover, Fool, Martyr, Victim); Quality of Leadership (Leader, Evil, Heroine, etc.); Stage of Life (Old, Young); 7 Elements of Role Play (Issue, Problem/Need, Opponents, Plan, Route, Self-Sovereignty, Equilibrium); Life is about stages (L, G, & C) — Learning, Loving, Giving, Growing. Glue that holds it together is Connection, Fused by Consciousness.
- Values: Deepest Desires/Greatest Fears:**
(1) Life is found in the "space" between them. Primary Fears (not enough, won't be loved; Can die a psychological death, but not a spiritual one—we are more than our bodies)
(2) Primary Questions
- Rules: The Source of Heaven & Hell Within: Set of Beliefs that Guide You**
- Vehicles / Virtual Villains: Vehicles: Money, Work, Body, Relationships; Villains: Time, Boss/Co-workers, Family, The World, Class of People, The Past/Future/Present**
- Situation Specific Beliefs (SSBs): (1) Results (Punish or Reward); (2) "Infield Fly Rules"**
- Metaprograms / Masculine or Feminine: (1) Internal or External: towards or Away; Necessity or Possibility (2) Masculine or Feminine**

SOURCE OF LOVE

ROLE MODELS



FILTER / FEED

Force 3:
FUEL OF CHOICE: Where You Live
(COMMANDING EMOTIONS)
(empowering / disempowering)

The TRIAD: 3 Molders of Meaning
The Tipping Point



Level II:
The Triad/
3 Molders of Meaning

Level III:
The Spheres of Influence/
3 Environments that Trigger





NOTES

"The mind contains all possibilities."

— BUDDHA —



EXAMPLE: ELVIS HAS A HEATED ARGUMENT WITH HIS BOSS

DRIVING DESIRE/NEED:
Elvis just wanted to feel **CERTAINTY** that he would be comfortable; all he really wanted was **SIGNIFICANCE** and attention.



RESULTS/CONSEQUENCES:
Elvis is even more frustrated and angry; eventually he loses his job.



BEHAVIOR/ACTION: THE EFFECT

Elvis **lashes out verbally and physically.**
He yells at his co-workers, then goes home, ignores his wife, and kicks his dog.



EMOTIONS: THE CAUSE

Elvis is overwhelmed by feelings of **anger, frustration, and insecurity.**



THE TRIAD: THE SOURCE

A PATTERN OF PHYSIOLOGY

Tense
Shallow breathing
Sweating
Upset stomach
Clenching teeth
Hunched over



A PATTERN OF FOCUS

"I know that guy has hated me since day one."
"That guy is a big, fat jerk on a power trip."
"He found me out; he knows I don't really know what I'm doing."
"This job is just more than I can handle."



A PATTERN OF LANGUAGE/MEANING

"!*^#@! you, man!"
"Who the !*^#@! do you think you are?!"
"I'm screwed!"
"This place is a living hell."





NOTES



THE TRIAD



BEHAVIOR/ACTION: THE EFFECT

Behavior is a Vehicle for Dealing with and/or Expressing Human Emotion

EMOTIONS: THE CAUSE

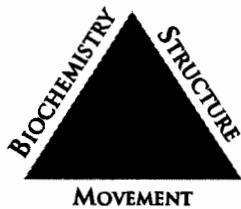
Emotions are the Drive Behind All Human Behavior

THE TRIAD: THE SOURCE

THE SOURCE OF ALL EMOTION IS A CONSTELLATION OF THREE FORCES

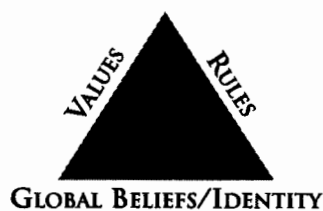
FORCE #1

**A PATTERN OF
PHYSIOLOGY**



FORCE #2

**A PATTERN OF
FOCUS**



FORCE #3

**A PATTERN OF
LANGUAGE/MEANING**





Old Disempowering Pattern



1. THE TARGET

1. What is the driving need you are trying to meet with this behavior?
It is a way for me to feel COMFORT.

2. What are the results/consequences of your current behavior?
I feel incongruent; I am polluting my lungs.

BEHAVIOR/ACTION: THE EFFECT

BEHAVIOR TRIGGER(S):
Taking a coffee break at work with others who smoke
Going out for cocktails with other smokers

2. THE BEHAVIOR
What is the behavior you're committed to changing?

I must stop this madness of smoking!

EMOTIONS: THE CAUSE

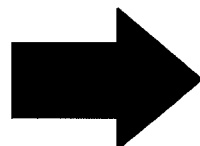
EMOTIONAL TRIGGER(S):
Feeling stressed out about work, needing a break from the chaos on my desk
Feeling nervous about being in any kind of social situation
Feeling uncomfortable being around strangers

3. THE EMOTION(S)
What are you really feeling?

I am feeling uncomfortable, nervous, and out-of-place.

THE TRIAD: THE SOURCE

<p>1. A PATTERN OF PHYSIOLOGY</p> <p>How are you currently using your Physiology?</p> <ul style="list-style-type: none"> • My throat tightens. • I breath quickly and shallowly. • I speak softly or not at all. • My facial muscles are tight. • I wrinkle my forehead and rub my eyes. • I cough uncontrollably. 	<p>2. A PATTERN OF FOCUS</p> <p>What do you have to focus on/ believe in order to feel this way?</p> <ul style="list-style-type: none"> • I'm young enough to repair any lung damage. • I'll quit before I'm 40 for sure. • A few more weeks of smoking won't make a difference. • It's who I am; take it or leave it. • It will keep me thin. • I'll probably never quit anyway; I'll probably die of lung cancer but everyone has to go some way. 	<p>3. A PATTERN OF LANGUAGE/MEANING</p> <p>What are the phrases, words, questions, and/or metaphors you use?</p> <ul style="list-style-type: none"> • What the hell, the damage is already done. • I can quit any time I want. • I could really use a cigarette. • It's a free country; I have a right to do what I want. • I'm so stressed out. • I'm beyond caring anymore.
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DRIVERS

1. SUBMODALITIES: I see smoky, dark images; tones are muffled; I feel heavy.
2. REFERENCES: I began smoking after starting a new high school when I didn't know anyone; it made me feel confident, comfortable, and part of the group.

THE TRIAD: AN EXAMPLE—SMOKING

New Empowering Solution

1. THE TARGET

1. What is the driving need you are trying to meet with this behavior?
It is a way for me to feel COMFORT.
2. What are the results/consequences of your current behavior?
I feel incongruent;
I am polluting my lungs.



1. THE TARGET

1. What are the driving desires and needs you want to meet now?

I want to have a sense of certainty that I have comfort and relaxation with not smoking; a sense of significance—I am in charge of my health and vitality; a sense of growth—I have overcome this horrible habit; a sense of contribution—I can use my experience to help others quit, too.

2. What results do you really want?

I want to be comfortable and relaxed while feeling healthy, clean, and strong; to be a role model for my kids and others; to connect with the people I have alienated because of my smoking habit.

2. THE BEHAVIOR

- What is the behavior you're committed to changing?
I must stop this madness of smoking!

BEHAVIOR/ACTION: THE EFFECT

BEHAVIOR TRIGGER(S):

Taking a coffee break at work with others who smoke
Going out for cocktails with other smokers

2. THE BEHAVIOR

How do you want to behave in this situation in order to achieve the desired results/needs?
I want to learn alternative relaxation methods;
work out instead of going out for drinks after work.

3. THE EMOTION(S)

- What are you really feeling?
I am feeling uncomfortable, nervous, and out-of-place.

EMOTIONS: THE CAUSE

EMOTIONAL TRIGGER(S):

Feeling stressed out about work, needing a break from the chaos on my desk
Feeling nervous about being in any kind of social situation
Feeling uncomfortable being around strangers

3. THE EMOTION(S)

How do you want to feel in this situation? What are you committed to feeling?
I feel happy, in control, healthy, and vital.

THE TRIAD: THE SOURCE

1. A PATTERN OF PHYSIOLOGY

OLD

How are you currently using your Physiology?

- My throat tightens.
- I breath quickly and shallowly.
- I speak softly or not at all.
- My facial muscles are tight.
- I wrinkle my forehead and rub my eyes.
- I cough uncontrollably.

NEW

What new Physiology will empower you?

- I am focused and filled with excitement.
- I breathe deeply and clearly without coughing.
- I sit up straight.
- I laugh, smile, and talk.
- I stretch and feel energized.

2. A PATTERN OF FOCUS

OLD

What do you have to focus on/ believe in order to feel this way?

- I'm young enough to repair any lung damage.
- I'll quit before I'm 40 for sure.
- A few more weeks of smoking won't make a difference.
- It's who I am; take it or leave it.
- It will keep me thin.
- I'll probably never quit anyway; I'll probably die of lung cancer but everyone has to go some way.

Focus (Submodalities)?

- I see smoky, dark images.
- Tones are muffled.
- I feel heavy.

NEW

What do you need to focus on/believe in order to change your life now?

- I am young, healthy, and full of life!
 - Quitting is easy; it's one simple decision.
 - I have total power over my life and choices.
 - I am free to be the best I can be!
 - Smoking is not even an option anymore.
 - I am so much happier without those hideous cigarettes in my life!
- Focus (Submodalities)?
- I see bright, colorful images.
 - I hear clearly; tones are sharp.
 - I feel light as a feather.

3. A PATTERN OF LANGUAGE/MEANING

OLD

What are phrases, words, questions, and/or metaphors you use?

- What the hell, the damage is already done.
- I can quit any time I want.
- I could really use a cigarette.
- It's a free country; I have a right to do what I want.
- I'm so stressed out.
- I'm beyond caring anymore.

NEW

What new phrases, words, questions, and/or metaphors will empower you?

- I am healthy and happy!
- My lungs are free and clean.
- What's another way I can relax if I feel stress that will contribute to my health and vitality?
- What a difference living smoke-free has made in my life!

THE TRIAD: AN EXAMPLE—FINANCES

Old Disempowering Pattern

1. THE TARGET

1. What is the driving need you are trying to meet with this behavior?
I am trying to give myself comfort and pleasure; to reward myself by taking myself out of pain and into pleasure.

2. What are the results/consequences of your current behavior?
I never save any money; therefore, I never have enough money for what I need.



2. THE BEHAVIOR

What is the behavior you're committed to changing?
I want to stop spending much more than I earn. I never save or invest a dime.

BEHAVIOR/ACTION: THE EFFECT

BEHAVIOR TRIGGER(S):
Shopping with friends who also spend too much—peer pressure to buy
Shopping on my lunch hour or in other time-constrained situations
Making impulse buys
Working too many hours or weekends without taking time for myself

3. THE EMOTION(S)

What are you really feeling?
I am feeling frustrated, panicked, and then overwhelmed/depressed.

EMOTIONS: THE CAUSE

EMOTIONAL TRIGGER(S):
Feeling deprived; always depriving myself of things
Feeling panicked about my lack of time and/or resources
Feeling exhausted and overwhelmed from working too much and not having any leisure time; it's a "quick pick-me-up"

THE TRIAD: THE SOURCE

<p>1. A PATTERN OF PHYSIOLOGY</p> <p>How are you currently using your Physiology?</p> <ul style="list-style-type: none"> • I get hunchbacked. • I kind of hold my breath and breathe shallowly. • My tone of voice is not very warm or friendly. • My facial muscles are tight. • I cry. 	<p>2. A PATTERN OF FOCUS</p> <p>What do you have to focus on/ believe in order to feel this way?</p> <ul style="list-style-type: none"> • I don't have any money left in my paycheck to give up for investments. • I have to figure out my long-term career goals before I can make any real money, so saving doesn't matter. • A few small expenses won't make a difference. • I can fall back on credit cards if I have to. • Everyone else charges things on their credit cards, so it's okay for me to do it too. • I'll never be able to pay off all my debt. 	<p>3. A PATTERN OF LANGUAGE/MEANING</p> <p>What are phrases, words, questions, and/or metaphors you use?</p> <ul style="list-style-type: none"> • I'll never get in over my head, so it's okay to build up some debt. • It's only \$2,000—I'll just make it an even \$3,000. • It's not that bad compared to my friends. • How am I going to pay for this? • I've got to get a grip. • There's nothing I can do. • I'm so poor. • I'm so broke.
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DRIVERS

1. SUBMODALITIES: Images are dark; I see images in black and white; images are all around me.
2. REFERENCES: When my dad left my mom, he would buy me things—a reward for being good or a pacifier when I was upset—because he didn't have time in his life for me.

THE TRIAD: AN EXAMPLE—FINANCES

New Empowering Solution

1. THE TARGET

1. What is the driving need you are trying to meet with this behavior?

I am trying to give myself comfort and pleasure; to reward myself by taking myself out of pain and into pleasure.

2. What are the results/consequences of your current behavior?

I never save any money; therefore, I never have enough money for what I need.

2. THE BEHAVIOR

What is the behavior you're committed to changing?

I want to stop spending much more than I earn. I never save or invest a dime.

3. THE EMOTION(S)

What are you really feeling?

I am feeling frustrated, panicked, and then overwhelmed/depressed.



1. THE TARGET

1. What are the driving desires and needs you want to meet now?

I want to have a sense of certainty that I have comfort in the financial area of my life; a sense of significance—I am in charge and I'm making intelligent choices; a sense of growth—I've mastered this area of my life; a sense of contribution—now I can use what I've learned to help others.

2. What results do you really want?

I want to have a clear spending plan that allows me to be certain I am not financially stressed; save 10% of what I earn; create a life of abundance for myself and those I love; be fulfilled in the process.

2. THE BEHAVIOR

How do you want to behave in this situation in order to achieve the desired results/needs?

I want to have 10% automatically deducted from my paycheck so I never see it or spend it. I want to participate with a group of friends in an investment club and have fun investing.

3. THE EMOTION(S)

How do you want to feel in this situation? What are you committed to feeling?

I feel happy, in control, and intelligent about my choices; feel proud, independent, and free; feel excited about being able to contribute to others.

BEHAVIOR/ACTION: THE EFFECT

BEHAVIOR TRIGGER(S):

Shopping with friends who also spend too much—peer pressure to buy
Shopping on my lunch hour or in other time-constrained situations
Making impulse buys
Working too many hours or weekends without taking time for myself

EMOTIONS: THE CAUSE

EMOTIONAL TRIGGER(S):

Feeling deprived; always depriving myself of things
Feeling panicked about my lack of time and/or resources
Feeling exhausted and overwhelmed from working too much and not having any leisure time; it's a "quick pick-me-up"

THE TRIAD: THE SOURCE

1. A PATTERN OF PHYSIOLOGY

OLD

How are you currently using your Physiology?

- I get hunchbacked.
- I kind of hold my breath and breathe shallowly.
- My tone of voice is not very warm or friendly.
- My facial muscles are tight.
- I cry.

NEW

What new Physiology will empower you?

- My body is filled with energy and excitement.
- My eyes light up and I smile.
- My physiology is certain.
- I breathe more deeply and slowly.
- I laugh easily.
- I'm relaxed.

2. A PATTERN OF FOCUS

OLD

What do you have to focus on/believe in order to feel this way?

- I don't have any money left in my paycheck to give up to make investments.
- I have to figure out my long-term career goals before I can make any real money so saving doesn't matter.
- A few small expenses won't make a difference. I can fall back on credit cards if I have to.
- Everyone else charges on their credit cards, so it's okay for me to do it, too.
- I'll never be able to pay off all my debt.

Focus (Submodalities)?

- Images are dark.
- I see images in black & white.
- The images are all around me.

NEW

What do you need to focus on/believe in order to change your life now?

- There's a way. I always find a way. There's a lot I can do to make more money.
- I'm doing myself a favor by managing my expenses.
- I'm totally capable of taking care of myself and achieving my goals.
- I deserve to do well financially. I'm very grateful for everything I have.
- I have discipline; I need to raise my standards for what I save/invest.
- If I surround myself with others who are happily investing, I can learn, be in control, and have fun.

Focus (Submodalities)?

- I see bright, colorful images.
- I hear clearly; tones are sharp.
- I feel light as a feather.

3. A PATTERN OF LANGUAGE/MEANING

OLD

What are phrases, words, questions, and/or metaphors you use?

- I'll never get in over my head, so it's okay to build up some debt.
- It's only \$2,000—I'll just make it an even \$3,000.
- It's not that bad compared to my friends.
- How am I going to pay for this?
- I've got to get a grip.
- There's nothing I can do.
- I'm so poor.
- I'm so broke.

NEW

What new phrases, words, questions, and/or metaphors will empower you?

- I want to do this, and I can do this.
- I am proud of myself for taking control.
- What's another way I can make money, in addition to my current job, or by adding value to my current job?
- Who can I learn from?
- Investing can be as fun as shopping was—it's important and fun, offers variety, and is something I can share.
- Right on! This is easy!

THE TRIAD: AN EXAMPLE

Old Disempowering Pattern

1. THE TARGET

1. What is the driving need you are trying to meet with this behavior?
2. What are the results/consequences of your current behavior?



2. THE BEHAVIOR

What is the behavior you're committed to changing?

BEHAVIOR/ACTION: THE EFFECT

BEHAVIOR TRIGGER(S):

3. THE EMOTION(S)

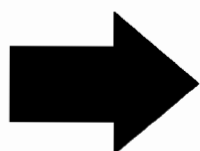
What are you really feeling?

EMOTIONS: THE CAUSE

EMOTIONAL TRIGGER(S):

THE TRIAD: THE SOURCE

<p>1. A PATTERN OF PHYSIOLOGY</p> <p>How are you currently using your Physiology?</p>	<p>2. A PATTERN OF FOCUS</p> <p>What do you have to focus on/ believe in order to feel this way?</p>	<p>3. A PATTERN OF LANGUAGE/MEANING</p> <p>What are the phrases, words, questions, and/or metaphors you use?</p>
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DRIVERS

1. SUBMODALITIES: _____
2. REFERENCES: _____

THE TRIAD: AN EXAMPLE

New Empowering Solution

1. THE TARGET

1. What is the driving need you are trying to meet with this behavior?

2. What are the results/consequences of your current behavior?

2. THE BEHAVIOR

What is the behavior you're committed to changing?

3. THE EMOTION(S)

What are you really feeling?



1. THE TARGET

1. What are the driving desires and needs you want to meet now?

2. What results do you really want?

BEHAVIOR/ACTION: THE EFFECT

BEHAVIOR TRIGGER(S):

2. THE BEHAVIOR

How do you want to behave in this situation in order to achieve the desired results/needs?

EMOTIONS: THE CAUSE

EMOTIONAL TRIGGER(S):

3. THE EMOTION(S)

How do you want to feel in this situation? What are you committed to feeling?

THE TRIAD: THE SOURCE

1. A PATTERN OF PHYSIOLOGY

OLD

How are you currently using your Physiology?

NEW

What new Physiology will empower you?

2. A PATTERN OF FOCUS

OLD

What do you have to focus on/believe in order to feel this way?

NEW

What do you need to focus on/believe in order to change your life now?

Focus (Submodalities)?

Focus (Submodalities)?

3. A PATTERN OF LANGUAGE/MEANING

OLD

What are phrases, words, questions, and/or metaphors you use?

NEW

What new phrases, words, questions, and/or metaphors will empower you?



NOTES



DOING EMOTIONS: TRAIN YOURSELF TO FEEL GOOD

The quality of our lives is determined by the quality of our emotions. Yet most people don't realize that emotions are not things that happen to us; **emotions are things we do**. When we engage the patterns of the triad to create certain emotions, we are in essence following a formula for feeling that way—patterns of physiology, focus, and language/meaning that create specific emotions.

Remember, our greatest resource as human beings is the power of emotion. Thus, the foundation of all happiness, joy, love, passion, and fulfillment comes from our ability to harness the power of emotion and to train ourselves to become emotionally fit. To do this, we must start by precisely defining what it is we do to create the triads that comprise our consistent emotions.

Thus, this next exercise is designed to help you start to define the triads you engage to create specific emotions and then to start to condition yourself to only 'do' the emotions that empower you.

DOING EMOTIONS EXERCISE

Choose a partner for this exercise. Then, you will take turns experiencing different emotions as your partner observes precisely what it is you are doing (i.e. your triad) to create these emotions.

EMPOWERING EMOTIONS:

1 What empowering and resourceful emotion are you feeling (i.e. joy, happiness, love, etc.?)

2 What is your triad for experiencing this empowering and resourceful emotion?
Patterns of Physiology:

Patterns of Focus



Patterns of Language/Meaning:

3 What are some things that you do to positively intensify these feelings?

DISEMPOWERING EMOTIONS:

4 What disempowering and unresourceful emotion are you feeling (i.e. frustration, overwhelm, etc.?)

5 What is your triad for experiencing this disempowering and unresourceful emotion?

Patterns of Physiology:

Patterns of Focus:

Patterns of Language/Meaning:

6 What are some things that you do to negatively intensify these feelings?

7 What did you do to snap out of this unresourceful state into a resourceful state?

WHAT DID YOU LEARN?

8 What patterns did you (or your partner) notice about what you do to create a resourceful vs. a non-resourceful state?

9 What is your triad for experiencing ecstasy?

Patterns of Physiology:

Patterns of Focus:

Patterns of Language/Meaning:

10 What did you learn from doing this exercise? How will you use it to positively enhance the quality of your life and emotional fitness?



NOTES



THE 7 ELEMENTS OF A STORY



1

The desire becomes the driving force behind the main character's behaviors.

2

The problem is a need the character is not fulfilling. Yet the character usually focuses on his/her desire and not their real need.

In order to be fulfilled, the character must develop beliefs, values, and understandings that meet the need long-term.

3

There are three types of opponents:

- 1) External
- 2) Intimate
- 3) Internal

Remember, the bigger the opponent, the bigger the hero.

4

The character develops a plan to deal with the opponent.

5

The character usually experiences his or her own mortality and searches for meaning through this battle.

6

The character experiences self-revelation and fulfillment of his/her desire, his/her "need." A self-revelation can be in the form of new beliefs, new values, or new character traits (i.e., a deeper level of courage, faith, determination, honesty, etc.).

7

The character develops a new belief system, new values, or new character traits and his/her life returns to balance. The character's real need is fulfilled.

Answers: 1. Desire; 2. Problem/Need; 3. Opponent; 4. Plan; 5. Battle; 6. Self-Revelation; 7. Equilibrium



NOTES



PRIMARY VEHICLES AND THEIR RELATED POSITIVE/NEGATIVE EMOTIONS

What are some of the positive and negative emotions, words, and sentiments people associate to each of the following vehicles?

1. CONNECTION	
<p>POSITIVE EMOTIONS</p> <ul style="list-style-type: none"> • Love • Joy • Passion • Excitement • Satisfaction • Connection • Ecstasy • Fun • Tenacity • Fulfillment • Bliss • Playfulness 	<p>NEGATIVE EMOTIONS</p> <ul style="list-style-type: none"> • Rejection • Loneliness • Devastated • Unloved • Unwanted • Unworthy • Jealousy • Unappreciated • Humiliation • Anger • Embarrassment • Depression • Frustration • Indecisive • Uncertainty • Fear <p>(All of which relate primarily to connection.)</p>



Relationships you have to get and make fulfilling and passionate; money you just have to get!

2. MONEY	
<p>POSITIVE EMOTIONS</p> <ul style="list-style-type: none"> • Security • Significance • Success • Achievement • Smart • Contribution <p>(Many of which are identities.)</p>	<p>NEGATIVE EMOTIONS</p> <ul style="list-style-type: none"> • Loser • Inadequate • Unworthy • Useless • Stress • Failure • Insignificant • Inferior <p>(All of which relate primarily to significance.)</p>





POSITIVE EMOTIONS		NEGATIVE EMOTIONS	
All Six Human Needs		• Remorse	• Dissatisfied
• Certainty	• Significance	• Stress	• Bored
• Variety	• Growth	• Anxiety	• Scared
• Connection	• Contribution	• Resentment	• Fear of Loss
		• Trapped	• Regret
		• Unappreciated	

4. PHYSICAL BODY			
POSITIVE EMOTIONS		NEGATIVE EMOTIONS	
• Variety	• Sense of Control	• Undesirable	• Guilt
• Love	• Self-Esteem	• Self-Hate	• Unloved
• Attraction	• Connection	• Fear of Death	• Out of Control
• Significance	• Power	• Lack of Energy	• Jealousy
• Energy	• Strength	• Unattractive	• Anger
		• Fear of Sickness	• Lethargy
		• Lack of Self-Esteem	

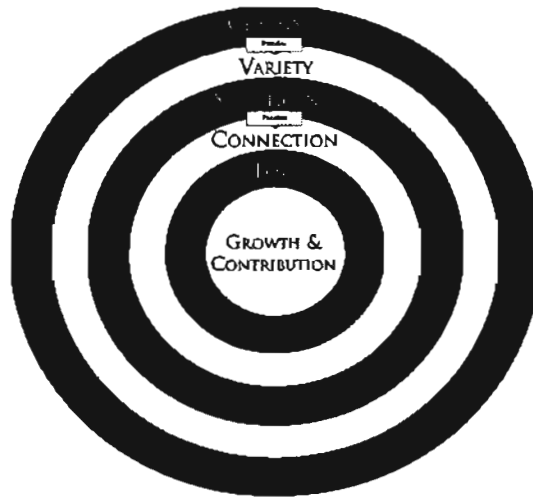


5. SPIRITUALITY			
POSITIVE EMOTIONS		NEGATIVE EMOTIONS	
• Connection	• Significance	• Disconnected	• Apathy
• Being Centered	• Happiness	• Despair	• Desperation
• Trust	• Joy	• Guilt	• Emptiness
• Faith	• Bliss	• Dependence	• Judgmental
• Forgiveness	• Balance	• Insignificance	• Passive
• Oneness	• Accepting	• Fear	• Resignation
• Wholeness	• Kindness	• Guilt	• No Responsibility
• Love	• Purpose	• Depression	• Amoral
• Certainty	• Compassion	• Loneliness	• Hatred
• Higher Logic	• Hope	• Isolation	• Intolerance
• Fulfillment	• Optimism	• Stagnant	• Vindictive
• Peace		• Lack of Direction	• Gluttony
		• No Purpose	• Sloth





WHAT IT TAKES TO LIVE A FULFILLING LIFE



VEHICLES

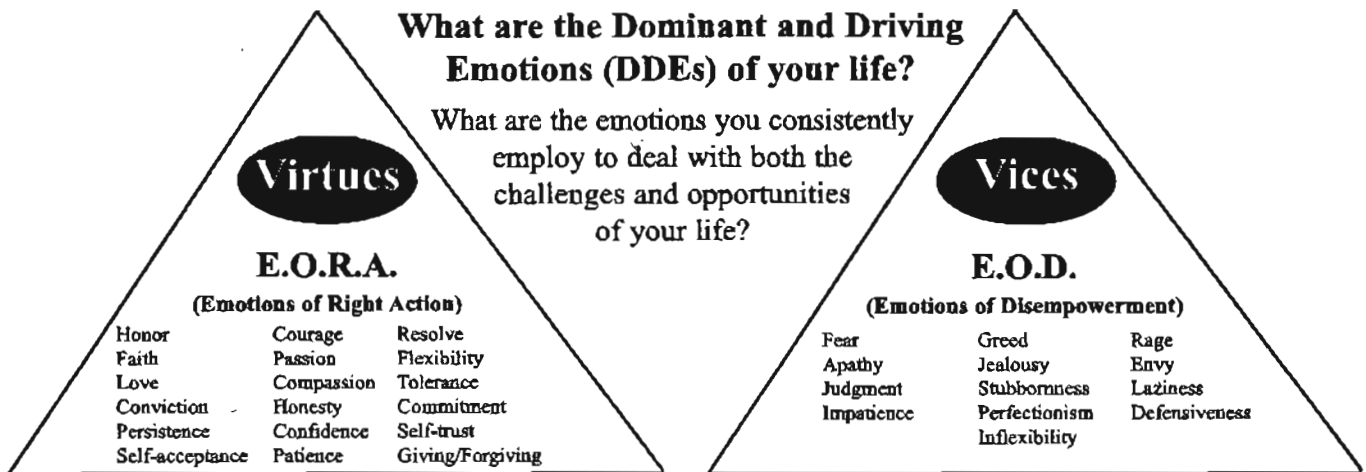
All vehicles are temporary, thus carrying with them the fear of loss. They provide an interesting target, a sense of urgency, and a way to measure progress.

Empowering Vehicles

Feed & Strengthen

Disempowering Vehicles

Starve & Eliminate



Be careful about becoming righteous about your virtues—all emotions have their place.

REFERENCES

BELIEFS

ROLE MODELS

What does this mean? What should I do?

SIGNIFICANT EMOTIONAL EVENTS (S.E.E.)



NOTES

"One man with courage makes a majority."

— ANDREW JACKSON —



FIVE STEPS TO TRANSFORMING YOUR LIFE

A VIRTUES AND VICES EXERCISE

STEP 1:

A. What are the Dominant and Driving Emotions of your life?

EMPOWERING

DISEMPOWERING

B. Circle your top two empowering and disempowering emotions.



FIVE STEPS TO TRANSFORMING YOUR LIFE

A VIRTUES AND VICES EXERCISE

STEP 2:

- A. Write down how these top two empowering emotions (virtues) have empowered you in the past.**

- B. Write down your top two vices and their negative consequences. What have they cost you?**



FIVE STEPS TO TRANSFORMING YOUR LIFE

A VIRTUES AND VICES EXERCISE

STEP 3: Select one of your vice states. Why haven't you changed this vice?

A. What need was it attempting to meet?

B. How do you rationalize holding on to this vice? What was the belief that made it okay?

C. Why must you change this now?



FIVE STEPS TO TRANSFORMING YOUR LIFE

A VIRTUES AND VICES EXERCISE

STEP 4:

- A. Currently, which of the Six Needs are you really pursuing? And which ones do you need to make more important now?**

- B. What emotions do you want in your life—so that, if these were your dominant driving emotions, your whole life would change? (Your top 4 Power Virtues)**



FIVE STEPS TO TRANSFORMING YOUR LIFE

A VIRTUES AND VICES EXERCISE

STEP 5:

A. In what situations have you utilized your Power Virtues in the past?

B. How would your life transform if these four emotions were the dominant emotions of your life?



NOTES

"It's not about getting what you want; it's about experiencing
what you really need by becoming more."

ANTHONY ROBBINS _____

MY MAP TO

THE SIX HUMAN NEEDS	BELIEFS/ INCANTATIONS	POWER EMOTIONS
	What belief do I need to adopt or remember in order to meet this need now?	What emotional state could I put myself into that would immediately fulfill this need?
CERTAINTY (COMFORT—Avoid Pain and Gain Pleasure)		
VARIETY (Surprise; a State Change)		
SIGNIFICANCE (Desire to be Unique; a Sense of Meaning; a Sense of being Needed)		
CONNECTION (LOVE—of Self, Others, Nature, and God)		
GROWTH		
CONTRIBUTION (To Others and even Yourself!)		

AJR'S MAP TO FULFILL

THE SIX HUMAN NEEDS	BELIEFS/ INCANTATIONS	POWER EMOTIONS
	<p>What belief do I need to adopt or remember in order to meet this need now?</p>	<p>What emotional state could I put myself into that would immediately fulfill this need?</p>
<p>CERTAINTY (COMFORT—Avoid Pain and Gain Pleasure)</p>	<ul style="list-style-type: none"> • Everything happens for a reason and a purpose and it serves me. • There is always a way if I am committed. • I am guided. • My faith is unshakable. • Nothing can withstand my will as long as I'm working for something that serves the greater good. 	<ul style="list-style-type: none"> • Determination • Faith • Courage • Resolve
<p>VARIETY (Surprise; a State Change)</p>	<ul style="list-style-type: none"> • I am a creator of variety. • I have unlimited choices. Anything I dream up, I can make happen. • Life is the ultimate adventure. I live it passionately and playfully every day. • I love the little things in life as well as the big things. • I live with the knowledge and expectation that at any moment, something could happen that could change my life for the better. • I love surprises. • The good life is a diverse life. • Challenges are an important part of stimulating my own growth. • I am an eccentric creator of variety. 	<ul style="list-style-type: none"> • Courage • Playfulness • Fun • Outrageousness • Curiosity
<p>SIGNIFICANCE (Desire to be Unique; a Sense of Meaning; a Sense of being Needed)</p>	<ul style="list-style-type: none"> • I am one with God and God is everything. • I am a builder of human beings. My art is the sculpture of human souls. • I've been given unique and special gifts that I maximize each day for the greater good. • Nothing can stop me once I'm committed. I have the power, creativity, and inner strength to accomplish anything I set my mind to. • The best way to have significance is to give it to others. • I am an outstanding father. I am extremely proud of who my children have become as people. • Each day, my influence and impact grow. • I'm a crazy, outrageous, and unique human being who lives his life by his own special and passionate rules. • I am a force for good (in contribution; identity in significance and contribution). 	<ul style="list-style-type: none"> • Determination • Faith • Courage • Appreciation
<p>CONNECTION (LOVE—of Self, Others, Nature, and God)</p>	<ul style="list-style-type: none"> • I am one with God and God is everything. • I love, bless, and connect with every soul I meet. There is no one I am separate from. We are one. • I am one of the luckiest men alive—I have so much love in my life from family and friends. And each day I receive love, connection, and significance from numerous "strangers." • Connection is my power. • I'm a love monster—see me roar. • I place love and connection above significance. • Love is all there is. Love is what I speak. Love is all that I am. • I am a wealthy man because of the constant experience of love in my life. • There is no one on earth I cannot connect with if I desire it. • Love is the power that guides all my work. My work is love made visible. 	<ul style="list-style-type: none"> • Compassion • Appreciation • Gratitude • Passion
<p>GROWTH</p>	<ul style="list-style-type: none"> • Growth is a constant experience of my life and I love it. • I am always making things better. In order to do that, I have to make myself better. • My life is an ongoing contribution to millions of people. The hundreds that I have close, loving, intimate relationships with. • Growth and contribution give me deep joy that are part of my daily experience. 	<ul style="list-style-type: none"> • Courage • Honesty • Persistence
<p>CONTRIBUTION (To Others and even Yourself!)</p>	<ul style="list-style-type: none"> • I use any challenge in my life to grow and contribute not only to myself but to all those I have the privilege to touch. • It is impossible for me not to grow or contribute. Those two needs are what I am about—a source of how I live. • Contribution can happen at any moment with a smile, a private thought of blessing to a stranger, with a hug, with a knowing look, with a piece of advice, whatever it takes. 	<ul style="list-style-type: none"> • Compassion • Appreciation • Gratitude • Faith • Generosity

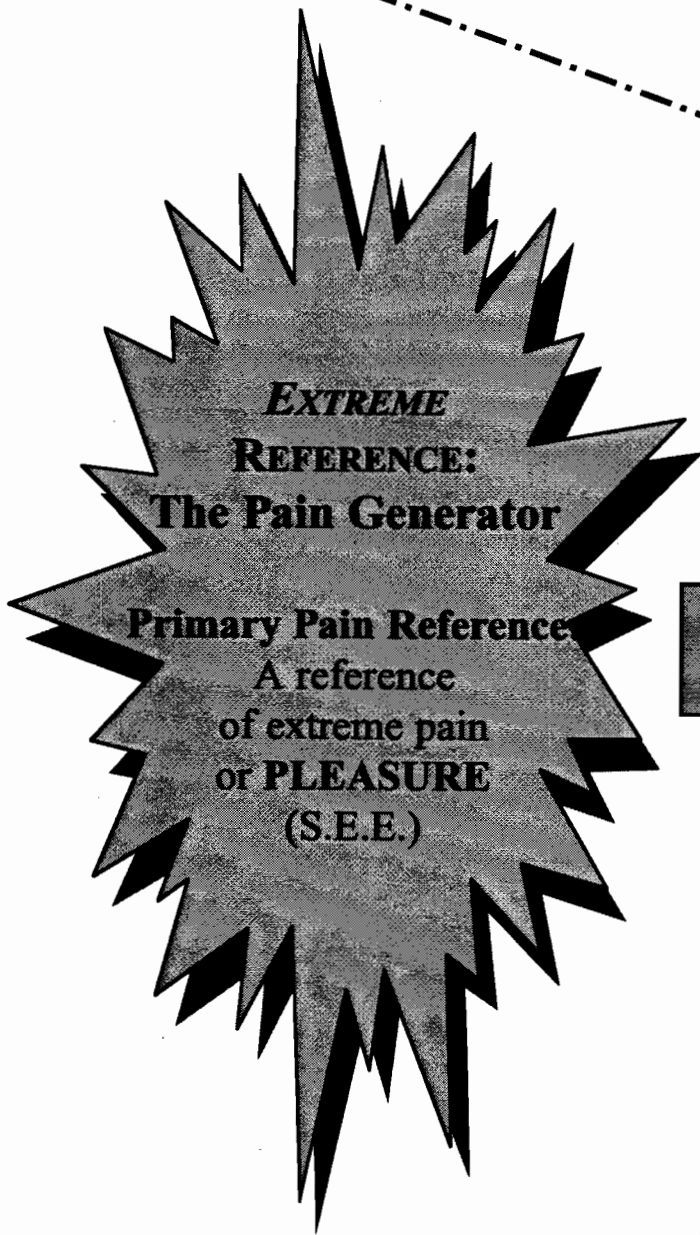
MENT—AN EXAMPLE

ACTIVITIES/ ACTIONS	RELATIONSHIPS	IDENTITY
<p>What action or activity could engage in to immediately fulfill this need?</p>	<p>Who can I connect with to immediately fulfill this need?</p>	<p>What kind of person am I being when I am fulfilling this need?</p>
<ul style="list-style-type: none"> • Prayer • Focus on serving/helping someone because nothing less is acceptable or even possible • Exercise • Time with friends • Learning 	<p>You will probably discover that most of your close friends and family are those around whom most of your needs are met.</p> <p>Be careful, however, not to <i>depend</i> on your relationships with others to meet these needs—rather, think about who you can connect with to experience more of this need.</p>	<ul style="list-style-type: none"> • Leader • Lover of life • Lover of people
<ul style="list-style-type: none"> • Exercise (swimming, running, lifting) • Laughing/joking • Taking on new challenges • Exploring 		<ul style="list-style-type: none"> • Lover of life, people, and adventure • Adventurer • Hunter of unique ideas and experiences • Creator of possibility
<ul style="list-style-type: none"> • Praying and connecting with God • Working out intensely • Doing something with style • Doing something that makes people laugh • Working with influential people 		<ul style="list-style-type: none"> • Lover of life, people, and adventure • Adventurer • Hunter of unique ideas and experiences • Creator of possibility
<p>Praying and connecting with the kids and other family</p> <p>Praying and connecting with friends</p> <p>Praying and connecting with God</p> <p>Praying on how much I care about God</p> <p>Praying</p> <p>Praying with people—coaching, turnarounds, etc.</p>		<ul style="list-style-type: none"> • Lover monster • Funny, outrageous, adventurous kid • Outstanding father and friend • A never-ending source of unconditional love • Child of God
<p>Praying</p> <p>Praying</p> <p>Praying courses, seminars</p> <p>Praying</p> <p>Praying stimulating conversations</p> <p>Praying quality questions</p>		<ul style="list-style-type: none"> • CANI! monster • Visionary • Creative genius and synthesist • Mr. "Make things better"
<p>Praying seminars and gratis events for organizations in need</p> <p>Praying and writing</p> <p>Praying "surprises" for family and friends</p> <p>Praying in Foundation events</p> <p>Praying</p> <p>Praying financial contributions to individuals and organizations</p>		<ul style="list-style-type: none"> • Lover of mankind • Philanthropist • Force for good • Force for God



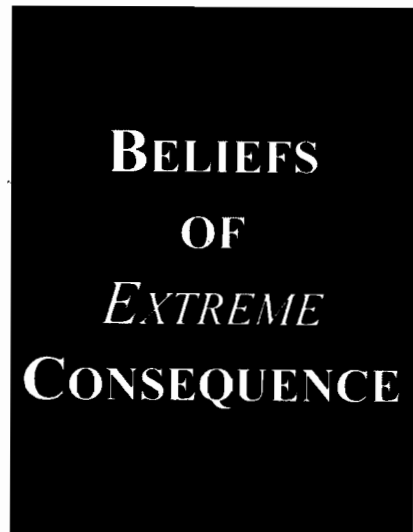
THE PRIMARY PATTERN

PRIMARY QUESTION(S), PRIMARY



IDENTITY?

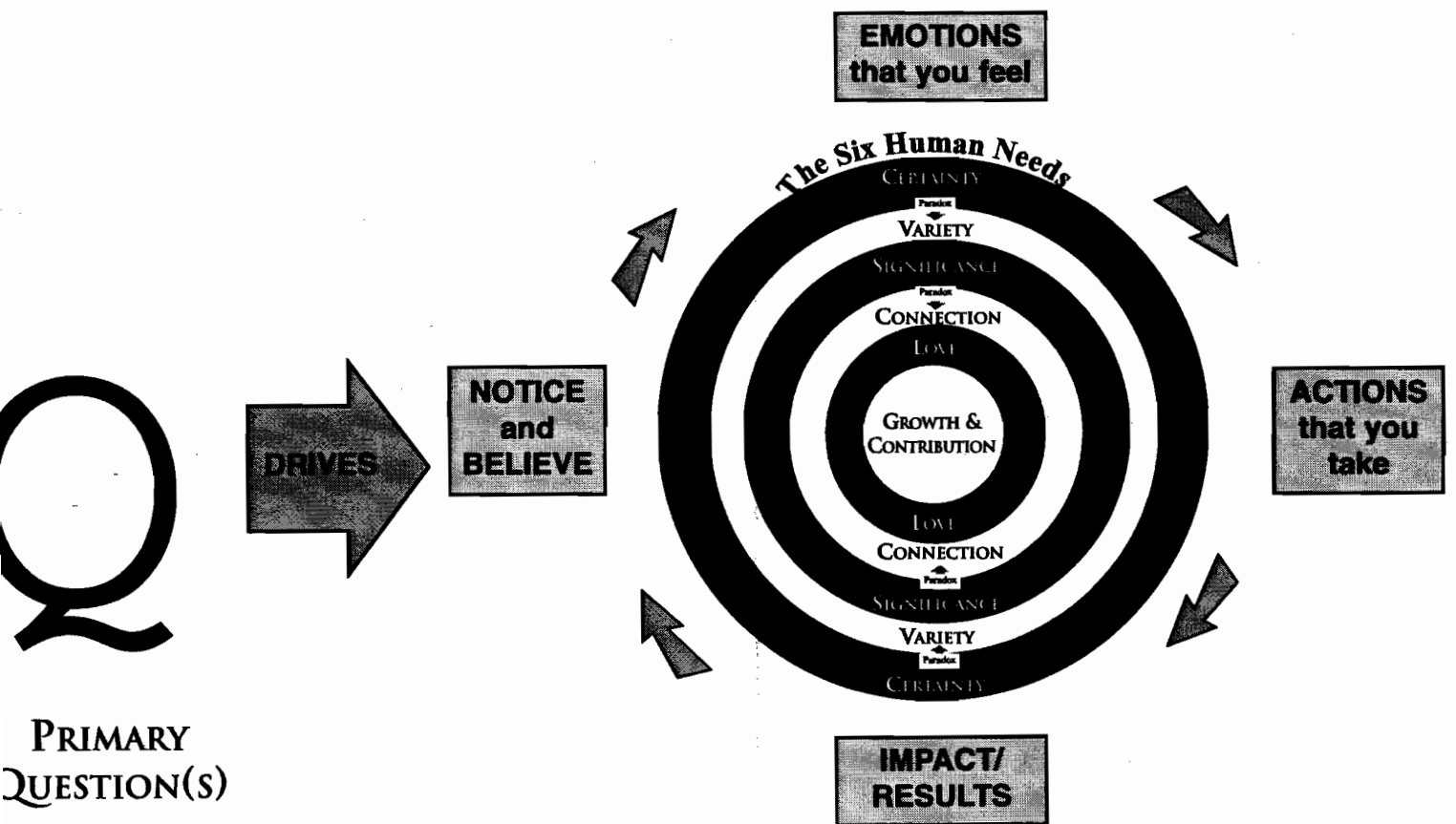
Pleasure if you do.



Pain if you don't.

SURVIVAL?

WHAT SHAPES YOUR LIFE: BELIEFS, AND PRIMARY REFERENCES





PRIMARY QUESTIONS

A Primary Question is a dominant question that filters your conscious and unconscious thinking on a consistent basis in your life. It becomes the ultimate laser and/or filter for what you consistently notice (or fail to notice) and experience in your life.

STAGE ONE: WHAT IS YOUR PRIMARY QUESTION?

What is your primary focus these days? If there was a primary question that guides your entire life, that drives the focus of your life, what would it be? What question do you ask most often that drives the majority of your behavior?

CRITERIA FOR DETERMINING YOUR PRIMARY QUESTION

1. You ask the question constantly across contexts.
2. You believe that if you live by this question, you're fulfilling the purpose of your life. You believe that your question leads you to ultimate opportunity, ultimate pleasure, ultimate success—anything where you definitely will avoid pain and gain pleasure.
3. If you don't live by this question, you believe you will be in massive pain. It could even mean life or death—a survival instinct question.
4. You associate strong emotional intensity to the question.
5. Your identity is often tied to the question.

STAGE TWO: WHAT ARE YOUR PRIMARY BELIEFS BEHIND IT?

What are your beliefs of consequence? The reason you do anything in life is because you have a belief about what its consequences are. This belief is pushed forward by your physiology and language and is anchored to a reference that you associated massive pain or pleasure to many years ago. These beliefs have become a major part of your unconscious identity.

STAGE THREE: WHAT IS THE PRIMARY REFERENCE DRIVING IT?

In order for you to develop a driving belief you must have had an experience—a significant emotional event—that became a strong reference and gave you a sense of certainty about the meaning of the experience. The third phase is to discover the reference that led you to adopt this belief. Although you want to strike a balance between the actual process and conditioning it, there is value in becoming aware of what this experience—this Primary Pain Generator—may have been for you. What is the primary reference or experience driving your primary question?

Remember, when a significant event occurs in your life, the physiology you are in and the language you use are anchored to that experience. Your language and physiology intensify and help to create your focus and the meaning you attach to the event, i.e., your beliefs.



NOTES



DISCOVERING YOUR PRIMARY QUESTION

Ask yourself the following questions in order to discover and transform the Primary Question(s) that currently drive the focus of your life.

1 What is your primary focus in life?

What do you consistently focus on? What question do you ask most often based on this focus? **What is your Primary Question?**

2A What are the most powerful and driving beliefs that cause you to consistently ask this question?

What positive and empowering effects do you believe came about by constantly focusing on this question? If you achieve the “object” of your focus what will happen? How will you feel? What will you get? How will others be impacted? **Ultimately what will you experience if you achieve this?**



2B What are the most powerful and driving beliefs that cause you to consistently ask this question?

What disempowering/painful consequences do you believe would occur if you did not fulfill the object of your focus (i.e., if your question was, "How can I make this person happy?" What would you ultimately feel if you didn't make this person happy? What would it cost you? How would others be impacted?) **Ultimately, what would it mean if you failed to achieve this? What would you lose?**

3 This pattern tends to be started by an Extreme Emotional Reference from the past. What is your Pain Generator?

4 What is the upside of your old Primary Question?

5 What is the downside of your old Primary Question? What will it ultimately cost you?



6 What needs were you trying to fulfill through your old Primary Question? _____

7 What do you need to give yourself that you've been pursuing through this question? _____

8 What is a question that would give you what you need, but at the same time, allow you to preserve the initial positive intent behind your old Primary Question?

FOR EXAMPLE:

If your old question was, "What can I do to make people like me?"—what is a question that will still allow you to respond to the needs of others and touch their lives in a positive way, yet remove you from being constantly at the mercy of other people's "temporary" impressions? Continually worrying about what other people think creates insecurity and lack of self-worth. What question would stop you from presupposing that people don't like you when they probably already do? What question would free you from the anxiety and internal pressure to constantly please others?

9 What is your new empowering Primary Question—one that fulfills your needs and leads your life in the direction you desire and deserve?

A NEW SET OF PRIMARY QUESTIONS MIGHT BE:

*How can I appreciate myself even more in this moment?
What is the best thing I can do right now to support myself and others?*



10 What are the benefits your new empowering question would provide you today and for the rest of your life?

11 Are there any downsides to this question? If so, change them!

12 How does your new question meet your Six Human Needs at a deeper level?

13 What experiences—references—do you already have that support you in knowing this new question is right for you?

14 Ask yourself right now, “How does it feel?”

**Create an incantation from your new Primary Question.
Use it for ten days, three times a day,
for a minimum of five minutes each time.
Sing it, run to it, make it fun; find a way to truly
make your new Primary Question your own.**



THE CONSEQUENCES OF INCANTATIONS

An incantation is a phrase or language pattern that is said out loud and with an actively engaged physiology. Incantations are the most powerful tool available for conditioning new beliefs, identity, and language patterns because they engage all three elements of the triad (patterns of physiology, patterns of focus, patterns of language/meaning).

The consequences of incantations are more powerful than belief systems because **incantations are an active use of neurology and physiology, whereas beliefs are passive—resident memory.**

Beliefs are stored information, while incantations are active, physiological events.

DANGER:

Often, people realize that they don't really believe what they're saying, yet they continue to make it okay to use their incantations by rationalizing, "I know better than that."

**Knowing better will not make you better.
Speak that which you wish to become.**

**Remember, you cannot get rid of an incantation.
You must replace it with a positive one—one that consistently causes you to feel, experience, and be . . . your BEST!**

*"What you consistently speak with emotional intensity,
you will experience, you will create,
and you will become.*

The words that you speak with emotional conviction become the life you live—this is your heaven or this is your hell."

————— ANTHONY ROBBINS —————



THE POWER OF INCANTATIONS

CREATING THE LIFE YOU DESERVE

Empowering incantations have unmatched power to create the certainty and emotional intensity that you need and desire in order to have an extraordinary quality of life. Just as your muscles need to be kept in condition, your emotions and beliefs must also be trained to be in peak performance condition. The power of consciously creating your own empowering incantations is that they engage the entire TRIAD: By creating new patterns of language, physiology, and beliefs, you guarantee that you have created a new cause-and-effect direction and destination for your life.

Below you'll find some simple rules for installing new empowering incantations.

FIVE FUNDAMENTAL LAWS

1 The Law of Emotional Intensity

To literally reprogram your mind and emotions, you cannot merely recite your incantation like an affirmation. **You must embody the emotions and beliefs that this incantation is declaring with absolute conviction and a sense of ownership.** You must not only feel the true meaning of your incantation, but you must experience its rewards as you recite it. In order to increase this emotional intensity, be certain to fully utilize your physiology—your gestures, your breathing, your facial expressions, the movement within your body—while you declare your incantation. **Speak your incantations aloud with volume and intensity.** This verbalization will cause you to truly experience the beliefs and the powerful emotional virtues that you are seeking to create as your new identity.

2 The Law of Conditioning: Consistency is Power

You want to **declare and own your new incantation** and the new beliefs and emotions it embodies with such consistency that **the repetition causes the incantation to become a habitual inner thought**; something that is as natural to you as breathing. In order to accomplish this pattern in a short period of time, **you must pair the declaration of your incantations with other activities you experience as a normal part of your daily routine.** For example, repeat the incantation each morning when you first arise; during your walk, run, or exercise; right before a meal; before retiring, etc.

Also, it's important to schedule and create an initial "power conditioning session." Make your incantation your only focus during each session lasting anywhere from 20 minutes to 2 hours. This session should be a euphoric experience of ultimate mental and emotional training.



THE POWER OF INCANTATIONS

CREATING THE LIFE YOU DESERVE

FIVE FUNDAMENTAL LAWS

3 The Law of Rhythm and Patterning

The world moves in cycles: summer follows winter; day follows night; sunshine follows rain; wakefulness follows sleep; and so on. **Rhythm is an integral part of life.** Thus, you want to make your incantations a part of the natural rhythm of your life. **Speak, declare, and embody your incantation in a form that may model a tribal rhythm or song—a rhythm that once you begin to engage it, there's no escaping it.** Think of your incantation as a song you continually sing that strengthens, empowers, and uplifts you.

For example, if you want to enjoy exercising, you might want to invoke the natural rhythm of the following incantation:

“I’m a lean, mean, tri-ath-lete.
I swim, bike, and run to the beat.”

4 The Law of Synergy

The more you can consistently use all five of your senses as you declare, experience, feel, and own this new belief (incantation), the more rapidly you will integrate it as your constant belief, emotion, and identity. The visualization of the impact of your incantation as well as the use of inspirational music, imagery, art, and even smells will—with ever-increasing power—embed this new truth within you. **Utilize any external stimuli to increase your emotional intensity and stimulate your nervous system in pleasurable and powerful ways.**

5 The Law of Reward

Remember, incantations are a gift you give yourself—a resource that can create an extraordinary quality of life. Have fun with them and remember, “What you consistently speak . . . you will become.”



SAMPLE INCANTATIONS

At last at last the past is past;
I've broken free and won.
And now it's time to love myself
And really have some fun.

A bold new world is on the rise
for all of us to have.
And I'm the one, yes I'm the one
The beacon that lights the path.

God's wealth is circulating in my life.
His wealth flows to me in avalanches of abundance.
All my needs, desires, and goals are met instantaneously
by infinite intelligence and I give thanks
for all my good now and for all God's riches
for I am one with God and God is everything.

All I need is within me now
and I have the courage to see it through.

I love my life and I am so blessed.

I used to think perfection was the only way to be;
But now I know that all I need is here inside of me.
I appreciate and honor myself and when push comes down to shove.
All I ever have to do is add a bit of love.



SAMPLE INCANTATIONS

Moment by moment I live my life
With balance and harmony.
The Power and the Gift have made the shift
And Love has set me free.

My higher power guides my life
With passion and certainty.
The gifts I see in others
Are the gifts I see in me.

Happiness and peacefulness with each and every breath;
I took the fear and kicked its ass 'til there was nothing left.
With each and every step I take,
With each and every stride,
I feel abundant, centered joy
And love from deep inside.

I had to be the best;
Better than the rest.
But now I know I'm good as gold and life is not a test.

So I celebrate my accomplishments
But I realize they're not me.
'Cause as I love myself
I'm all I ever need to be.



NOTES

Now, I am the voice.

I will lead, not follow.

I will believe, not doubt.

I will create, not destroy.

I am a Force for Good.

I am a Leader.

DEFY THE ODDS.

SET A NEW STANDARD.

STEP UP!



NOTES



THE KEYS TO LASTING PASSION & LOVE

There is perhaps no greater source of joy, happiness, and fulfillment or sorrow, heartbreak, and pain than the area of human relationships. After all, relationships are the area of life that brings up the most fear: fear we aren't enough or that we won't be loved. The truth is that all of our emotions—love, passion, ecstasy, joy, frustration, and fear—are intensified in an intimate relationship. **This is in fact the purpose of relationship: to magnify human emotion.**

Whether you are in a passionate, romantic, loving, and fulfilled intimate relationship or not, the principles in this section will help you create a level of joy, passion, ecstasy, and love that is unsurpassed—by taking your current relationship to a new level, by helping you make a decision about what you are no longer willing to settle for, or by helping you clarify what you are committed to seek out in a relationship and/or partner. Remember, no amount of money, respect, acknowledgement, status, etc. will ever come close to the power of fulfillment that comes from a passionate, loving relationship with someone you worship and who worships you.

So, as you learn more about who you are and why you do what you do this week, let's also explore how you show up (or have shown up) in your intimate relationships, and what will cause you to be truly fulfilled. In doing so, you will not only develop an incredible source of inner strength in yourself, but you will have so much more to bring to your beloved and cherished partner in life. Remember, however, the **ultimate key to creating and experiencing an extraordinary, fulfilling relationship, however, is to first work on you:** to constantly strive to strip away your fears, to be more of who you really are at your core, and to decide to focus on what you can give to your partner.

“Your task is not to seek for love, but merely
to seek and find all the barriers within yourself
that you have built against it.”

————— RUMI —————



THE SIX POSITIONS OF A RELATIONSHIP

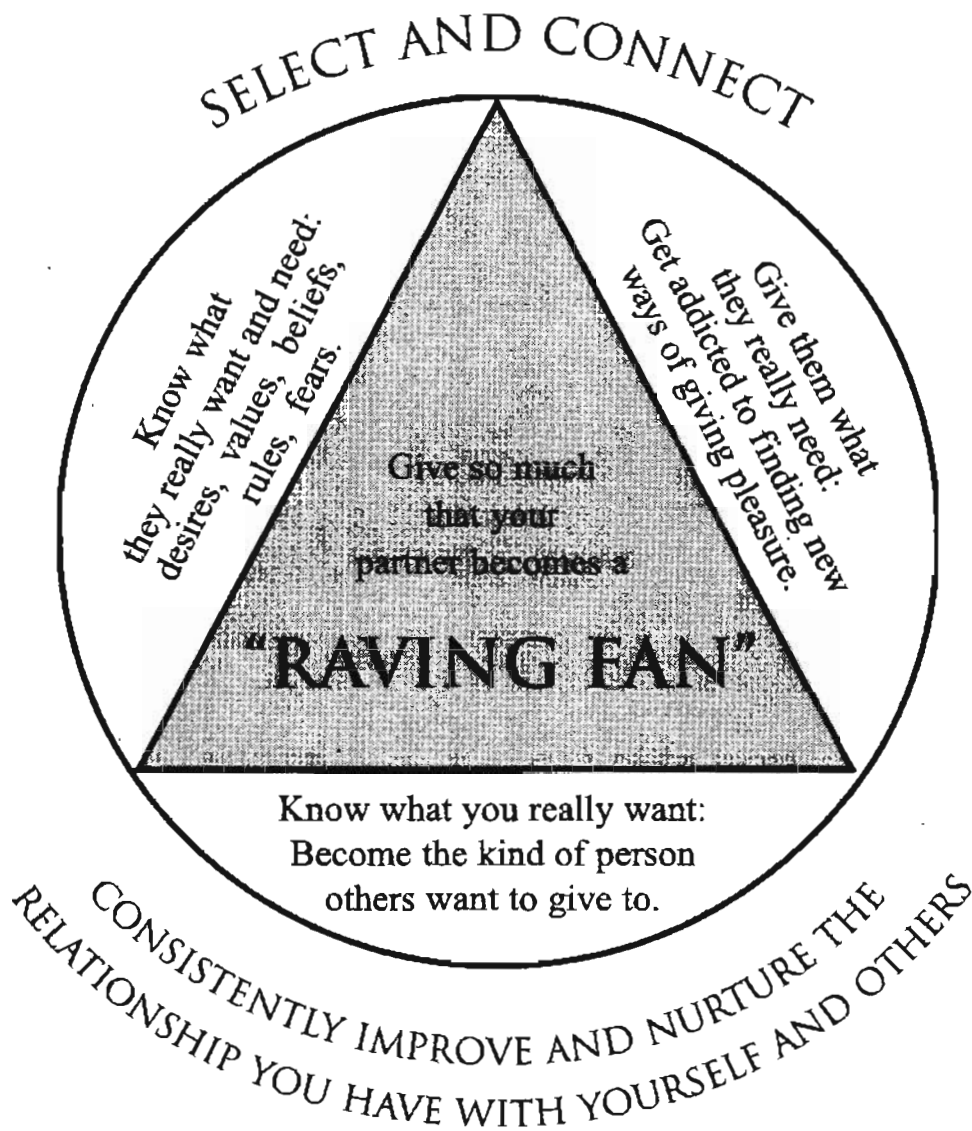
There is perhaps no other area of our lives that is more important, or that brings more joy or more pain than the area of our intimate relationships. We are all looking for this magical love; we all want the love of someone we worship and who worships us. **The ultimate key to creating and experiencing an extraordinary, fulfilling relationship, however, is to first work on *you*:** to constantly strive to strip away your fears, to be more of who you really are at your core, and to decide to focus on what you can give to your partner. This starts with understanding where you really are in terms of your intimate relationship...

Where are you? The 6 perspectives of a relationship

1. Out of your mind, insanely passionate and engaged with their spirit.
2. In a relationship and it's a great friendship.
3. In a relationship and if you were totally honest, in your soul, you know it is not the right relationship.
4. In a relationship and don't want to be.
5. Not in a relationship and want to be.
6. Not in a relationship and don't want to be!



RELATIONSHIP PYRAMID: THE KEY TO LASTING PASSION, LOVE, & FULFILLMENT

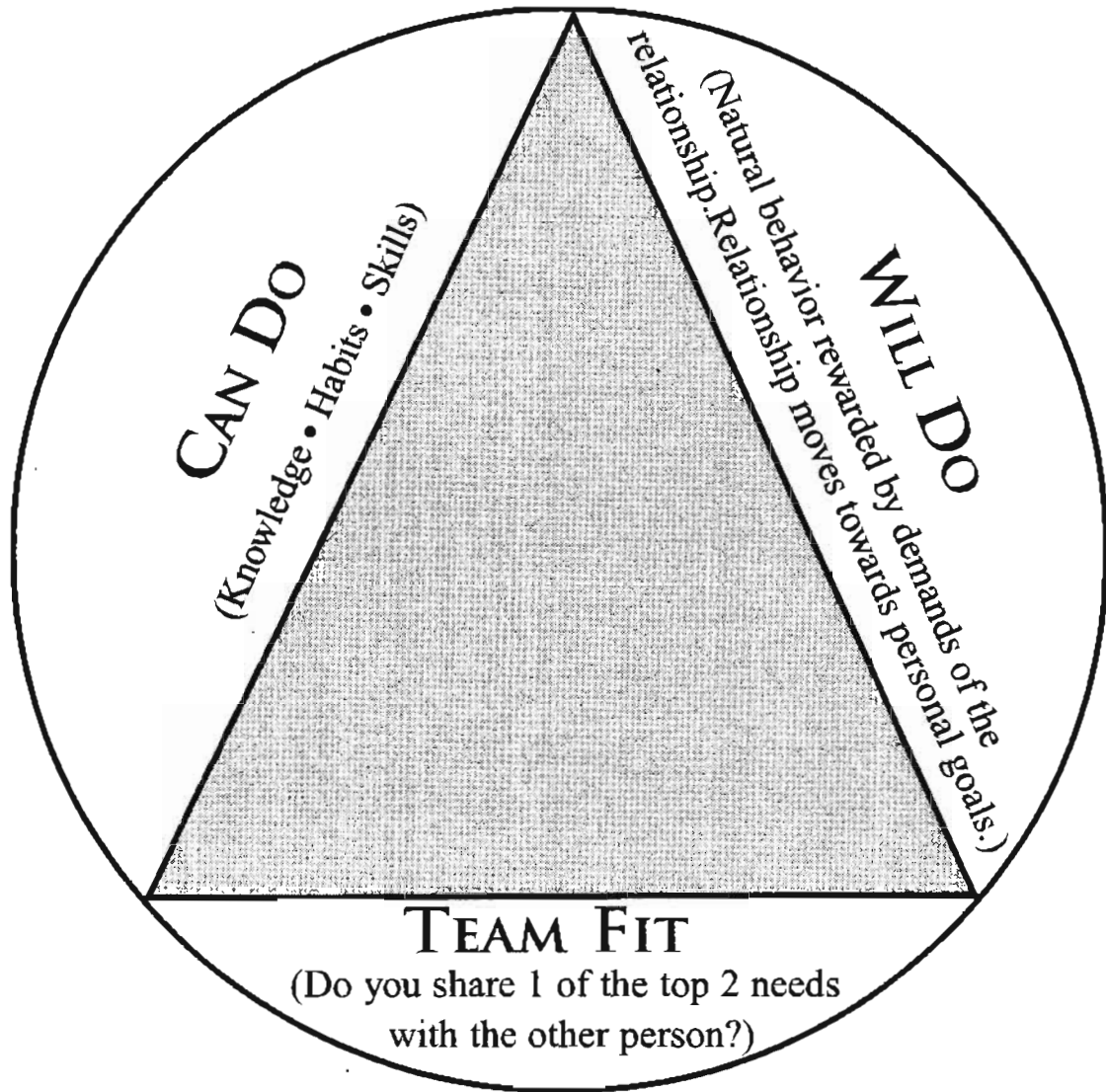


ORGANIZING PRINCIPLES

- Relationships provide us with the ultimate spiritual lessons in life. We must learn to give our gifts and love unconditionally.
- 95% of our success, however, comes down to selection.
- How do most people end up in a relationship? They may be pulled together by proximity, chemistry, and convenience. Are these ideal for a passionate relationship?



SELECTION: THE KEY TO OUTSTANDING RELATIONSHIPS



ORGANIZING PRINCIPLES

- The most important part of selection is to first become the kind of person you want to attract in your relationship.
- It is unlikely a person's nature is going to change. Know who you are in a relationship with.
- If you are in a relationship with the right person for you, and you are still having challenges, you can re-ignite the passion.

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THE 3 STAGES OF A RELATIONSHIP



**LEVEL
1**

It's all about _____.

Your focus is on what you are getting out of the relationship. You try to control things in the relationship based on the outside world.

**LEVEL
2**

It's all about _____.

Your focus is both on meeting your needs as well as your partners. Your belief is that "I will take care of myself, you will take care of yourself, and we will try take care of each other. If I can't meet your needs, however, I'm out of the relationship."

**LEVEL
3**

Your needs _____ my needs.

In a stage three relationship, you take total responsibility for how the other person feels. You will not stop or give up for any reason until you meet your partner's needs.

**? In what stage is your current relationship?
(or your last relationship?)**

Answer key: yourself, equality, are



THE 4 LEVELS OF LOVE

From a spiritual standpoint, there are also four levels of love. Each level is an incremental pathway up for the fulfillment of our primal need for the deepest level of connection. These four levels are our very identity and thus determine the level of fulfillment we'll experience in this lifetime.

**LEVEL
1**

It's all about _____.

You expect and demand love; your needs come first. Like a newborn baby, the world outside yourself is irrelevant. You are focused completely on you.

**LEVEL
2**

_____ to get love.

You are a horse-trader in love. You believe that doing something is necessary in order to receive love. You give your love in exchange for a payoff—giving to get is never fulfilling.

**LEVEL
3**

Give love _____.

You no longer need to look for love; you attract it because you give it all the time. You are no longer measuring out miserly portions and calculating your returns. Your life is based on giving—whether you can measure what you get back or not.

**LEVEL
4**

You love _____.

There is no limit to your love; you even love those who have hurt you. This is a path to ultimate spiritual fulfillment. It is extremely rare to live at this level consistently, but those who do live a life full of miracles.

?

At what level do you usually live? Can you think of a time you experienced each level of love?

Answer key: your needs, Give, continuously, everyone



TRUST & RESPECT

1 Trust comes from believing you have a _____ interest.

What causes you to trust the opposite sex?

2 Respect occurs when you believe the other person has _____ to bring to the table.

What causes you to respect the opposite sex?

Answer key: common, something of value



NOTES



THE POWER OF POLARITY: OWNING YOUR SEXUAL ESSENCE

Sexual attraction, spiritual ecstasy, and intimate connection thrives in a relationship when there is a distinct polarity between the energies of the individuals involved. In other words, the more opposed the sexual energies between two people are (male vs. female energy), the stronger the attraction will be in the relationship. Sexual polarity is the term used for the physical chemistry, the magnetic pull, and the overwhelming physical response we feel when we meet someone with an energy opposite to our own. If two people have a similar polarity, i.e. both are more 'masculine,' then the attraction between them will be diminished. If there is a strong difference, i.e. one is extremely 'feminine' and the other 'masculine,' then the physical attraction will be maximized.

To not only keep a relationship passionate through time, but to increase the intimacy and attraction, it is vital that each person in the relationship cultivate their own natural energy, male or female. This is accomplished by three things:

- 1** Identifying who we really are at our _____: masculine or feminine.
- 2** Stripping away our _____ and embodying our true energy.
- 3** _____ and _____ this energy through time.

Answers: core; masks; Practicing; cultivating



NOTES



THE POWER OF POLARITY: OWNING YOUR SEXUAL ESSENCE (CON'T)

Below is a summary of some of the core differences between sexual energies:

<u>FEMININE ENERGY</u>	<u>MALE ENERGY</u>
1. Trying to Fill Up	1. Trying to Empty
2. Wants to Experience Love	2. Wants to Experience Freedom
3. Makes Small Things Big	3. Makes Big Things Small
4. Wants to be Understood	4. Wants to be Appreciated
5. Wants to be Owned	5. Wants Freedom
6. Stimulated by Praise	6. Stimulated by Challenge
7. Gathers	7. Leaves
8. Storm of Light	8. Storm of Peace
9. Hangs On	9. Lets Go
10. Remembers	10. Forgets

note

We talk about the forces of male and female energies and their qualities, recognizing that this is not gender based, and any person (male or female) can embody either energy. Whatever energy is dominant is fine. What's most important is to know what your true nature is and to embody it.



Remember, one of the ways depolarization occurs is by doing things that take away from the other person's sexual essence. For example, if a woman questions a masculine man's direction (whether because he is lost while driving or is flailing with his direction in life), it will create instant collapse of the polarity. Similarly, if a feminine person is criticized for looking run down or worn out, this makes her feel unradiant and unloved and she will start to shut down. As David Deida says, "Never tell a man with a masculine sexual essence that he is wrong and never tell a woman with a feminine sexual essence that she is ugly."

The masculine man needs to learn to embrace the feminine force of life, no matter how wild and destructive it becomes. The feminine woman needs to not shrink when faced with the strong, powerful presence of her man. We must learn to trust the wisdom of the masculine and its ability to act clearly in spite of emotions and to embrace the wisdom of the feminine and its inherent intuition and focus on love.

Below is a more in depth look at what drives the feminine vs. the masculine.

	FEMININE ENERGY	MALE ENERGY
Physical Characteristics & Energy	<ul style="list-style-type: none"> ☞ Open, free, flowing, full of life energy, sometimes more nurturing, sometimes more wild and free. ☞ Grounded in the earth. 	<ul style="list-style-type: none"> ☞ Strong physical presence, centeredness, rigidity, and a feeling of unwavering purpose and strength. ☞ Directed toward the sky.
Primary Driving Force	<ul style="list-style-type: none"> ☞ Feminine essence is moved primarily by emotions in intimate relationship. ☞ The feminine force is about opening to love and giving love. ☞ Feminine is the force of life (Shakti). 	<ul style="list-style-type: none"> ☞ Masculine essence is primarily driven by direction in life, or by a life mission. ☞ Masculine knows more about death (Shiva).
Focus	<ul style="list-style-type: none"> ☞ Flow: Interruption does not exist because you are in a constant state of flow. ☞ Looking for love: The ultimate way to magnify radiance and beauty. 	<ul style="list-style-type: none"> ☞ Focused on one mode only at a time and the single task at hand. ☞ Looking for trouble: Sees a problem and wants to fix it (even when there isn't one).
Goals	<ul style="list-style-type: none"> ☞ Feminine energy is based on attraction and enchantment, drawing others in through opening of the heart to beauty and love. ☞ The feminine wants to fill up with love, energy, and attention. 	<ul style="list-style-type: none"> ☞ Masculine energy seeks release: from the burdens of life and relationship, from the constraints of life. ☞ The masculine strives to break free to ultimate ecstasy and freedom. They want to be empty and let go.
Desires	<ul style="list-style-type: none"> ☞ Desire to be noticed/attractive (receive praise). ☞ Lives in a world of sensation, the body, connection to the flow of elements and the natural forces. ☞ Addicted to ways of filling her sense of emptiness. ☞ Wants to feel understood. 	<ul style="list-style-type: none"> ☞ Responds to challenge, comes alive at the edge, and when challenged. ☞ Loves competition to test themselves and break through barriers. ☞ Wants to possess. ☞ Addicted to emptying himself and releasing himself into the void. ☞ Wants to feel appreciated.
Challenges	<ul style="list-style-type: none"> ☞ Hangs onto everything. ☞ Often stays too long. ☞ Hears primarily mood and tone (emotion). 	<ul style="list-style-type: none"> ☞ Finds it easy to let go and leave. ☞ Often leaves too soon. ☞ Speaks words vs. emotion.



CULTIVATING YOUR SEXUAL ESSENCE: BRINGING OUT YOUR TRUE CORE

1

Based on all that you have learned so far, who do you believe you are at your core? What is your dominant force? Masculine or Feminine?

Who do you believe your partner is at his/her core? Masculine or Feminine?

2

Are you living your core? At what level do you show up in your relationship with your true essence?

3

How does this affect your relationship? Does it pull it towards incredible levels of attraction, passion, and intimacy? Or, does it create depolarization and move you more towards the direction of platonic friendship?

4 What turns you off (of the gender you are normally attracted to)?

5 What turns you on (of the gender you are normally attracted to)?



YOUR VISION FOR YOUR IDEAL RELATIONSHIP

1 Describe your ideal relationship. Write down everything you want. What would your relationship look like? What's the impact of this relationship? What would this relationship serve? What would it inspire? What would it bring to your life? After you are done, cross out anything that doesn't move and inspire you.



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2 What's stopping you from creating this vision? What have you valued more than this intimate relationship? What limiting beliefs or rules have put your energies into? After you are done, write down what you are going to do now instead.

"Love is a force more formidable than any other. It is invisible—it cannot be seen or measured, yet it is powerful enough to transform you in a moment and offer you more joy than any material possession could."

————— BARBARA D'ANGELIS —————



3

Where are your relationships right now? How would you describe them?

4

What are you going to do now to make your vision a reality?



THE EIGHT LEVELS OF CONSCIOUSNESS

THE VALUE CODES OF HUMANITY

As we move from birth to various levels of life complexities, we have to change. In order to deal with our challenges, we have to move to another level of consciousness. Otherwise, our problems remain and accumulate in greater and greater intensity until we are forced to the next level.

Consciousness can be simply defined as who and what you care about consistently through time. This becomes the basis of your values—the basis of all decision making. For example, different models of the world (i.e., different value codes) create different focuses and therefore different problems at different stages of individual development. Each level of consciousness has a different set of value codes.

The following eight-level format of identifying value codes is merely a single snapshot of the river of life. It is not intended to be exact nor is it the only way of looking at life; rather it is intended to be a useful photograph or representation of one way of looking at our current cycle of spiritual development. It is also extremely important for you to realize that **the same level of consciousness that has created your current problems will not solve them.** The only way most people move from one level of consciousness to a higher level is when their existing problems become too great to stay at that particular level and change becomes an absolute must. In other words, an individual, community, or society changes consciousness because it is too uncomfortable to remain where the individual or group currently sits in their value system (i.e., consciousness).

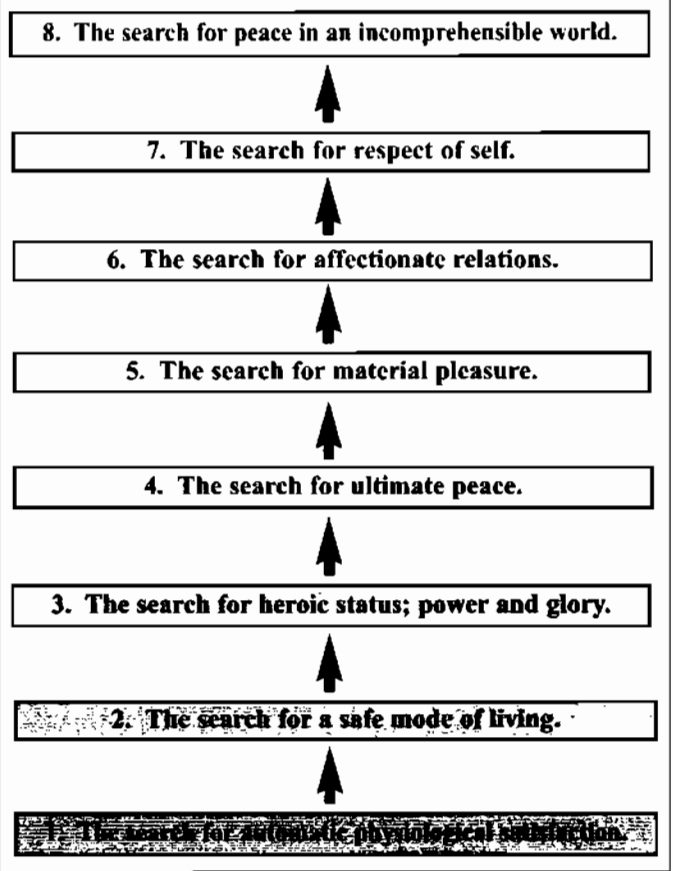
THE QUEST FOR CONSCIOUSNESS

BY CLARE W. GRAVES, FORMERLY PROFESSOR EMERITUS PSYCHOLOGY, UNION COLLEGE, NEW YORK
IN *SPIRAL DYNAMICS*, BY DON EDWARD BECK AND CHRISTOPHER C. COWAN

Clare W. Graves described the dynamic of growing consciousness in eight levels:

“At each stage of human existence the adult man is off on his quest of his holy grail, the way of life he seeks by which to live. At his first level he is on a quest for automatic physiological satisfaction. At the second level he seeks a safe mode of living, and this is followed, in turn, by a search for heroic status, for power and glory, by a search for ultimate peace, a search for material pleasure, a search for affectionate relations, a search for respect of self, and a search for peace in an incomprehensible world. And when he finds he will not find that peace, he will be off on his ninth level quest.

As he sets off on each quest, he believes he will find the answer to his existence. Yet much to his surprise and much to his dismay, he finds at every stage that the solution to existence is not the solution he has come to find. Every stage he reaches leaves him disconcerted and perplexed. It is simply that as he solves one set of human problems he finds a new set in their place. The quest he finds is never ending.”





We all go through different levels of consciousness. Initially, our entire focus is only about ourselves—**egocentric**. All of us are born egocentric as babies, but through the process of socialization (i.e., dealing with significant problems beyond our ability to solve them by ourselves) we become **ethnocentric**. At the ethnocentric level, we begin to care not just about ourselves, but about others as well, especially those from a small group of people who we think can give us a significant level of pain or pleasure or who we also perceive we need to help us solve our problems (i.e., our mother, father, intimate family, intimate friends). As we graduate beyond this level, we may extend this influence to all those who share our values, our religion, etc. Eventually, we move to a **worldcentric** view where we care about everyone in the world, not just those who have the ability to give us pain or pleasure. Ultimately, we have the opportunity to move from there to a **spirit-centric** level, the ultimate level of development in which we feel a connection and caring for all living things as we see them as interconnected. We feel the energy of that connection continually in our lives.

SPIRIT-CENTRIC	Primary Driving Needs:	LEVEL 8: AN AWAKENED SOUL (TURQUOISE) The focus at this level is on holistic, collective individualism, cosmic spirituality, and earth changes . People at this level feel constant energy and a connection to not only all people, but all things. They are sensitive to harmonics and mystical forces and unite feelings with knowledge.	
	Primary Driving Needs:	LEVEL 7: INTEGRATED / FLEX-FLOW (YELLOW) The drive at this level is ecological —the application of natural systems. People at this level integrate and align systems, values, knowledge, and competency over power status and group sensitivity. They want flexibility, spontaneity, and functionality. They see differences and how to integrate them. This level sees the power of ranking and linking of hierarchy as natural. The person best qualified to make the decision makes the decision.	
WORLD-CENTRIC	Primary Driving Needs:	LEVEL 6: SOCIALLY CONSCIOUS (GREEN) This level is driven by human connection, consensus, being egalitarian, sharing feelings, caring, and a sense of community. There are close ties to the human spirit, values, and community. Individuals at this level explore the inner self and see hierarchy as a problem ; they want plurality.	<ul style="list-style-type: none"> • Canadian/ Netherlands health care systems • Greenpeace
ETHNOCENTRIC	Primary Driving Needs:	LEVEL 5: STRIVER-DRIVER / ACHIEVER (ORANGE) The drives at this level are for success, strategy, materialism, consumerism, image, status, and growth ; a belief in rational thought that drives everything: analyze and strategize. Science is king . This level perceives the power of hierarchy.	<ul style="list-style-type: none"> • Wall Street • Middle class • Corporations
	Primary Driving Needs:	LEVEL 4: ORDER & THE ABSOLUTE (BLUE) At this level there is an authority structure that enforces a code of conduct based on absolute principles. Breaking rules equals enormous pain and making rules equals enormous pleasure . The focus is designed to create meaning, discipline, traditions, morality, and rules . The focus is living for later. This level is order-driven—i.e., there are rigid rules, structures, and consequences.	<ul style="list-style-type: none"> • Catholic Church • Religious Right • Puritan Americans • Marines • Singapore • Girl Scouts
EGOCENTRIC	Primary Driving Needs:	LEVEL 3: POWER GOD (RED) The primary drive is to exploit . People at this level are powerful, impulsive, and egocentric. They express themselves impulsively and are unwilling to submit. They see themselves separately from others. False neuro-associations are the sources of pain and pleasure.	<ul style="list-style-type: none"> • Warlords • Heroes • Conquerors • Rock stars
	Primary Driving Need:	LEVEL 2: TRIBAL ORDER (PURPLE) The focus at this level is a safety orientation through rites, rituals, taboos, superstitions, and the tribe's folklore. Magic is the primary theme of why everything occurs. Either singular or multiple gods/spirits who can penalize or reward with safety are honored or feared. Life-giving elements like water, sun, rain, etc., are put into a magical context.	<ul style="list-style-type: none"> • Tribes • Gangs • Sports teams
	Primary Driving Need:	LEVEL 1: SURVIVAL / INSTINCT DRIVEN (BEIGE) The drive is for survival . At this level the focus is on safety : food, water, protection, staying alive, warmth, procreation—moment-to-moment pain/pleasure reactions. Few detailed neuro-associative maps.	<ul style="list-style-type: none"> • Newborn baby • Senile individual

ORGANIZING PRINCIPLES

- 1 While you may move up and down these levels of consciousness, or this dynamic scale of values, based on state or standards, **once you have attained a certain level of consciousness it becomes a permanent capacity.** In other words, while your level of consciousness may fluctuate in the moment, **your center of gravity is driven by what you identify yourself with:** a power god, an order in the absolute, a striver-driver/achiever, a socially conscious person, etc.
- 2 **Human beings go through all these levels in sequence during the course of their development.** It is postulated that you cannot skip a level; you must progress through these levels sequentially. At the same time, however, some individuals will spend a much shorter period of time in one spiral vs. the next because they become satiated or satisfied and take a more radical leap as they seek a new level of understanding. These people have the courage to step through new openings and take the massive action that commits them to a new level of consciousness.
- 3 **It's important to remember that any one person cannot be defined by the level where their current center of gravity sits.** For example, simply calling John Smith a Power God is not only unproductive, but inaccurate. We are all spiraling continually between the different levels and across each level as we move through life.
- 4 **No one level is more important than another.** After all, what is more important: a proton, an atom, a molecule? The answer is none. They are all necessary to make up the whole. Remember, to go from an atom to a molecule, or from one level of consciousness to another, you have to keep some of the prior thought process.

THE VILLAGE OF 100 PEOPLE

According to Dr. Phillip Harter of Stanford University School of Medicine, if we could shrink the earth's population to a village of only 100 people, it would look something like this:

There would be . . .

- 57 Asians
- 21 Europeans
- 14 North and South Americans
- 8 Africans

- 30 Whites
- 70 Non-whites

- 6 people would possess 59% of the world's wealth (all 6 would be from the United States)
- 80 would live in substandard housing
- 70 would be unable to read
- 50 would suffer malnutrition
- 1 would have a college education
- 1 would own a computer

Source: *The Theory of Everything* by Ken Wilber

The most important group to focus on developing is not a higher level of development; rather it's the part of society that is at a lower level, as this is the level that has the opportunity to destroy all the rest of humanity's progress.

“What if a malignant version of some fear-laced ‘ism’—‘this Truth is the only Truth and will prevail at any cost’—suddenly rears its head for conquest and domination? Can the glass fiber infrastructure of the global village withstand terrorists fighting holy wars or self-righteous crusades?”

—*Spiral Dynamics: Mastering Values, Leadership, and Change* by Don Edward Beck and Christopher C. Cowan



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PRIOR TO THIS SEMINAR, WHAT WERE YOUR VALUES AND RULES?

PART 1: QUESTIONS TO ELICIT YOUR TOWARDS VALUES

What has been most important to you in life?

What has been more important to you, _____ or _____ ?

PART 2: QUESTIONS TO ELICIT YOUR TOWARDS RULES

What has to happen in order for you to feel _____ ?

PART 1: QUESTIONS TO ELICIT YOUR AWAY VALUES

In the past, what is a feeling you would do almost anything to avoid having to feel?

In the past, which of these feelings would you do more to avoid?

_____ or _____ ?

PART 2: QUESTIONS TO ELICIT YOUR AWAY RULES

What has to happen in order for you to feel _____ ?



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MY PRESENT TOWARDS VALUES AND RULES



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GOAL SETTING

CREATING A COMPELLING FUTURE

PART 1: WHERE WERE YOU? WHERE ARE YOU NOW? WHERE ARE YOU GOING?

1

Where were you five years ago? How would you rate yourself on a scale of 1–10 (10 = outstanding) in each of these areas of your life five years ago? Write a couple of sentences describing where you were.

Mentally

With Your Living Environment

Physically

Socially

With Your Attractiveness

Spiritually

Emotionally

With Your Career

In Your Relationships

Financially



GOAL SETTING

CREATING A COMPELLING FUTURE

PART 1: WHERE WERE YOU? WHERE ARE YOU NOW? WHERE ARE YOU GOING?

2

Where are you now? How would you rate yourself on a scale of 1–10 (10 = outstanding) in each of these areas of your life today? Write a couple of sentences describing where you are today.

Mentally

With Your Living Environment

Physically

Socially

With Your Attractiveness

Spiritually

Emotionally

With Your Career

In Your Relationships

Financially



GOAL SETTING

CREATING A COMPELLING FUTURE

PART 1: WHERE WERE YOU? WHERE ARE YOU NOW? WHERE ARE YOU GOING?

3

Where will you be five years from now? How would you rate yourself on a scale of 1–10 (10 = outstanding) in each of these areas of your life five years from now? Write a couple of sentences describing where you will be.

Mentally

With Your Living Environment

Physically

Socially

With Your Attractiveness

Spiritually

Emotionally

With Your Career

In Your Relationships

Financially



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GOAL SETTING

CREATING A COMPELLING FUTURE

PART 2: GOAL-SETTING WORKSHOP

1 Pretend that it is Christmas Eve (or another holiday you might celebrate similarly). Brainstorm a list of anything you would like to achieve, create, give, have, do and/or experience in the next 20 years.



PART 2: GOAL-SETTING WORKSHOP

3

Review your list again and choose your top four one-year goals. Write down why you will absolutely achieve this goal within the next twelve months.

GOAL 1:

GOAL 2:



PART 2: GOAL-SETTING WORKSHOP (CON'T)

3

Review your list again and choose your top four one-year goals. Write down why you will absolutely achieve this goal within the next twelve months.

GOAL 3:

GOAL 4:



PART 3: THE POWER OF NEGATIVE THINKING

Tell your buddy, with passion, joy, and energy, why you know these goals will never happen. Exaggerate dramatically why you will not achieve these goals! (Our outcome is to scramble any potential challenges in advance so that you won't have to deal with them.)

PART 4: WHO WILL YOU BECOME IN THE PROCESS

Write down what kind of person it will take to achieve all that you want. Describe the character traits, values, beliefs, virtues, etc., this person will embody.



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IT'S TIME FOR TRANSFORMATION!

TURN THE PAGE TO CREATE YOUR
NEW, EMPOWERING VALUES AND RULES...



DESIGNING YOUR NEW VALUES AND RULES

TOWARDS VALUES

- 1 Clarify your destiny.**
 - a. What kind of person do I ultimately want to become in my lifetime?
 - b. What do I want my life to really be about?
- 2 What do my highest values need to be in order to achieve my ultimate destiny?**
- 3 View your current list and ask: What do I gain by having this value in this position on my list?**
- 4 What could it cost me to have this value in this position on my list?**
- 5 What values do I need to eliminate in order to achieve my ultimate destiny?**
- 6 What other values do I need to add in order to achieve my ultimate destiny?**
- 7 What order do these values need to be in, in order to achieve my ultimate destiny?**
- 8 Make certain there are no conflicts in the hierarchy.**

TOWARDS RULES

- 1 Make it easy to experience—language your Towards Rules like so: "Anytime I . . ."**
- 2 Make a menu: "Anytime I do . . ." a), or b), or c), or d).**
- 3 You must be in control; the outside world does not determine your experience.**

EXAMPLES: TOWARDS VALUES AND RULES

Values: I move towards love.

Rules: I experience love anytime I . . .

- a. am loving; or
- b. am warm towards others; or
- c. remember the love I always have in my heart; or
- d. notice the love in others.



DESIGNING YOUR NEW VALUES AND RULES

AWAY VALUES

- 1** Brainstorm a list of Away From Values based on the following question:
What emotional states do I need to avoid indulging in to achieve my ultimate destiny?
- 2** Which Away From Values do I need to avoid most in order to achieve my ultimate DESTINY? (Put those Values in a hierarchy.)

AWAY RULES

- 1** Make it hard to experience your Away From Values so that you would have to do something consistently to experience the negative.
- 2** Language your Away Rules to make them hard to experience:
“Only if I were to consistently . . .
 - a. believe in the illusion that . . . (I’m negative).”
 - b. focus on the false belief that someone can . . . (embarrass me).”
- 3** State the solution for your “Away Rules” in the following manner:
“I avoid the consistent illusion of failure.”

“I would experience this only if I were to consistently focus on the false belief that I can always fail, instead of . . . (realizing that I have succeeded any time I learn something and/or give 100%).”

EXAMPLES: AWAY FROM VALUES AND RULES

1. Consistent inappropriate anger

Only if I were to consistently treat people harshly, instead of remembering that everyone has different rules, they are doing the best they can with the resources they have, and it's not about me.

2. Consistent inappropriate feeling of rejection

Only if I were to consistently believe in the illusion that someone can reject me, instead of realizing that I am the only person who determines how I feel.

3. Consistent debilitating illusion of failure

Only if I were to consistently focus on the false belief that I can fail, instead of realizing that I have succeeded any time I learn something and/or give 100%.



EXAMPLES

TOWARDS VALUES AND RULES

- 1 Love**
- a. Anytime I am warm towards others or
 - b. Anytime I am loving or
 - c. Anytime I remember the love I always have in my heart or
 - d. Anytime I notice the love in others or
 - e. Anytime I love the playful child in me

- 2 Health**
- a. Anytime I treat my body with love and respect or
 - b. Anytime I exercise or
 - c. Anytime I push my body to expand its present limits

- 3 Success**
- a. Anytime I am grateful for being alive or
 - b. Anytime I achieve an outcome or
 - c. Anytime I hold myself to my standards or
 - d. Anytime I stretch myself beyond my present limits or
 - e. Anytime I get other people to be the most they can be

AWAY VALUES AND RULES

1 Consistent, inappropriate, debilitating anger

Only if I were to consistently react in the moment with harshness or intensity, instead of remembering that I alone have the power to decide what things mean.

2 Consistent, inappropriate frustration

Only if I were to consistently believe in the false illusion that I can't do anything to resolve or improve the situation, instead of remembering that I am resourceful, committed, and determined and that if it's meant to be, I can make anything happen.

3 Consistent, debilitating self-pity

Only if I were to consistently lie to myself and believe that I am a victim, instead of remembering how fortunate I really am and that my life is blessed the moment I decide to notice it.



MY NEW TOWARDS VALUES AND RULES

A series of 20 horizontal lines providing space for writing notes or answers.



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MISSION STATEMENT

THE PURPOSE OF MY LIFE IS TO BE _____,
ENJOY _____,
AND DO _____ FOR MYSELF AND OTHERS.

YOUR MISSION STATEMENT MUST:

1. Be stated in the positive.
2. Have “Be” and “Do” statements.
3. Include yourself and others.
4. Be able to be experienced every day.
5. Be brief.
6. Eliminate Universals.
7. Use emotionally “charged” words.
8. Make you happy . . . *really* happy.



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SAMPLE POSTER



Mission Statement: _____ **Name:** _____

Team #: _____

Towards Values & Rules

Anytime I am ...

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.
- 8.
- 9.
- 10.

Away Values & Rules

Only if I were to avoid ... instead of ...

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.
- 8.
- 9.
- 10.

My New Primary Question: _____

My Top 4 One-Year Goals:

- 1.
- 2.
- 3.
- 4.

My Power Virtues:

- 1.
- 2.
- 3.
- 4.

HOW TO EVALUATE POSTERS

1 MISSION STATEMENT:

- a. Stated in positive
- b. Is simple and brief
- c. Contains "Be" and "Do" statements
- d. Has emotionally charged words
- e. Can be experienced daily
- f. Has no universals
- g. Includes self and others
- h. Makes you happy

2 TOWARDS VALUES:

- a. Ends values
- b. Consistency (values work well together)

3 TOWARDS RULES:

- a. "Anytime I . . ."
- b. Menu of possibilities
- c. Self-controlled
- d. Easy to feel good

4 MOVING AWAY FROM VALUES:

I avoid consistent/unnecessary/inappropriate/excessive or the illusion of _____.

5 MOVING AWAY FROM RULES:

Only if I were to consistently/inappropriately/excessively/obsessively _____ (something that you can control) . . . instead of _____ (solution).

OR

Even though I know the reality is _____ (positive reality).

6 NEW PRIMARY QUESTION:

- a. Fulfills your Six Human Needs in an empowering—a Class I or II—way
- b. An easy-to-achieve objective

7 TOP 4 ONE-YEAR GOALS:

- a. Stated in positive (affirmative)
- b. Specific (sensory)
- c. Shows control of goal
- d. Contains no universals
- e. Provides evidence procedure (How will you know if you've achieved your goal?)

8 POWER VIRTUES:

Are they emotions?

THE INTEGRATION PROCESS

I _____, SEE, HEAR, FEEL, AND KNOW . . .

1 POWER VIRTUE (1)
I AM . . .

2 MISSION STATEMENT
THE PURPOSE OF MY LIFE IS TO . . .

3 TOWARDS VALUES (2)
I AM . . .

4 AWAY VALUES (1)
(SEE NEXT PAGE FOR DESCRIPTION.)

5 WHAT I LEARNED

1. THE MOST IMPORTANT THINGS I'VE LEARNED
HERE ARE . . .
2. I KNOW THE DECISIONS I'VE MADE HERE
WILL CHANGE MY LIFE FOREVER BECAUSE . . .

THE INTEGRATION PROCESS

MOVING AWAY FROM VALUES

I, _____, see, hear, feel, and know . . .

STEPS	COMPONENTS (QUESTIONS TO ASK)	LANGUAGE (WHAT YOU WILL SAY)
STEP 1: Identify the debilitating emotion.	What is your top Moving Away From value?	"I will never again indulge in the stupid or destructive emotion of _____!"
STEP 2: Identify what consistently indulging in this emotion has cost you.	What does this emotion cost you? Who has it hurt? How badly? How has it hurt you?	"Because the severe consequences are . . . Ultimately, this will cost me..." <i>(HINT: Rant about the consequences.)</i>
STEP 3: Identify the truth.	What is this emotion really? Is this who you really are?	"This is really just _____ and this is not who I am. Who I really am is . . ."
STEP 4: Identify what you would have to forget to indulge in this.	What would you have to forget to indulge in this?	"In order to indulge in that, I'd have to forget . . ."
STEP 5: Create a solution.	What do you need to focus on instead? What do you need to remember instead?	"All I really have to do is remember and know . . ."
STEP 6: Associate to how this will change your life forever.	What will your life ultimately be like? How will it feel to be the real you now?	"My life will ultimately be _____ and that's how I'm going to live my life!" <i>(HINT: End on a high!)</i>

EXAMPLE:

I, Suzie Smith, will no longer indulge in the debilitating emotion of anger because it destroys any connection I have with those I care about and it's simply not who I am. Who I really am is a passionate, caring and loving woman. And, in order to indulge in that, I'd have to forget that everyone has different rules. Instead, all I have to do is smile and remember that they are doing the best they can with the resources they have. When I do this my life is magical. This is how I'm committed to living my life!

CREATING THE 7TH POWER: THE POWER OF ENVIRONMENT

1 Create the environment upon your return home. Write two letters now to people who will hold you to your new standards.

2 Have your poster framed.

Do two things every day:

- 3**
- (1) Ask your new Primary Question / or do your Incantation with total joy and intensity at least twice per day.
 - (2) Go into your Power Virtue States consciously at least twice per day.

4 Set up your game plan for rewards.

5 Start your day with Morning Questions and use your Problem Solving Questions as needed.

6 Put yourself back in the gym.

7 Treat yourself kindly; catch yourself doing little things right.

THE SECRET TO YOUR FREEDOM:

The quality of your life is a direct reflection of the expectations of your peer group.
Choose your peers wisely.



NOTES



THE SUCCESS CONDITIONING SYSTEM RESULTS RITUAL

Our life experience is based on what we focus on. These questions are designed to cause you to experience more happiness, excitement, pride, gratitude, joy, commitment, and love every day of your life. Remember, the quality of your life is the quality of the questions you ask yourself daily.

THE MORNING POWER QUESTIONS

Come up with 2 to 3 answers for each of these questions and fully associate to your answers. If you have difficulty discovering an answer, simply replace “am I” with the words “could I be.”

Example: What could I be most happy about in my life now?

1. What am I most happy about in my life now?
What about that makes me happy? How does that make me feel?
2. What am I most excited about in my life now?
What about that makes me excited? How does that make me feel?
3. What am I most proud about in my life now?
What about that makes me proud? How does that make me feel?
4. What am I most grateful about in my life now?
What about that makes me grateful? How does that make me feel?
5. What am I enjoying most in my life right now?
What about that do I enjoy? How does that make me feel?
6. What am I committed to in my life right now?
What about that makes me committed? How does that make me feel?
7. How do I love? Who loves me?
What about that makes me loving? How does that make me feel?

THE EVENING POWER QUESTIONS

1. What have I given today? In what ways have I been a giver today?
2. What did I learn today?
3. How has today added to the quality of my life or how can I use today as an investment in my life?
4. Option: Repeat the Morning Power Questions.

THE PROBLEM SOLVING QUESTIONS

1. What is right/great about this problem/day?
2. What is not perfect yet?
3. What am I willing to do to make it the way I want it?
4. What am I willing to not do to make it the way I want it?
5. How can I enjoy doing the things necessary to make it the way I want it?



NOTES



CODE OF TRUTH

1. There is always a way.
2. It's not what I get that makes me happy, but what I become.
3. Daily, I become more.
4. No failures, only outcomes—as long as I learn something, I'm succeeding.
5. If I can't—I must; if I must—I can.
6. Life is a process, not an outcome—I am becoming.
7. The journey is the reward.
8. I am patiently compelled.
9. I have personal power; I make things happen.
10. Everything happens for a reason and a purpose that serves me.
11. If it doesn't work, I'm about to learn something, get something new, or find something even better ahead.
12. Masterpieces take time.
13. I strive to become balanced daily.
14. It's okay to be afraid; it's not what I feel, but what I do that matters.
15. I am Master of my states.
16. I find great joy in little things . . . a smile . . . a flower . . . a sunset.
17. If I don't like the way something feels, I do something else or change the way I'm evaluating it.
18. I give more to myself and others than anyone expects.
19. Direction is more important than outcome.
20. I create my own reality and am responsible for what I create.
21. If I'm confused, I'm about to learn something.
22. I treat others with ultimate respect.
23. Every day above ground is a great day.
24. Any communication is an expression of love; violence or anger is a bound-up expression of love—the highest level people can do at the time.
25. There is only one thing/event which is you/I which is everything—I see me everywhere and in everyone.
26. I am not my body, I am not my mind—I am something I call “being.”
27. The purpose of “being” is to expand.

“People say that what we’re all seeking
is a meaning for life.
I don’t think that’s what we’re seeking.
I think what we’re seeking
is an experience of being alive,
so that our life experiences on the purely
physical plane will have resonances with our
own innermost being and reality.
What we actually feel is the rapture of being alive.”

————— JOSEPH CAMPBELL —————



SUMMARY OF QUESTIONS FOR ELICITING YOUR PATH OF MEANING

I. Level One—The Three Forces of Destiny: Your Model of the World (three forces)

1. Your Driving Force

- (1) What is your Driving Force?
- (2) What are the top two needs you value most?
- (3) What is the need you value third? your situational need?

2. Your Rulebook/MAP

1. Global Beliefs

- (4) A relationship is?
- (5) A relationship is not?
- (6) What is scarce?
- (7) What is abundant?
- (8) How much is a long time? How much is a short time?

2. Identity

- (9) Who are you?
- (10) Who are you not?
- (11) Who were your role models growing up? How are you like them? How are you not? Why?
- (12) If you were an animal, what would you be?
- (13) What archetype are you (lover, magician, warrior, sovereign, etc.)?

3. Values

- (14) Who do you want/desire most in life/relationships?
- (15) What do you fear/avoid most in life/relationships?

4. Rules

- (16) What must you never do or be in your relationship?
- (17) What must they never do or be?
- (18) What must you always do or be?
- (19) What must they always do or be?
- (20) What should you do or be?
- (21) What should they do or be?
- (22) What will you do?
- (23) What can you do?

5. Vehicles

- (24) What are the vehicles you use to meet your needs?
For Certainty?
For Significance?
For Connection and Love?
- (25) What tends to be your "Virtual Villan"?

6. Situation Specific Beliefs

- (26) You break the rules when?
- (27) All bets are off when?

7. Metaprograms/Masculine/Feminine

- (28) What relationship do you see between these three shapes?
- (29) Is your primary natural essence masculine or feminine?
- (30) Where do you spend most of your time "operationally": masculine or feminine?

3. Your Fuel of Choice/Emotions

- (31) What are the emotions you experience in an average week?

Level II—The Triad: The 3 Molders of Meaning (three powers)

- (32) What Triads do you use most often? Where do you live?

Level III—The Spheres of Influence: Environments that Trigger (three spheres)

- (33) What do your Sphere's of Influence look like?



DISCOVERING YOUR PATH OF MEANING: THE THREE LEVELS OF IMPACT

Level I: Questions To Elicit Your Model of the World

Motive: Your Driving Force

1. (a) What are your top two human needs? In what sequence?

(b) What are your bottom two needs? What needs do you value the least?

2. What are your situational needs (needs you value third)?



Meaning: Your Guiding Force

1. Global Belief Systems (B.S.)

3. Life is about? Life isn't about?

4. Life is always? Life is never?

5. The purpose of life is?

6. Death is about? Death isn't about?



7. Is life random or is there destiny?

8. Relationships are? Relationships are not?

9. The purpose of a relationship is . . .

10. How do you get love? How do you get a relationship?

11. Your most important relationships are . . .

12. The greatest source of love in your life is . . .

13. The greatest love in your life in the past has been . . .



14. True or false: Love has been withheld significantly in your life.

15. If true, by whom? How did it affect you?

16. You kill a relationship when? You grow a relationship by?

17. The challenge of a relationship is? The gift of a relationship is?

18. How much is a long time? What's a short time?

19. What's acceptable? What's unacceptable?

20. The past is?



21. The present is?

22. The future is?

23. The best times of your life are found in?

24. What is success? What is failure?

25. What is the ultimate reward in life? What is the ultimate punishment?

26. Pain and suffering is?

27. What stresses you in life?



28. What's scarce? What's abundant?

29. What is work? What isn't work?

30. What kind of work do you hate? Why?

31. How much effort does it take to get a reward?

32. You are responsible in life *for*?

33. You are responsible in life *to*?

34. You are free to?



35. Freedom is?

36. What's more important: your needs or the needs of others? Why?

37. What's more important: science or faith? Why?

38. What's sexy in life?

39. What's intimate?

40. What's your favorite phrase in life?

41. What's your second favorite phrase in life?



42. What else do you say?

43. Your three most important beliefs are . . .

2. Identity

44. You are? You are not?

45. You are made for?

46. You believe?

47. Your most important beliefs are?

48. Who are you really?



49. Who are you with your family?

50. Who are you at work?

51. Who are you to the public?

52. Who are you to yourself?

53. Who are you in your relationship?

54. What animal are you most like?

55. What are you not?



56. What can you be?

57. What will you be?

58. Overall in life, you are optimistic, pessimistic, or realistic?

59. In your finances, you are optimistic, pessimistic, or realistic?

60. In your intimate relationships, you are optimistic, pessimistic, realistic, neutral or self-protective?

61. You are a believer, achiever, emulator, socially-conscious, integrated or needs-driven?

62. Who were your role models growing up, and why?



63. Who were your role models of how you didn't want to be?

64. Who are they today?

65. Are you living what your role models are about, or not?

66. Why do you say that? How do you measure that?

3. Values: Desires / Fears

67. You want?

68. You desire?

69. You need?



70. You must have?

71. You don't want?

72. You don't need?

73. You must never have?

74. You must never experience? Must never share? Must never see? Must never feel?

75. Your primary question in life is?

76. What's most important to you in life?



77. What else is most important to you in life?

78. What's least important to you in life?

79. What do you love?

80. Who do you love?

81. What do you want from life?

82. What do you hate?

83. What do you despise?



84. What's most important for you to avoid in life?

85. Which of these do you value most: people? tasks? systems?

4. Rules

86. You must not?

87. You must never?

88. You must always?

89. Others must not?

90. Others cannot?



91. Others must never?

92. What has to happen for your values to be met?

93. What are your rules for life?

94. What are your rules for relationships?

95. How do you know when to feel good?

96. How do you know when to feel bad?

5. Vehicles / Virtual Villains

97. What are the ways you meet your needs? (a) For Certainty?



(b) For Significance?

(c) For Variety/Uncertainty?

(d) For Connection/Love?

(e) For Growth?

(f) For Contribution?

98. In order to feel certain, you use which vehicles? To feel uncertain?

99. In order to feel significant, you use which vehicles?



100. In order to feel love/connection, you use which vehicles?

6. Situation Specific Beliefs (S.S.B.s)

101. All bets are off when?

102. You violate my own values when you?

103. You break the rules when?

104. You break your *own* rules when?

105. Do you have a filter for your actions?

106. Is there a situation where you'd kill somebody?



107. Are there any other exceptions to rules?

108. When is a time when you don't express who you are?

109. What is normal? Are you normal?

110. Why did you pick your partner

7. Metaprograms / Masculine and Feminine

111. What is the relationship between these three shapes? (Matcher, Mismatcher, Sameness with Exception)



112. Is your primary, natural essence masculine or feminine?

113. Where do you spend most of your time "operationally": masculine or feminine?



Fuel of Choice: Your Habitual Patterns of Emotion

114. What are the emotions you experience most often? How many emotions do you experience at least once a week? _____

115. What are the feelings that you have?

116. What are the challenging emotions you feel once a week?

117. What are the empowering emotions you feel once a week?

118. What makes you fearful? Scared?

119. What makes you sad?

120. What makes you angry?



121. What makes you happy?

122. What makes you feel loved?

123. What makes you feel bliss?

124. What gives you ecstasy?

125. What's funny?

126. What's tender?

127. What's deep?



128. What are the dominant driving emotions of your life, both positive and negative?

129. What are the other emotions you experience in an average week?

130. What is the condition of your physical body?

131. What are your rituals, where do you spend your time?

132. Who is in your peer group?

Level II: Questions To Elicit Your Triad

133. What triad do you use most often? (Powers of physiology, focus and language)

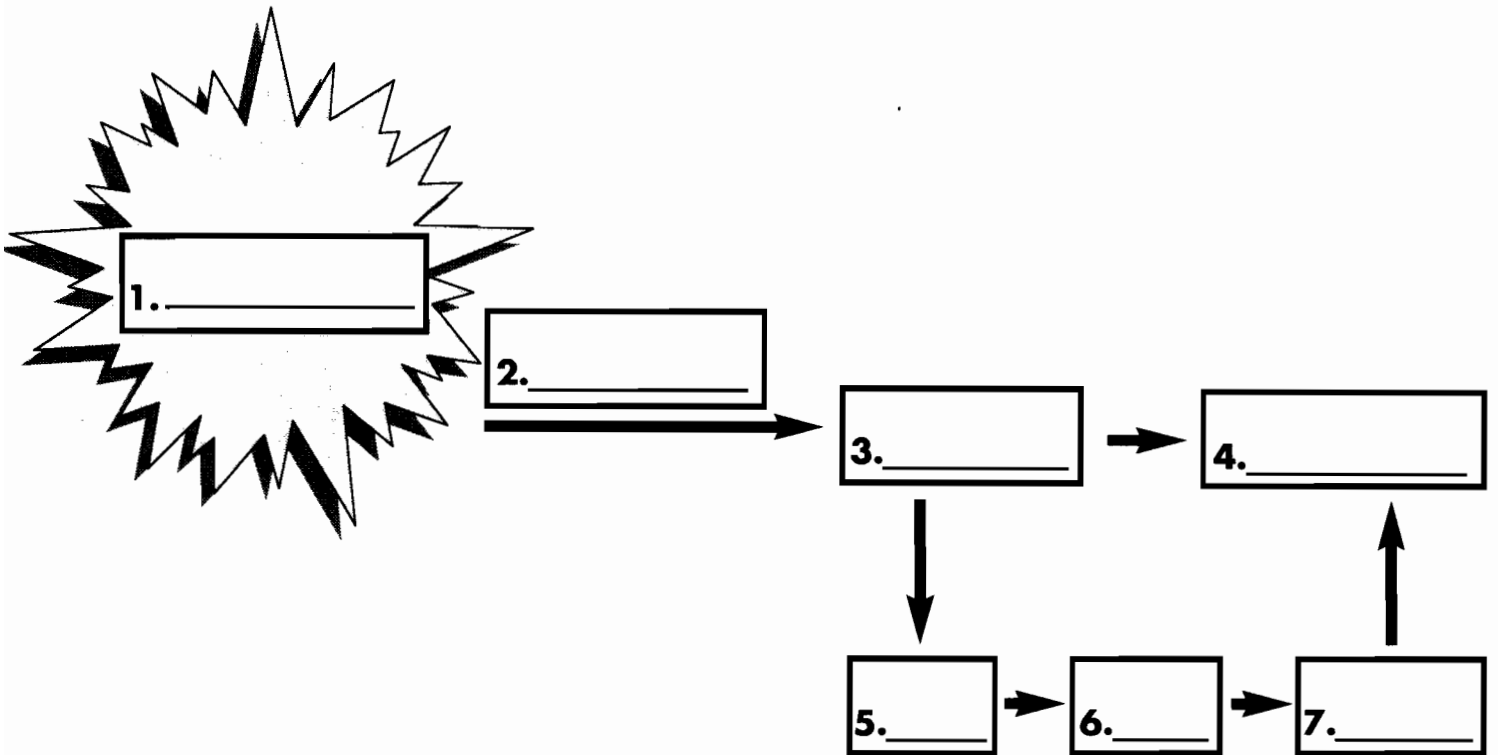
Level III: Questions To Elicit Your Spheres of Influence

134. What do your spheres of influence look like?

SKILL SESSION 1

DESTINY IS THE STUDY OF _____.

DESTINY: _____



Answers: 1. Consequences; 2. Decisions; 3. Actions; 4. Destiny; 5. Cause; 6. Effect; 7. Direction



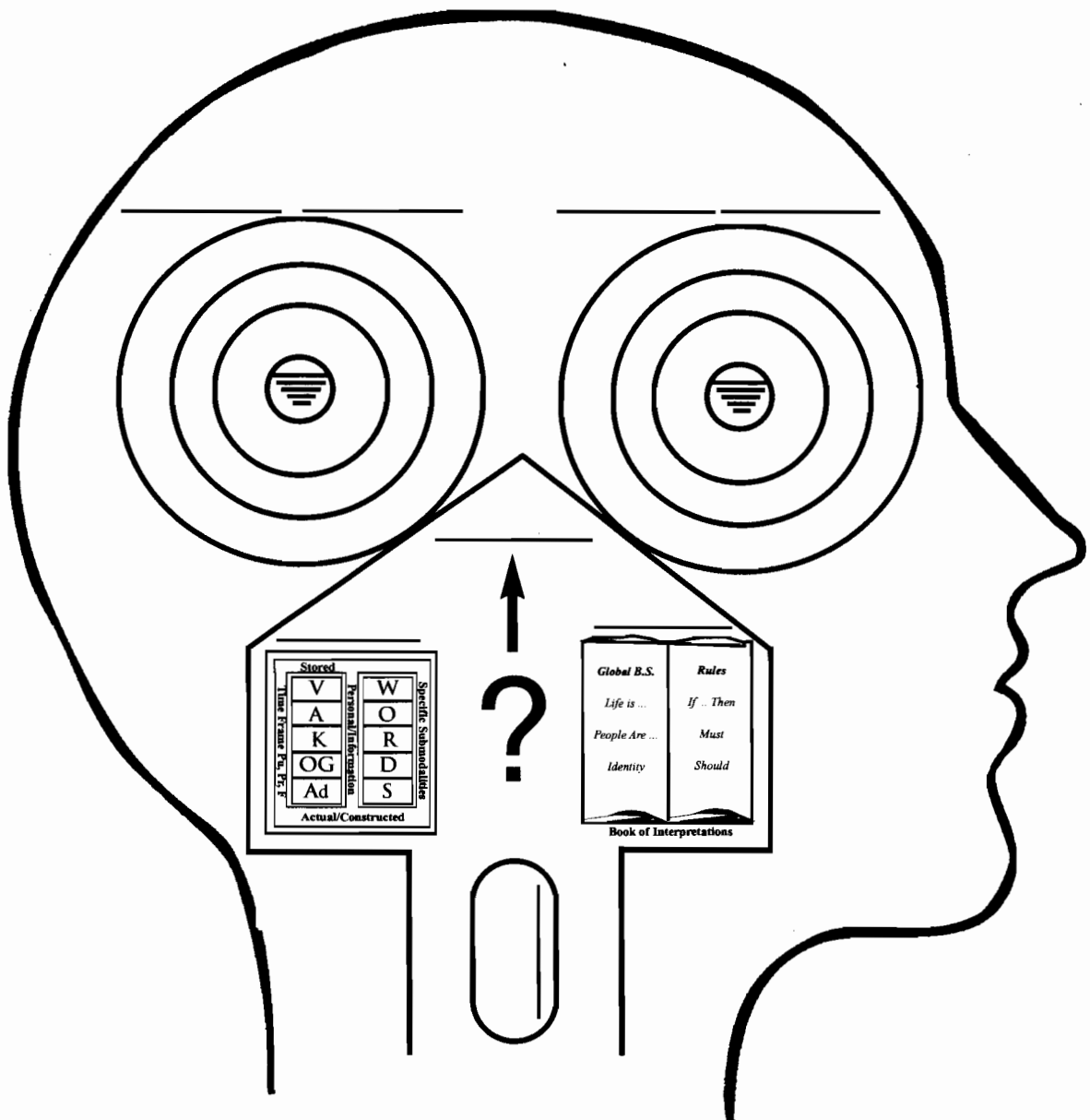
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SKILL SESSION 2

HOW WE MAKE SENSE OF THE WORLD THE FIVE ELEMENTS OF EVALUATION

The quality of my life is the quality of my _____.



Superior evaluations create a superior _____.

Answers (top to bottom, left to right): 1. Evaluations; 2. Away Values; 3. Toward Values; 4. Questions; 5. References; 6. Beliefs; 7. State; 8. Life



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SKILL SESSION 3

THE POWER OF LANGUAGE

SHAPE YOUR WORDS—TRANSFORM YOUR DESTINY

PART 1: TRANSFORMATIONAL VOCABULARY

Isn't it time you knew exactly what's triggering you to feel good, what's triggering you to feel bad, and how to take control of it once and for all? Words have power! Instead of reacting to the words of others or voices in our heads pulling up the past, we're going to look at Transformational Vocabulary: The study of **how you can take control of your habitual vocabulary to change the quality of your life.**

What's interesting is how two people can experience the exact same sensations differently in their bodies by virtue of the different labels they put on the experience. For example, one person may feel 'frustrated' while the other just feels 'a little confused.' It amounts to a huge difference in the way we feel, and when we change the way we feel, we change how we behave.

Consider that the typical human being is continually taking in a huge variety of sensations, all of which must be funneled through the brain and given some sort of meaning. The meaning you attach to an experience becomes your reality, regardless of whether it's objectively accurate or not.

What is the vehicle we use to represent meaning and express them to other people? Words. **We use words not only to communicate with other people, but with ourselves.** Words are not the same as the experience we're having, but they do determine the experience we're having.

HOW MANY WORDS ARE IN OUR LANGUAGE? HOW MANY DO YOU USE?

According to Compton's Encyclopedia, the total number of words in the English language is around 750,000. Of that number, guess how many words we habitually use? On average, we use only 500 to 2,000 at the most, which represents only half of 1% of the language!

Now, of all the words we have available in the English language related to emotion, guess how many describe positive emotions and how many describe negative emotions? In Roget's Thesaurus, we found over 3,000 words describing various emotions. From that group, there were 1,051 words for positive emotions and 2,286 for negative emotions—roughly **twice as many negative words as positive words!** Think of the implications. **The labels we put on our experience become our experience.**

What would your life be like if you could take all the negative emotions you ever felt and lower their intensity so they didn't impact you as powerfully, so you were always in charge? Similarly, what would your life be like if you could take the most positive emotions and intensify them, thereby taking your life to a higher level? Turn the page to find out . . .

"Words form the thread on which we string
our experiences."

—ALDOUS HUXLEY—



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“A powerful agent is the right word. Whenever we come upon one of those intensely right words . . . the resulting effect is physical as well as spiritual, and electrically prompt.”

————— MARK TWAIN —————



PART 1: TRANSFORMATIONAL VOCABULARY

EXERCISE 1: LOWER THE INTENSITY OF NEGATIVE EMOTIONS

Write down three words that you use on an ongoing basis that intensify your negative feelings or emotions. Then, come up with alternative words or phrases that have a lower intensity.

Example: Old Word: worried New Words: a little concerned, need clarification
 Old Word: depressed New Words: a little down or frustrated
 Old Word: overwhelmed New Words: in demand, full of opportunities
 Old Word: lonely New Words: available, temporarily on my own

Old Word:

New Words:

EXERCISE 2: INCREASE THE INTENSITY OF POSITIVE EMOTIONS

Write down three words you use to describe your experience in a positive way, and come up with three alternative words that amplify those positive feelings. Get a friend to ensure you follow through by having them pay attention to you and tell you, if necessary, something like, "Are you okay, or are you fantastic?"

Example: Old Word: fine New Words: incredible, outrageous, outstanding
 Old Word: he/she's cute New Words: he/she's delicious, gorgeous, unbelievable
 Old Word: confident New Words: unstoppable, determined
 Old Word: fortunate New Words: unbelievable, grateful, blessed

Old Word:

New Words:



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PART 2: GLOBAL METAPHORS

Just as a single word can powerfully shape how you feel, there are certain words or groups of words that can carry even more meaning and emotional intensity: metaphors. **What makes metaphors so powerful is that they are symbols**—they create powerful imagery in our minds. Think about it. What creates more immediate impact—the word “Christian” or the image of a cross? Throughout human history, symbols have been employed to trigger emotional response and shape behavior.

A metaphor is a phrase that compares two things by likening them to each other. Although the things we are comparing may bear little resemblance to each other in reality, our familiarity with one allows us to gain an understanding of the other.

As human beings, we constantly think and speak in metaphors. For example, we say things like, “I’m caught between a rock and a hard place,” or “I’m at the end of my rope.” **We must take charge of our metaphors and not only remove the negative ones, but adopt empowering metaphors as well.**

EXERCISE 1: WHAT IS LIFE LIKE?

Write down any metaphors you can think of that you currently use to describe life overall (e.g., “life is a bowl of cherries,” “life is the pits,” “life is a game”). Brainstorm every metaphor you can think of, because you probably have more than one for your life. For example, when you are in an unresourceful state, you might think of life as a battle or a war. Conversely, when you are in a resourceful state, you might think of life as a gift or a blessing.

Life is like . . . _____

When you are done, review your list and ask yourself, if life is X what does that mean? For example, if you wrote the metaphor, “all the world is a stage,” it might have both great and negative consequences. In other words, it might mean that you are someone who is focused on making a difference; or it might mean that you’re someone who always puts on a performance rather than share your true feelings. What are each metaphor’s advantages and disadvantages? And, what are some new metaphors you might like to adopt in order to feel more happy, fulfilled, and free?



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PART 2: GLOBAL METAPHORS

EXERCISE 2: DESCRIBE YOUR RELATIONSHIPS

Now, write down all the metaphors that you link to relationships or marriage (e.g., You might think that your mate is your honey, soul mate, princess, or king. Or you might describe him/her as your ball and chain, or your old lady or old man). Write down any metaphors you can think of. When you're done, again, evaluate if they empower or disempower you. What new metaphors can you adopt that will empower you?

Relationships are like . . . _____

“The metaphor is perhaps one of man’s most fruitful potentialities. Its efficacy verges on magic, and it seems a tool for creation which God forgot inside one of His creatures when He made him.”

————— JOSE ORTEGA Y GASSET —————



NOTES



DECISIONS · ACTIONS · WHEN · WHY

<i>Decisions/Actions</i>	<i>By When</i>	<i>Leverage/Why</i>	<i>Resources</i>



DECISIONS · ACTIONS · WHEN · WHY

<i>Decisions/Actions</i>	<i>By When</i>	<i>Leverage/Why</i>	<i>Resources</i>



DECISIONS · ACTIONS · WHEN · WHY

<i>Decisions/Actions</i>	<i>By When</i>	<i>Leverage/Why</i>	<i>Resources</i>



DECISIONS · ACTIONS · WHEN · WHY

<i>Decisions/Actions</i>	<i>By When</i>	<i>Leverage/Why</i>	<i>Resources</i>



DECISIONS · ACTIONS · WHEN · WHY

<i>Decisions/Actions</i>	<i>By When</i>	<i>Leverage/Why</i>	<i>Resources</i>



DECISIONS · ACTIONS · WHEN · WHY

<i>Decisions/Actions</i>	<i>By When</i>	<i>Leverage/Why</i>	<i>Resources</i>

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