

# ESSENTIALS

Essays on the inner keys for  
higher consciousness & infinite success  
*(includes the phenomenon of 'life response')*



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**Roy Posner**

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First Edition

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## INTRODUCTION

### **Welcome!**

In this book, we endeavor to uncover the mysteries of personal growth and success by blending practical notions with breakthrough concepts of human progress and evolution. We ask only that you keep an open mind as you reflect on these startling concepts, and the astonishing true stories that accompany them.

In some ways as we enter the third millennium, we are presenting concepts that are unlikely to be known for decades, perhaps centuries. And yet we present this profound knowledge today, to help you bring about unprecedented levels of achievement, self-awareness, and happiness in life. As we move through an era where the Internet and recent discoveries in science challenge our preconceptions of space and time, then surely we can appreciate the possibilities of how the state of one's awareness, perceptions, attitudes -- i.e. our consciousness -- can instantaneously alter the conditions of life around us, changing our view of possibility, causality, and reality.

The main theme of this book is that the greater your consciousness, the more life will respond in your favor, enabling vast, even infinite-like success. As you embrace these profound ideas and take to these powerful inner methods, life will increasingly conspire to bring you good fortune. You will then see that what people call "luck" is in fact no luck at all, but the natural outcome of a rise in consciousness.

As you read these unconventional ideas, try to reflect on your own life, and recall if you have experienced something similar. Also, think about how you can apply the methods so that you too can elicit these startling “life response” results.

I wish you the very best on your journey, and welcome you to an extraordinary adventure of consciousness and joy.

Roy Posner



## **YOU BECOME WHAT YOU BELIEVE YOU CAN BECOME**

**"You are what you believe in. You become that which you believe you can become." (The Bhagavad-Gita)**

**"We are infinite in nature, and we can manifest that in our lives as infinite accomplishment, success, and happiness."**

There was a poor farmer in India who dreamed of being a happy rich farmer. He toiled and toiled as a young man. Then he broke out of a mold and changed. Within a decade, he became a happy multimillionaire industrialist and government leader.

There was an automobile company, Chrysler, that was almost out of business. A consultant sent the leader a note telling him that not only could the company avoid bankruptcy but that it could become the most profitable company in the industry. Within ten years, that is exactly what happened.

These are but a few examples of individuals and institutions who believed in the unbelievable. An individual, a business, a government is limited only by its beliefs. A successful, yet out-of-control individual can become a model of organization and stability, while a stolid, conservative person can become a dynamic, energized, and creative human being.

Could it be that how we see ourselves is only a mental belief? That if we were to change the belief, the reality would also change? If this is true, and we think it is, then any individual can alter the course of his or her life, enabling vast, unimagined success and joy.







## YOU CAN MAKE LIFE INSTANTLY RESPOND

Normally, we believe that taking an action on our part brings about a corresponding result in life. This is of course true. There is also a secret knowledge that certain changes in our behavior can *instantly* evoke good fortune from the world around us. We call this dramatic phenomenon "life response."

### **Higher Levels of Cleanliness, Orderliness, and Attention Attract**

For example, let's talk about money. We are all aware of the importance of intelligence, hard work, social position, skill, organization, and other forms of strength and power to create wealth. There are, however, a few hidden strategies to elicit an immediate response from life regarding money. For one, keeping accurate and up-to-date accounts of money is a powerful mechanism for attracting more of it. E.g., one small business owner decided to balance eight months of back statements in a weekend and received \$5000 from out of nowhere the next day. This is an example of a life response. It is virtually instantaneous, and appears to come from seemingly out of nowhere.

There does not seem to be any obvious connection between the actions and the results, yet somehow life responds to these changes in our inner behavior. That is the case because life is organized in ways that defy our normal perceptions of cause and effect, and space and time. There are movements, workings, and unfoldings in life that are hidden from us; that defy our ability to perceive them. However, if we develop a certain subtle power of awareness, we can perceive these life movements, and then learn to harness that knowledge to attract vast accomplishment and

success. The above example of attention to money and how it generates a sudden, abundant life response is but one example of this extraordinary power.

Over the decades, we have seen that there are at least a dozen key human behaviors that trigger these instances of sudden good fortune. E.g. in addition to giving attention to finances to attract money, being as careful and prompt in *paying our debts* also tends to attract instances of good fortune. This is especially true for settling old debts. E.g., one individual owed a friend money for over twenty years. Within *minutes* of committing to paying that old debt, he was told that he had been offered a new spacious place to live -- this after having lived in the same cramped apartment for twenty years! That is the power of committing to paying off an old debt.

Greater attention to business accounts, proper handling of money, et al are, in essence, higher forms of *organization*. In fact, whenever we make a serious effort to raise our level of personal organization, life tends to move in our favor. In particular, we have seen that higher levels of *cleanliness* tend to elicit very powerful positive responses from life. Consider this true-life experience:

An instructor had been without training and consulting work for weeks, and was in desperate straits. He did not know what to do, but decided to raise his level of cleanliness. His apartment was normally quite clean, but he wanted to take cleanliness a step further. Therefore, he decided to clean his refrigerator. Well, at the exact moment he finished putting the foodstuffs back after that exhaustive effort of cleaning, he received a call from his training company offering him *months'* worth of new work! The response from life was instantaneous and overwhelmingly powerful!

While cleaning and ordering objects have a vast power to attract sudden good fortune, so does giving them more *attention*. Consider this true incident:

A wine seller in Asia had very low sales. A consultant noticed that the seller had ignored stocks of old wine that were not selling. He asked

the seller to make a full effort to clean those stocks, even though he could not imagine how such an action could possibly improve things. The seller however in the end agreed to this course of action. Within a few short weeks, the seller not only found someone to purchase his entire inventory of old stocks, but he received new orders for sales equal to a whole half years' worth of revenues!

That is the power of giving objects greater levels of attention. Life suddenly responds out of all proportion!

### **The Power of Attitudes to Attract**

You can also attract overwhelming good fortune by overcoming a negative attitude, such as a hostile feeling towards another person. This is perhaps the *most powerful* psychological method to attract good fortune.

A woman worked part time for over a decade, hoping during that time to secure a full-time position. One day she decided that her negative attitudes towards certain people should come to an end. Within a few days, she received a full time job from the company she had been temping at -- her first full-time position in ten years!

Life *always* responds to a change in one's attitudes. Here is another example:

A man lost a lot of borrowed money by speculating in the stock market. After a time all of his shares became worthless. In fact, he paid interest on the borrowed money by borrowing *more* money. One day, he didn't have any more cash left to pay the interest. Slowly, he began to realize his folly. First, he decided to stop speculating. Then he decided not to borrow *any more* money to pay the interest. He made a firm decision, and remained calm thereafter. Though he didn't know what to do next, he stuck to his decision.

After a day or two, he read in a newspaper that a certain company was being taken over by another company. The share price started its

upward journey and within a few days, it hit \$20. He sold them and had the money to meet his obligation.

Life will suddenly and abundantly respond to any attempt to shed a wanting attitude. It also responds to making a decision, or taking to a course of action when one was reluctant or otherwise unable to take to it before. Consider this episode:

A man worked at a computer store, but was reluctant to work weekends. He was in the lower tier of monthly sales among his fellow salespeople. He then changed his attitude, and made the decision to work weekends. The first Saturday he appeared at the store, the first customer he waited on placed the biggest order of his career! That in turn kicked off the highest sales month he ever experienced in his life. Moreover, it also turned out to be the highest sales month by a salesperson that the 4-store chain he worked at ever experienced. He not only rocketed to the top of his sales group, but made more money in the next few months than he ever had in his life.

That is the power of making a firm decision in the right direction and acting on it. Changes in attitude, in combinations with taking to a decision and action have an overwhelming power to invoke good fortune from the world around us.

### **The Power of Silence to Attract**

There are a number of other ways to make life respond. E.g., one way is to improve yourself -- such as by acquiring new knowledge about a subject, or by learning a new skill. Consider this true story, where one individual tried to improve his skill, and got an unexpected life response result:

A man hadn't had a consulting project of any substantial size in over half a year. He then decided to improve his professional condition by learning an important new skill. Within a few days, he was contacted unsolicited by a major industrial firm in the Central Valley of

California to do a large consulting project, his first in nearly half a year of trying.

### *Silent Will*

In addition to *proactively* changing your condition, such as taking to higher levels of organization, you can also invoke sudden good fortune by *restraining* yourself. E.g. rather than expressing a thought you want to relate to another person, you can withhold it's expression, which will cause the other person to speak it out shortly after. We call this inner, mental-restraining approach to life response, "Silent Will." Here's an example, involving a business colleague of ours:

A management consultant was meeting with a high-level executive of one of the largest companies in the US in order to secure interviews with top-level management for a book he was writing. The executive however rejected him outright, giving various reasons why the consultant's request could not be heeded. Rather than respond, the consultant decided to practice Silent Will, restraining himself from expressing the reasons why he believed the executive was in error.

Stunningly, a few minutes later, the executive completely reversed himself, and began to express several reasons why the consultant's request was valid! He then not only acceded to the interviews, but a long time business relationship was forged between the consultant and that major US corporation!

When we remain silent in these situations, we release a solid block of mental and vital energy into the atmosphere that others feel compelled to speak out. In that way, our intentions are expressed through another person without our having to communicate it in the first place. Such "Silent Will" is but one of a number of inner powers of life available to us.

### *Equality of Being*

Another power of silence is that of “Equality of Being.” If we remain calm and still when a difficult situation presents itself, the problem tends to quickly dissipate.

One man did not react to the fact that a client was going to pay a bill in 60 days instead of the normal 2 weeks. A short time later, he was informed that in fact the bill had been paid *the very next day* via credit card! A 60-day bill had triune into a 2-day one! That is the power of remaining still and silent, practicing equality of being in the midst of tense or otherwise difficult situations.

### **Consecrated Activity**

Finally, there is one other inner power that can attract the miraculous. If we open ourselves to the spiritual Force before engaging in an activity, circumstances will quickly move in our favor, as life cooperates with us from all quarters. Here’s an example:

An instructor’s class was going very poorly one morning. *Nothing* seemed to go right. He then decided to consecrate the afternoon session by offering it to the Higher Power. Thereafter, *every conceivable* thing went smoothly. In addition, a palpable peace and richness could be felt in the classroom throughout the remainder of the day.

Anyone who has experienced the power of the spiritual Force in action but once in their lives will be changed forever.

### **Inner-Outer Correspondence**

On the surface, there does not seem to be any obvious connection between these changes in our psychological status and the sudden miraculous-like results that follow. Yet, somehow life does respond on the outside to our shift in consciousness within. Why is this the case?

It turns out that the separation we make between our being and the world around us is an illusion based on a surface view of life. Our inner selves and the outer world are in fact part and parcel of the same continuous reality. Therefore, if we change our consciousness within, the outer instantly responds in kind. This underlying oneness is in turn made possible because there is a fundamental Spiritual Reality at the heart of all existence. That Reality provides an ultimate Intelligence that relates all associated objects, individual, and circumstances across space and time.

Therefore, when you elevate your consciousness to the positive, you release energies that spread across a vast cosmic web of life that connects you with related individuals, objects, and circumstances. When you take to higher emotions, attitudes, behaviors, values, decisions, actions, thoughts, etc., subtle energies move out across space-time and connect with related positive conditions, attracting these favorable, positive results rapidly to you.

Another way of putting it is that when you take to a higher level of consciousness, you align with corresponding conditions that come into your field of vision and are experienced as positive conditions from life.

### **Evoking Continuous Response**

If life response is something real, a true phenomenon of life, then how we can we tend it so that it occurs more often; so that we can continuously derive its enormous benefits?

The key is to proactively discover those wanting parts of our being, and then make the necessary effort to change them, thereby attracting a continuous flow of good fortune. Higher levels of cleanliness and orderliness, keeping updated financial accounts, paying off debts, overcoming negative attitudes towards work and life, practicing silent will and equality of being, and opening to the spiritual Force are among the many inner powers we have to attract the infinite potentials of life. This then is the miraculous, infinite-like opportunity that the phenomenon of Life Response offers each one of us.

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TO DO:

-In the next week or so see if you can see any correlation between what is happening around you and the way you have been feeling or believing or thinking inside. Whether what is occurring externally is related to some change or shift in attitude or belief or intention or decision or action on your part.





## INNER-OUTER CORRESPONDENCE

*All in this universe is connected through an invisible link and each action by us affects all in the chain known or unknown and creates a rhythm of response across the universe. This rhythm affects each involved in a good or bad way depending on what type of stimulus they have given.*

### **An Astonishing Association**

One day a computer instructor noticed that he had not secured enough work for the upcoming Christmas/New Year season. Without the income generated by the work, he would be hard-pressed to pay his bills. Though he made an effort to secure new work for this normally slow holiday season, nothing came of it. On the other hand, life *had* presented him with the opportunity to learn a new software technology. Since this was a slow work period, it seemed like an ideal time to take up the studies. Unfortunately, his heart was not into it, and instead dwelled on his lack of work and potential financial problems that could erupt at any time.

However, when he considered the issue again, he had a change of heart, realizing that his attitude about the opportunity was wrong. As a result, he decided to take up the work and plunged himself into learning the application. Interestingly, the next day he received a call from his agent informing him that the entire holiday season had now been booked with computer instruction work!

From this true-life example, we see that what we experience on the outside is a direct reflection of our consciousness within. There seems to be a correspondence between our inner psychological condition – our habits, wants, feelings, attitudes, opinions, and beliefs -- and how the

world takes shape around us. This suggests that if we were constantly shifting to the positive, the world would continuously respond in our favor.

Interestingly, life's response to our consciousness can take shape in two ways – positively or negatively. E.g. just after I decide that I will no longer be negative towards a co-worker, I am informed that I've been selected to head an exciting, bonus-filled project in my company. This is a positive response to a more positive attitude. Inversely, a moment after I feel an intense negative emotion towards a fellow worker, I'm informed that an important project I have been looking forward to starting has suddenly been cancelled. This is a negative response to a wrong-headed attitude and emotion.

From this perspective, we see that our normal view of life – of what is logical and possible, of how cause and effect interrelate, of how space and time function – is rendered obsolete. Instead, we develop a new perception of the connection and association between objects and individuals in the universe. It is the principle of “inner-outer correspondence” in action.

Remarkably, recent developments in quantum physics confirm this correspondence. Scientific experiments have shown that two particles of matter can affect one another even though they are on opposite sides of the globe, or even the universe! Scientists have conclusively proven that if an electron of a single atom shifts its spin direction, a second electron of that same atom hundreds or even thousands of miles away will suddenly begin to shift *its* spin as well. This phenomenon of “non-local connections” is a physical version of the universal principle of inner-outer correspondence that we are addressing here. It accounts not only for the subtle association between *material* objects, but to our emotions, feelings, attitudes, and decisions as well. When we make an inner change, we can affect conditions and attract positive circumstance instantaneously from anywhere in the world.

Still we are compelled to ask: why does this singularity exist? What enables this startling association between our consciousness and the world around us? The short answer is that everything in the universe is

related in consciousness. All existence, seen or unseen forms a unity of relations, associations, and purposes. Thus, the separation we ordinarily make between our consciousness within and the world outside ourselves is an illusion, a falsehood rooted in a fundamental ignorance of our being. However, as we rise in consciousness, as we move to a deeper poise within, we begin to perceive that essential oneness and unity behind all existence that enables this fantastic relationships amongst objects and individuals in creation.

### **The Web of Life**

And yet if everything is inextricably related in the cosmos, there must be some mechanism that allows for this harmonic association. There must be some coordinating system that connects individuals and objects to related circumstance across space and time.

We can imagine that all things -- individuals, objects, forces, energies -- are connected in an organized pattern across a vast “web” of life. Along this web, corresponding and associated physical, vital, mental, and spiritual entities interrelate and interact. E.g., when life presses on me and I make the choice to make a decisive change in my attitude, I set in motion a force, a vibration, a disturbance, along one or more of the *strands or pathways* of this web I am related to. When that occurs, corresponding elements or individuals along that particular strand respond and “track back” to us as we align with their unfoldings, appearing as an instance of sudden good fortune to our person.

Just as a telecommunication system responds to pulses of energy by instantly sending currents of force back to the originating party, so to *changes in consciousness* release energies that attract and align with corresponding conditions along the grid. In this ultra-subtle organized field of existence, time, space, finiteness, and limitation of the possible are replaced by no-time, spacelessness, and a limitless possibility.

Mira Alfassa, the individual known to her followers as “The Mother”, and a partner of the Indian sage and seer Sri Aurobindo commented on this web of life in the early 1970s:

"I have a curious impression of a kind of web -- a web with ... like very loose threads, I mean not tightly meshed, connecting all events, and if you have power over one of these webs, there's a whole field of circumstances that apparently have nothing to do with each other but which are linked together there in such a way that one necessarily implies the existence of the other ... And I have the impression it's something that envelops the earth.

And it's not mental. They are circumstances that depend on one another, in a completely invisible way outwardly, without any mental logic, and yet as though connected to one another.

If you are conscious, really conscious of that, that's how you can change circumstances."

Again, one wonders why such a thing would exist in the first place. What could account for such a profound organizing mechanism, with the capacity to channel, coordinate, and associate all of life's energies and all of life's elements and beings across the cosmos?

Our own view is that behind all existence there is a *spiritual* element that enables and supports this ultra organized intelligence. Every part of our being, as well as every aspect, element, object, and being in the universe contains, and is supported by a hidden *spiritual essence*. From out of this originating power has emerged a vast, subtle (i.e. invisible) system of organization, reflecting an essential integral Knowledge, Wisdom, and Consciousness of that Infinite Being behind. And it is the foundation through which the Web of Life and the principle of Inner-Outer Correspondence is made possible.

### ***Self-Analysis***

Think of one or two important problems or challenges you are having in life. Analyze it in terms of a corresponding weakness on your part -- whether a wanting attitude, belief, habit, decision, or action.

Now consider how to overcome that limitation, and act on it ASAP. Then watch as life respond in your favor, reflecting on the outside your new view, perspectives, awareness within.





## THE POWER OF ATTITUDES

Each of us is made up of various physical, vital, and mental parts. There is our *physical* body and its organs, muscles, etc.; the *vital* being with its sensations, emotions and feelings, and the *mental* part with its thoughts, memories, reasoning power, beliefs, etc.

Somewhere between our emotions and our thought processing lie our attitudes -- our emotional perceptions about ourselves, others, and life itself. Attitudes generally express positively and negatively. E.g., when I have good feelings towards my work or co-worker, my attitude is positive. When I feel reluctant to do certain things that are necessary, or show hostility towards certain individuals, then my attitude is negative.

Interestingly, if we can identify a bad attitude and make the effort to change it, life will suddenly cooperate with our inner efforts, bringing luck into our lives. Consider this true-life incident:

A salesperson was intimidated about meeting a very large customer. He felt that the effort was a waste of time since the company was too large to penetrate. As a result, he was unable to secure that or any other sale with the large client.

However, a number of months later, he changed his attitude about working with such large accounts. The *very next day*, he was stunned when out of the blue that very same large customer, who earlier turned him down, placed a huge order!

As we see, if we change our attitudes, life has a funny way of responding to those efforts. We call this phenomenon "life response." When we change our attitudes, or otherwise elevate our consciousness, life quickly responds with instances of sudden good fortune.

## Attitudes about Ourselves, Others, and Life

Though there are many attitudes, if we look a little closer we can identify three basic types -- those concerning *ourselves*, those about *others* and the objects around us, and those we have towards *life itself*.

Let's focus here on each of these types. An example of a wanting attitude about ourselves is a lack of self-worth or self-confidence. An example of a wanting attitude about others is a feeling of ill will towards another, or being mistrustful of someone. An example of a negative attitude towards life is being pessimistic that things will never turn out well. These are destructive feelings and emotions that cannot help but worsen life's conditions.

The good news, however, is that if we overcome any such negative feelings or emotions, not only do we raise our level of consciousness, but life will quickly move in our favor. Consider this true story where an individual changed her attitude about other people:

A woman was working as a temporary employee for a large medical organization. For months, she complained about certain coworkers at her job. At the time, she had decided to develop a 30-day plan to secure a full-time position. One part of her plan was to change her attitude toward these particular individuals. In the days that followed, she persisted in following her plan, focusing especially on her wanting attitude toward others. She was shocked however when a short while into her plan, she was suddenly asked to work for the organization full time -- her first permanent job in nearly a decade!

That is the power of changing a negative attitude toward others. Here is another incident, this time narrated by a friend of ours from Asia:

"In our unit there was a supervisor whom I felt was indifferent, insubordinate, and had to be punished. I was looking for an opportunity to pin him down. A time came to do so, and I dismissed him mercilessly. Within two days of his dismissal, there was a major breakdown in one of the machines.



The supplier of the machine then sent their engineers. They struggled for 7 days and could do very little to set it right. I was thoroughly disgusted. I then started examining my attitudes on several fronts during the last 10 days.

It struck to me that whenever I am in the position to do so, my attitude is to dominate another person. In this case, I was able to dominate the supervisor and dismiss him mercilessly. But in the case of the machine, I could not afford to throw it away and replace it with a new machine; so I tolerated it. Based on my previous knowledge of the subtle workings of life, I understood at that point that I had to change my attitude.

I then called back the supervisor, apologized for my rude action, and requested that he continue in the company. He felt very happy. It was then striking that the machine that had been out of commission until then, now unexpectedly got fixed. In fact, there haven't been *any* serious troubles with any of the machines since then!"

As we can see, when we overcome a negative attitude towards others, life quickly responds in our favor. Machines that had broken down suddenly start working, projects that had been delayed suddenly and unexpectedly are completed on time, negative situations dissolve, employment opportunities arise our way out of nowhere, cash unexpectedly moves in our direction, and so forth. It is the miracle of life response in action!

## **Embracing Life's Conditions**

One virulent negative attitude we have is being reluctant or even intransigent about doing something life requires of us. When we avoid these given conditions of life or otherwise shrink from doing what is necessary for that time, we not only block achievement, but we invite failure. On the other hand, if we overcome our negative attitude and embrace the requirements of the present, life has a funny way of quickly working on our behalf. Here is a true-life example:

A trainer was reluctant to review a series of complex training materials. Moreover, his schedule was so full that he wondered how he would have the energy to go through them and at the same time perform his training duties.

He then reversed his attitude, overcame his reluctance, and began to go through the complex materials. Just as he was finishing up one of the sections, his telephone rang. It was the voice of his training manager informing him that several of his classes had been rescheduled, making it unnecessary for him to go through the very next -- and most complex -- set of sections. As a result, he was now relieved of great amount of tension and anxiety.

When we embrace the requirements of the Now, instead of rejecting or avoiding them, life quickly responds with good fortune. It turned out to be a lesson that our trainer would carry forward for the rest of his life.

Here is another, similar example of the same dynamic:

A woman, looking for a new position as an administrative assistant, was reluctant to learn a new computer program that would improve her skills and therefore help her get a better job with better pay. One day she decided to reverse that viewpoint and decided to learn a spreadsheet software program; one that she rarely used in any previous job position. That knowledge could possibly be one of a number of software programs that could aid her in a potential admin position.

Within a few hours after learning the program, she got a new job. Not only that, but the job position involved made extensive use of the very spreadsheet program she had learned just a few hours before!

The effort by the woman to overcome her reluctance and embrace a possibility and opportunity helped trigger an event that led to immediate, startling, and positive life response in that precise domain where she made the change. It seems impossible, but that is precisely how life works!

And now one final episode involving that same woman:

“One of the nurses on a floor above me called for a chart. The computer showed that the chart was still upstairs. This meant that I had to go up to look all over the place for it, which is something I don't usually do, and get frustrated with when I do it.

Well, this time I resigned myself to going upstairs to search for the chart. As I was going out the door from my department, there was a cart there holding several charts. I then turned the first one over, and it turned out to be the very chart I was just about to hunt down upstairs!”

By taking up the needs of the present, life came quickly moved on her behalf, overcoming space and time. By overcoming her wanting attitude of reluctance, she attracted extraordinary results from the world around her.

### **Negative Expressions Attracts Negative Response**

So far, we have seen that changing a negative attitude can attract sudden good fortune. Inversely, if we take to a *negative* attitude, we can attract sudden ill fortune. For example, if we feel hostility towards another person, problematic circumstances can quickly arise.

At the annual gathering of a company's employees, prizes were being given out to the staff. One employee watching the proceedings hoped to win one of the larger ones. When the biggest prize was announced, the winner scurried to the front to pick it up from the host. However, the previously mentioned woman watching the proceedings was bitterly disappointed. In fact, it turned out that several weeks earlier she had a run in with the winner of the prize, adding to her bitterness. When the bitter woman arrived back at her home later that night, she received word that her son had suddenly fallen into very difficult straits.

Here is another example of how life responds negatively to a wanting attitude.

A man "A" met a fellow instructor "B" before a class he was to perform. One of the things they discussed were problems they had experienced in earlier classes. In particular, A kept talking about how the students at a certain client were particularly difficult to work with. He persisted in expressing his bitter feelings. Though that instructor rarely had problems with his students, later on that day -- as well as in the next two classes -- he had a series of difficulties with the participants.

As we see, when we express negative sentiment -- whether ill will towards certain individuals, or complaining about others -- we can elicit sudden ill fortune. The best approach then is to try to be mindful of our moment-to-moment thoughts and feelings, and catch ourselves whenever our attitude turns sour. That way we can avoid such work-destroying situations as this one:

An instructor had lined up an important training class. Several days before the gathering, he was sidetracked and sent an email to someone disparaging a prominent thinker. In the middle of writing that note, he received a call from his contactor *canceling* the upcoming class.

As we see, negative expressions, feelings, opinions, etc. can cancel or destroy a work. Thus, it is best to constantly scan our attitudes, and block their negative expressions, before they ruin life's circumstance.

## **The Power of an Overall Positive Attitude**

In addition to having the right attitude, it is always best to have an *overall* positive attitude. Not only will your work flow more smoothly, your interactions with others be more harmonious, and your spirits stay high, but you are likely to garner the sudden cooperation of life.

A management consultant was hoping to have a key meeting with the principle officers of a company with \$100+ billion in assets. For days, he fretted about the deal as the potential client failed to contact him. Over that time, he developed greater and greater doubts that the meeting would ever take place.

Finally, he remembered that it was important to maintain a positive attitude in these sorts of situations. He therefore decided to change his feeling from that of concern and worry to being fully positive. Shortly thereafter, the client contacted the consultant and told him that the meeting would take place. Needless to say, the consultant was thrilled to no end. In fact, *years* of high-level consulting work would follow.

That is the power of having a generally positive attitude.

Now consider this journal entry of an audio-video retail chain owner, who was in the process of conducting several sales meetings. Fortunately, in this incident (described in the owner's journal), he was aware of the importance of having a positive attitude.

"-around 4pm my energy starts to sap, I start to feel sorry for myself and wonder how I will last the day. I decide to reverse my attitude and say, "there is no room for this behavior; you must push on and go to work." In the very next sales interview, D reports he just sold for \$18,000!!" [A huge amount for but one salesperson.]

-I have a meeting with G, an important audio salesperson. We work through a system to get him committed and productive. We discuss the fact that he must commit. During the meeting, I am conscious of my attitude that is negative about our chances of success. I struggle to reverse them with lukewarm results. The meeting is then interrupted as the store is then filled with customers, including a good one for that salesperson!"

## **Remaining Calm and Positive in a Difficult Situation**

An overall positive attitude has the power to attract sudden good fortune. We have also seen that when difficult circumstances come your way, and you remain steady and calm, life will suddenly reverse and cancel the problem, often bringing startling new opportunities in its place. Here is a powerful true story of the benefit of “inner equality” in the face of adversity.

“We have our business unit in a space that we rent out from another party. One day the owner of our rented space picked an argument with our own manager -- apparently without good reason. As a result of the dispute, the owner threatened to terminate our lease for the space we were renting. As it turned out, I was away during the time these events were transpiring.

Naturally, all of the workers, including my manager, were agitated -- so much so, that they wanted me to take appropriate legal action against the owner of the space. However, I decided not to react to the intensity of the situation, and, instead, decided to remain calm and composed. In fact, I told the workers, as well as the manager to stay calm as well, and to concentrate instead on their work. I myself continued to function in a normal fashion as if nothing had happened.

Several days later, the owner of the rented space unexpectedly came up to me in tears. He said that his two-year-old grandson had a heart problem, and he wanted me to suggest a hospital where the child could be treated. Through my doctor friends, I was able to suggest a hospital in Madras [i.e. Chennai, India]. The child was then taken there.”

After examination, the doctors revealed that the child had a hole in his heart, and that he had to be operated on immediately. The operation was going to cost around two lacs of rupees [~5000 US dollars]. Unfortunately, the owner did not have two-pennies to pay for this very expensive operation. However, I then talked to a bank manager and arranged financing from the bank. The loan was secured

based solely on my personal guarantee. The bank also took an agreement from the owner that he would not evict my company on any grounds for the next five years. The child was saved.”

In this startling episode bordering on the profound, we see how the manager’s right attitude of calm and equality not only led to the cancellation of the eviction, not only led to the intense appreciation and goodwill of the owner, but saved the life of a small child. When we maintain a positive attitude in the face of adversity, life has a way of cooperating in ways we would have never imagined!







## **GROW BY GIVING**

Perhaps the single most powerful way to succeed in life is to have more concern for our fellow human beings. Normally, we are overwhelmingly concerned about ourselves, driven by our own personal motives and ambitions. However, the happiest people literally lose themselves in the feelings, thoughts, and aspirations of others.

Are you ready to "forget yourself" and be genuinely interested in the welfare of others? Are you willing to be tolerant and kind to others, listen attentively and silently to their words, and be non-judgmental and open to their opinions and points of view? If you are, you are an excellent candidate for great success in life, not to mention ever-increasing personal happiness and joy.

Try a little experiment. When you meet with another person, try putting yourself in their shoes. Think only of what they are interested in and concerned with. Listen carefully to their thoughts and feelings, and show genuine concern and empathy as necessary. Take this approach for the entire meeting.

Then observe if the energy level of the other person has increased. Also notice if any unthought of or unexpected fresh points of view took place that energized the conversation.

But there's more. If you pay very close attention, you are likely to experience an added "response from life." For example, during the conversation, someone might call to report that a wonderful new project has come up that you are to be involved in; or several hours later you learn about a dramatic positive development in a work situation that had been problematic for years. These are examples of life "responding" to

your earlier concern for another individual. Through your kind, generous, munificent gesture, you have opened the portals of possibility for yourself. By taking a step out of the local domain of self-interest and ego, you have opened yourself to the universal, non-local plane, where the infinite potentials of life rush in. Such positive response to selfless and self-givingness happens all of the time in every walk of life, in every field. Here are several true-life examples:

-Out of concern for the success of his people, a manager decided to train his illiterate workers. As a result of that effort, they became much happier and far more energized. That atmosphere was infectious and permeated the business. The energy was so high that even the machines they were trained to work with started operating at double their earlier capacity, even though no improvements were made to their functioning!

-A tried to fix the computer keyboard of B, but did not succeed. However, B felt a degree of gratitude for A's effort and offered to compensate A for his efforts. Though thankful for B's thought, A wouldn't accept money from B. A few days later B's computer went dead and it would not start. So the next morning B called A and asked him for urgent help to repair the computer again. A took it and *very quickly* was able to discover that the problem was the electrical adapter, which A managed to replace *very quickly* within 24 hours. B was very happy about this quick solution to his computer. (B's appreciation and desire to remunerate A, enabled A to quickly fix the computer when it went dead.)

-A client was having trouble making an electronic, web-based payment for a product from a company. The representative out of concern for the client was willing to make an exception in this case and give him access to the product now because the client so eagerly wanted it. The client was grateful for this response by the sales rep of the company, and then paid for it through another means.

Before the conversation ended, the new client pointed out the fact that the phone number at the company's site was in error, a potentially devastating fact for the company, who made have

blundered and lost a number of customers! After getting over the shock, the sales rep was grateful that the client caught the error, thereby preventing any future loss of revenue. (The client coming forth and providing the news of the error was a positive response to the sales reps' concern for the customer when he gave the client the product without payment forgoing the normal payment routine.)

Whenever you shift your focus from yourself to others, positive conditions suddenly reveal themselves. Negatives are cancelled, unthought of possibilities reveal themselves, and other unfathomable positive conditions appear out of the blue. The more intense and heartfelt the positive feelings are toward the other individual or party, the greater the response from life.

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In addition to focusing on the needs and concerns of others, there are several other ways to express selfless and self-giving behavior.

### **Take the Other Person's Point of View**

Are you willing to take on this spiritual challenge? In the next few days, when you are in conversation with another, switch your point of reference, and take the other person's point of view. Switch from your own viewpoint by stepping into their shoes, and see why they are saying what they are saying from their perspective. Then continue the conversation from that position.

E.g. if you are discussing a matter, and a person shifts to another aspect of it, don't hold onto your own thoughts, but shift to their flow of thought, determine what aspect of their lives they are addressing, and follow that thread. Don't worry, somewhere along the line you will be able to address what you were earlier focusing on, or life will simply take you to a much more interesting topic of discussion. Also, by taking that tact, you will be energizing the other person, which will create a closer bond between you.

Taking the other person's view is to shift out of ego, which sees things only in its own terms, from its own perspective. Stepping into the shoes of another and seeing things from theirs is a movement of harmony and oneness, a spiritual quality, which also tends to attract sudden good fortune from the environment; both for the other person and yourself.

Here's a real world example: A friend had a difficult problem that appeared unsolvable. His computer would not work, the battery would not open, and he could not find the manual. However, rather than insist on his position, he switched to another person's suggestion, which was to look for the answer in the manual. This was the manual he earlier couldn't find. However, he looked for it again, found it (in an unexpected form), and then instantly discovered the solution to the problem. That is the power of taking up another's suggestion, which is to shift to their point of view.

### **Give Greater Attention**

Another way to practice self-givingness is to give others greater attention. People, objects, stocks of inventory, and money are but a few things that respond to our attention. For example, if we give more attention to our neglected financial accounts or to unsold stocks, money will fly in our direction. This same approach works for people. Give them more attention, and they will respond in the most unexpected ways.

An instructor noticed that whenever he gave a little added attention and encouragement to a slower student, the student brightened, became more enthusiastic about what was being learned, and gave the instructor a perfect score at the end of the day.

That same instructor one day committed to giving all of his students greater attention. On the day of the class, before he had the chance to implement his plan, all of the students started talking about the subject matter in an extraordinarily animated way. In fact, for the rest of the day he hardly said anything, as they were so energized on their own to embrace the subject matter. In addition, they gave him high evaluations, even though he hardly did anything.

When we give others greater attention, we move from the limited domain of ego and separateness to the wider sphere of harmony and oneness, where our energies flow and align with corresponding positive conditions at startling speed. Others benefit from our attention, as do we: not only from the joy we feel from their positive experiences, but from the startling life responses we enjoy in return.

### **Feel, Express Goodwill**

Another powerful way to be self-giving is to express our goodwill and affection towards others. Goodwill is a higher vibration and movement of life that establishes harmony and oneness between the parties, attracting the very best of conditions for both.

-One person felt goodwill for a business associate of his over several years. Then one day, he was shocked to learn that he had referred a half million dollars' worth of business -- ten times greater than anything he had done before, and therefore in return had earned the greatest referral fee of his life!

That is the power of goodwill towards another person. It raises the quality of the atmosphere and in the process attracts sudden good fortune from the environment -- for both the beneficiary and the benefactor.

-Another individual one day sat quietly and gathered his emotions and feelings and *inwardly* sent vibrations of goodwill and gratitude to various clients and friends around the world. Soon thereafter, there was an avalanche of good news from each of them -- in terms of sales, money, and other forms of positive development. It appeared like a miracle of the highest order.

### **Feel, Express Gratitude**

A very powerful way to express self-givingness in life is to show our deepest thanks and appreciation -- i.e. our gratitude. Gratitude is the

expression of a thought in which our heartfelt emotions go out to others for the role they have played in bringing good fortune into our lives. The object of our appreciation and thanks may be one other person, a group of people, a social entity, or even life itself. (In its highest form, it is to recognize a Divine hand at work -- i.e. Grace.) Because gratitude is a higher emotion, a spiritual emotion and attitude of the soul, it has the power to not only create deep, powerful bonds between parties, but it can elicit startling life response results. Here is one person's experience:

“One day after completing a training class for a client, I handed a staff member an invoice so she could find out when I would be paid. As I patiently waited for an answer, I figured it would likely take 30 days to process the bill, which is common in business. In the meantime, I had struck up a conversation with one of the people who attended my class. At one point in the conversation, I expressed my admiration for the work Microsoft had done in the past: in particular, how the company consistently went the extra mile to ensure that each new iteration of its software was backwardly compatible. That in turn has helped customers bring their older, “legacy” data forward into the newer, more dynamic environment. I then went on to express my sincere gratitude to Microsoft for having performed this great service for society.

Well, at the very *instant* I finished that sentence, the individual appeared on the scene with word about my invoice. However, instead of being given a future date for remuneration, I was paid by check on the spot! In addition, it was for an amount that exceeded my expectations. To put it simply, it was life responding to my expression of gratitude to a company that has brought so much benefit to myself and the world.”

That is the life response power of expressing our gratitude in life. It creates a powerful bond of harmony between ourselves and life, eliciting startling positive response in return.



## THE POWER OF ORGANIZATION

### Organizing Our Lives to Make Life Respond

My focus in this essay is how organization can bring about enormous success for the individual. My first observation is that organization expresses at three levels in our lives: at the physical/material, the vital, and the mental. For example, when I clean up my room or office, or put the books in my library in order, I am engaging in *physical* organization. When I reorient my emotions, feeling, and attitudes towards another person, or develop the will and desire to achieve something particularly important to me, I am engaged in *vital* organization. When I organize my work schedule into a set of achievable goals and to dos, or turn facts of information into new ideas, concepts, and insights, I am engaged in *mental* organization.

My second premise is that any effort to raise our level of organization -- be it physical, vital, mental -- will not only bring about practical results, but *life response* ones as well, as sudden good fortune will follow those efforts.

Below I have listed several methods of raising one's level of organization, and how doing so will elicit powerful life response results. Each approach is accompanied by one or more true-life incidents, illustrating the startling association.

### ***-- Cleanliness, Orderliness, Systematic Functioning***

Perhaps the most fundamental form of organization is taking to higher levels of cleanliness. Over the years I have seen that serious attempt to

raise the level of *cleanliness* in our environment will not only produce physically pleasing results, but life response results as well -- including the sudden onset of more money, higher sales, new opportunities, and other forms of positive benefit.

For example, one man I know of got down on his hands and knees one day to clean out the grit and grime in his refrigerator. At the very instant he rose from that effort, he received a call notifying him that he had secured several months of new work -- when only a moment before he had absolutely nothing scheduled, placing a great strain on his financial position.

In another case, a consultant suggested to a manager of a company that his staff should clean up every trace of particle used to produce carbon brushes used in the auto industry. As soon as that effort was completed, a customer suddenly arrived from out of nowhere, and purchased his firm's entire carbon brush needs from that supplier!

In yet a third incident, a businessperson decided to clean his slow-moving stocks of inventory in response to a suggestion by that same wise consultant. Thereafter, (once again) a buyer suddenly appeared out of nowhere and purchased *all* the dead stocks! He then went on to buy an additional six months worth of the merchant's inventory! That is the startling life response power of taking to greater levels of cleanliness in life.

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Though taking to higher levels of cleanliness can attract wonderful results, cleanliness reaches its apex and perfection when it is accompanied by *orderliness* -- i.e. by putting things in their right place, sorting things out, arranging them in a logical manner, categorizing and dividing objects for easy access and retrieval, etc.

For example, if a retail business selling to the public not only gathers together the tools and inventory strewn here and there in its stock yard, but places them in their proper locations for easy access and retrieval, not only will efficiency be increased, but life is likely to respond to that effort.



Likewise, if an individual not only cleans the papers, folders, and books scattered about on a table in an office, but also organizes them in an orderly and systematic fashion, life will respond to that effort as well -- whether in the forms of more sales, work, money, or opportunity.

Where cleanliness makes objects presentable and useful, and orderliness places them in recognizable patterns, categories, et al for easy access, *systemization* goes much further -- organizing them in their proper time sequence; and coordinating and integrating them with one another for greater efficiency, possibility, and results. Like cleanliness and orderliness, higher levels of systematic functioning also tend to evoke powerful life response results.

For example, one company put in considerable time and effort to develop a software product, but after several months had not yet generated any sales. Then someone decided to reorganize parts of the program for greater consistency, ease of use, and integration with its other parts. The next morning, the business owner was stunned when the first order for the product came in over the web!

### ***-- Maximum Utilization of a Resource***

Let's face it; we live in a throwaway society. We use something, and when that resource is depleted, we discard it for a replacement. In these situations, we are normally more concerned with the results that come from using the resource, than any interest in extracting the maximum use from it. However, if we were to become more conscious, and make *full use* of that resource, not only will we increase efficiency, productivity, and save money, but we are likely to attract sudden good fortune; whether in the form of more money, increased sales, unexpected opportunities -- even more of that resource!

For example, one company that was about to run out of an essential raw material required for the manufacturing of welding electrodes discovered that their only supplier was shutting down. In response to this challenge, the manager decided that not a single particle of the resource should be wasted. To that end, even the shop floor was swept clean in order to

garner the smallest traces of the resource. Remarkably, two days later, the managing director of a company that supplied the resource suddenly arrived from a thousand miles away to visit the unit. On recognizing the manager's problem, he had his own supplier immediately dispatch the needed material directly to the desperate company!

That is the life response power of making maximum use of any resource, down to the nth degree.

In another situation, a consultant advised the proprietor of a company to clean a machine, despite the fact that it was not being used -- for production or any other purpose. Though he questioned the utility (and sanity!) of this advice, the proprietor took up the consultant's suggestion. A day or two later, the proprietor's cousin arrived on the scene, and was attracted to the newly cleaned machine. He asked the proprietor if he could have it for a new enterprise he was contemplating. In the months that followed, the machine turned into a veritable cash cow, producing substantial income for both the cousin *and* the proprietor!

The moral of this story is the same as the previous: when you make full use of a resource rather than toss it or waste it, you attract positive circumstance. Thus, any time you find yourself in a pressing situation, consider if there is wastage of any sort involving money, people, energy, time, materials, and machines. If you then make the effort to derive maximum benefit from those resources, you will quickly attract startling positive conditions.

### ***-- Organizing Information through the Power of Mind***

Though we can organize the material world outside ourselves, we can also organize various aspects of our own inner being, including our habits, feelings, emotions, thoughts, ideas, beliefs, and aspirations. Doing so will always attract positive conditions from the world around us. Here I would like to focus on one particular aspect of our inner being: how organizing information in your mind -- i.e. turning facts into clear ideas and concepts for greater understanding -- can evoke marvelous responses from life.

One day a man racked his brains to understand a difficult metaphysical concept. Though he did not succeed in his efforts, the next morning he received an email from an associate who provided him with the *complete knowledge* he was grappling with -- including the details of every one of its finer points!

Moreover, the other person had no idea he had been thinking along these lines; or for that matter on any subject matter. As he read through the material, he was stunned by the miracle that had taken place. This was no coincidence, but life responding to his attempt to organize and make hay of complex information.

In another episode, an individual used reason and logic to reorganize a series of concepts on a topic covered at his organization's web site. (The site covers hundreds of subjects on personal growth.) His goal was to make the topic simpler for his readers to understand. A moment later (and *before* the changes were posted to the server), he received an email inquiring into that very same topic. Not only was it the *only* email in his inbox, it was also the first inquiry the organization ever received on that topic after years of it being online! That is the life response power we elicit when we make the extra effort to organize thought.

### ***-- Ultimate Organization: Following the Process of Accomplishment***

While cleanliness, orderliness, systemization, maximum utilization, idea development, et al are specific approaches, the ultimate power of personal organization is to consciously follow a process to direct the future course of your life. By following the "process of creation," we can use all of the powers of organization to move our life forward, more often than not coming about through instances of good fortune.

By first envisioning our goal, devising various strategies to bring it about, and then organizing our time and effort through a plan of action, we use powers of organization in a comprehensive way to move our lives forward. This can apply to an activity such as a day's outing, a project we are about to engage in, or changing the direction of our lives.

For example, one individual decided that instead of merely dashing out on a weekend outing to take photographs along the bay shoreline, he would first plan his trip -- including bringing the right items, plotting out which park he wanted to go to, what was the best direction to take, and so forth. As a result, every conceivable thing went right for him that day.

In another instance, when a woman implemented a 30-day plan to secure a new job position -- also involving the planning out of a goal and the various strategies and action to dos to make it come about -- she very quickly attracted her first full-time position in nearly a decade of trying.

In a third instance, a man who had avoided working on a project, changed his point of view, and then followed this process in detail in order to insure its success. A moment after he emailed someone the finished product, he received a most startling and unexpected note offering him three months of work in a related area.

The bottom line is that if you apply any of these organization-related methods and approaches, not only will you be making life more manageable, not only will you be establishing better conditions so life can thrive, but you will attract overwhelming results in that process. I guarantee it!

**Powers of Organization that Attract**

- Higher Levels of Cleanliness
- Higher Levels of Orderliness
- Systematizing Life's Activities
- Organizing Facts into Ideas
- Maximizing Use of a Resource
- Following the Process of Creation

### ***Self-Analysis***

Using the list above think about 3-5 major areas of your life that can be organized. Consider how a lack of organization in each of these areas has been a hindrance to your success and happiness in life. Think about how you can change your level of organization so you can avoid such problems, and then come up with a very specific plan to improve yourself in these areas. Make a fully committed effort to carrying out your plan.





## THE POWER OF ATTENTION

Everything in life responds positively to attention. People, objects, stocks of inventory, and money are but a few examples. For example, the best way to give attention to money is to account for it very accurately and promptly. Keeping accurate and up-to-date accounts of money is a powerful mechanism for attracting more of it from life.

One small business owner decided to give attention to his accounts, balanced eight months of back bank statements, and miraculously received \$5000 from nowhere the next day.

If you bring your personal or business accounts fully and accurately up to date, money will constantly flow in your direction. However, money is not the only thing that responds to attention. So do physical objects and things. Consider this example:

A businessperson was unable to make any substantial sales. He was told that he should give attention to clean his remaining current stocks. After making that effort, an order arrived equal to six months of normal sales!

Another way of giving attention is to adopt the value of maximizing your use of current resources -- such as money, materials, and time. Here is an example of how one manufacturer applied the value of maximizing the use utilization of a limited resource, resulting in a very favorable situation for the company:

X, the proprietor of a company, engaged Y as his consultant to improve his business. Y, the consultant, noticed a machine, which X deemed not useful to his present business, kept in a sorry state. Y

requested X to repair and repaint it and keep it ready for production. X laughed and said, "This machine is idle for last many years without any order. I can not spend money on it. As soon as I get orders, I will repair and repaint the machine." Y thought X was looking at things in the wrong way.

Y told X, "If you keep machine ready for production and if you genuinely wish that this machine should yield profits, you will get orders. Life will favorably respond."

X followed Y's suggestion. After a day or two, X's cousin, an engineer, came to his factory. The newly painted machine gained his attention. He took interest in the machine. He told X that he was interested in starting a new factory. If X could give the machine to him, he could earn profit from the first month onwards and a share of the income would go to X.

An agreement was struck and the machine became a cash cow.

Here is a closely related example of how giving things more attention by maximizing its use can elicit powerful response from life.

“Low Carbon Ferro Manganese is one of the main raw materials we use in the manufacturing of welding electrodes. One day the manufacturer who supplies us with this material informed us that their plant was shutting down for maintenance, and as a result, there would no supplies of the resource coming for the next two months.

Now this is an expensive material, so the stocks we kept on hand were held to a minimum. Also, there were only a few companies that manufactured this particular item. What’s more, the suppliers were all located in faraway places. In this dire situation, we had little time to arrange supply from other sources; and stocks on hand were now sufficient for only 5 days of production.

In this difficult state, we made the decision that not a single particle of LCFM should be wasted. To that end, we alerted all the workers to be extra careful in its use. In addition, the shop floor was swept thoroughly because in our desperation even spilled material was collected, screened and used.



Remarkably, two days later, from out of nowhere, the Managing Director of a company manufacturing LCFM in Orissa -- which is about 1300 kilometers away from our Pondicherry location -- visited our unit. Then over the phone, he instructed his plant to immediately dispatch all the needed material to us!”

A third way to give an object more attention is to connect with its essence. For example, if there is a problem with that object, we can commiserate with it, and overcome the difficulty. Here is but one recent example:

“My washing machine was making a strange noise for the past two days. I tried my best and could not figure out the problem. I was also wary of calling the service people since I had a pretty bad experience the previous time; plus I was charged heavily for replacing a component which could have been repaired and put back.

Then I remembered having read that machines too respond to human feelings. I thanked the washing machine for the wonderful service it was giving me. I told it "I love you," touched it, gave it a pat, and then I consecrated the problem to the Spirit. I visualized the divine light falling on the washing machine. Then I drained it and filled it with water.

After a few minutes when I came back to put the clothes in the washing machine, I saw a one rupee coin outside the drainpipe. I realized that it was the culprit, as it had been stuck somewhere inside and could not be seen with the naked eye. As a result, the problem was now solved and my washing machine worked fine. I was amazed to witness this response from life.”

Of course, let us not forget that people too respond to attention. Every person wants to be attended to and be the object of greater attention and affection from others. Interestingly, when you give deserving people that extra consideration, they can blossom before your eyes.

An instructor noticed that whenever he gave a little added attention and encouragement to a slower student, the student brightened, became more enthusiastic about what was being learned, and gave the instructor a perfect score at the end of the day.

When we give greater attention to others, they not only come alive, but extraordinary conditions can suddenly break out, as we see in this startling episode:

“I was overseeing a small unit engaged in the manufacturing of general purpose welding electrodes. The unit employed 10 workers. Most of them were from a nearby village and had a minimum level of education. That is, they could sign their name, but they could barely read and write.

The packing operation in the unit involved sealing cartons and boxes with adhesive tapes, and then strapping them with nylon tape. These operations were done manually by the workers.

I noticed at one point that there was no uniformity in their application of the tapes. So I talked to the staff, and taught them how to strap in a uniform manner. I also made the effort to show them how beautiful their work was when they did it correctly.

To help them in their efforts, I made a template that they could emulate -- marking the position and level of tape/strap on the boxes. After some time, the workers developed the skill and experience to do proper packing without the aid of the template. Soon after, they were very happy when they received compliments about their packing from our distributors.

This has had the effect of energizing the company so much that not only are the workers constantly beaming, but now the machinery has suddenly started yielding results double its rated capacity!

In addition, the market has responded in a similar manner. Without any publicity or advertising effort on our part, our sales have unexpectedly *doubled* from their previous level!

And in one final surprise, a bank came forward out of nowhere and extended additional funds to support our growth!”

When you give others attention, not only are practical results generated -- such as the development of a new skill, or an uptick in energy and enthusiasm -- but extraordinary life response ones as well; such as machinery unfathomably outputting at double their rated capacity, or a sudden explosion in sales, or financial supporting arising out of nowhere.

This being the case, why not consider who in your life deserves more of your attention. Once you make that determination, shower that person or group of individuals with all you can give. When you do, not only will they come alive; not only will they deeply appreciate your efforts; but a burst of good fortune will move in your direction!

### ***Self-Analysis***

Think of 3-5 areas of life or work where you can give more attention (e.g. to money, objects and things, people, etc.). Then give the required attention. Watch life respond!





## TAKING RESPONSIBILITY

Throughout our lives, we are confronted by external pressures. It is how we react to them that determine our level of accomplishment in life. Those who take responsibility when problems arise -- perceiving their own limitation or weakness relative to the problem -- accomplish greatly. Those who blame others or simply ignore difficulties to begin with, stagnate and achieve less.

For example, in the book *Pride and Prejudice* the main hero Darcy is confronted by life's difficulties, many of which he precipitated in the first place. Fortunately, he responds positively by taking personal responsibility for his behaviors. He does this by acknowledging his character flaws and misdeeds. As a result, his shift in attitude sets in motion a series of events that end up resolving a critical problem, while winning over the love of his life. In that process, he also grows as an individual, which is in fact what ultimately attracts Eliza Bennet to marriage.

When life bears down on us and exerts pressures, we can respond positively or negatively. Those who respond positively, who take responsibility rather than blame others or are indifferent to the situation, set the stage for great positive responses from life.

Here are two other little true episodes of life that illustrate this principle.

A woman was paying a bill at a restaurant to the waitress. In the middle of the transaction, the woman's friend interrupted the waitress and asked for some brochures that were stored behind the cash register. They were brochures for various local attractions. The

waitress continued with the transaction with the woman and then gave the man a brochure.

An hour or so later when the man and the woman went to visit the attraction, he was disappointed to learn that it was closed. What had happened was that the earlier negative interruption by the man at the cash register asking for the brochure attracted a negative life response in that area -- i.e. the attraction that the brochure was advertising.

Fortunately, this story had a happy ending. After being disappointed by the closed attraction, he had the subtle sense to see the connection between his rude interruption and the negative outcome. What happened was that at that point, he took responsibility for his past misdeed and the negative response that followed. At the very moment, he accepted responsibility, the woman at the entrance indicated that the attraction would in fact be open in an hour. The two close friends then went on to have had a wonderful time at that natural wonder -- an underground cave.

When an individual realizes his complicity in a negative outcome and becomes accountable for it, life tends to quickly move in his favor. It is the life response power of taking responsibility in life.

Here is the second true story along these lines: this one narrated by an associate of ours.

"In our unit there was a supervisor whom I felt was indifferent, insubordinate and had to be bridled. I was looking for an opportunity to pin him down. The time came and I dismissed him mercilessly. Within two days of his dismissal, there was a major breakdown in one of the machines. The supplier of the machine had sent their engineers. They struggled for 7 days and could do very little to set right the machine. I was thoroughly disgusted. I started examining my attitudes on several matters during the last 10 days.

It struck me that whenever I am able to dominate, my attitude is to do so. I could dominate the supervisor and dismiss him mercilessly. But in the case of the machine, I could not afford to throw it and

replace it with a new machine so I was tolerating it. I understood that I have to change my attitude. I called back the supervisor, felt sorry for my rude action and requested him to continue in the company. He felt very happy, and the machine was fixed *soon thereafter*. Within a month, this supervisor got a good job in a government undertaking on a higher salary and parted with me happily. Since then there was no serious trouble with any of the machines."

Finally, here is one other example of taking responsibility; this one culled from a popular recent film, *Master & Commander: the Far Side of the World*.

In the 19th century and the British naval frigate HMS Surprise is pursuing the Acheron, a large and powerful French war vessel that is sailing off the coast of South America. At one point, the Surprise, commanded by Captain Jack Aubrey, is herself 'surprised' when she is attacked by the Acheron; badly damaging the ship and wounding many of its crewmembers. As a result of these events, Stephen Maturin, the ship's doctor and close friend of the Captain, comes in conflict with him over his relentless pursuit of the enemy ship. The doctor insists that it is better to retreat, regroup, and consider a new approach rather than further endanger the crew. When Captain Aubrey rebuffs him, Maturin tells him that he is acting irrationally and fanatical.

At one point, Doctor Maturin suggests that they stop for a while at the Galapagos Islands, where he can gather sample specimens of some of the rarest plants, insects, and animals on earth. However, the driven Captain indicates that there is no time for such trifles, and they immediately head out to complete their mission.

Several days later, there is a dispute aboard ship and the doctor is accidentally wounded. The Captain, concerned about his friend's condition, orders the ship back to the Galapagos where Maturin can heal. With the doctor near death, the Captain senses that had he listened to his old friend's suggestion, this dire situation would never have happened.

Fortunately, in the days that follow, the doctor recovers, and the Captain guardedly allows him to go on the outing to gather the rare specimens on the island -- the trip he rejected earlier in order to pursue the Acheron. At

one point on his field trip, Maturin climbs a hill, gazes out to sea, and then to his utter amazement sees the Acheron sitting there docked at the edge of the island! What had eluded the crew for months was now suddenly docked at the doorstep, and in an extremely vulnerable position. Quickly the crew seizes the opportunity, sails around the island, and destroys the Acheron.

This is a perfect example of the life response in action. When the Captain changed his attitude and took responsibility for the grave conditions of his friend by heading back to the Galapagos where he could heal, he created an opening that allowed the doctor to discover the vulnerable ship. By changing his perspective, the captain aligned with powerful positive conditions that enabled him to fulfill his and his crew's mission.

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### *One Step Further*

#### ***Taking Super Responsibility***

Taking responsibility is one of the critical ways to accomplish and grow in life. In fact, we can identify several levels of it. For example, it is far easier to take responsibility in situations where we were clearly at fault, where our culpability is readily apparent. At the other extreme, it is much more difficult, if not impossible, even illogical, to take responsibility for something that we had no direct part in. Or is it? Is it actually possible to take responsibility for negative circumstances in which we played no obvious, direct part?

To answer that question, let us consider two extreme possibilities. The first is a situation where you are obviously to blame. Imagine that you are the chief negotiator trying to facilitate a compromise between two parties who have a difference of opinion. In this situation, you make the blunder of arranging the wrong meeting place, creating embarrassment and anguish for everyone. In such circumstances, it is relatively easy to take responsibility since it is easy to see one's fault in the matter. But what about a situation where you have played no direct part in the outcome,



and yet are still involved in that work? Can you take responsibility there as well?

Again, imagine that you are moderating a negotiation between two parties. After several days, the discussion breaks down because of a disagreement on fundamental principles. Though you have made a concerted effort to bring the parties together, and have done your work diligently and professionally, an element has crept in that seemed beyond your control, preventing the two parties from coming to an agreement. What I am now suggesting is that even in this case you can take responsibility for the negative outcome!

The reason one can come to this conclusion is because of the fundamental relationship between one's consciousness and the world outside us. The principle of inner-outer correspondence indicates there if is anything negative occurring within one's purview, we should be able to discover a corresponding wanting element inside -- no matter how small or trivial -- change that trait, which will then bring about a powerful positive response from life.

Thus, even in situations where we do not see any obvious correlation between the outer and the inner, we can dig a little deeper, discover the subtle causality, and reverse that wanting characteristic, causing outer conditions to quickly improve. This is what I mean by "super responsibility;" another powerful means by which we can quickly change the conditions of life from within.





## STRENGTH DETERMINES THE RESULT

### Overcoming Psychological Weakness

If we look back on our lives, and consider our most difficult moments, we will see that psychological weakness was often at the center of the problem. Consider for a moment several ways that we might express such weakness:

- A business executive is afraid to stand up to an abusive partner.
- A wife is afraid to speak up, fearing the wrath of her husband.
- A parent has no control over his or her children.
- A business owner does not make the effort to collect money due, fearful that he might lose the customer's future business.
- An overbearing boss abuses a shrinking subordinate.
- A child is unable to stand up to a bully in the playground

Our inability to exercise our psychological strength is one of the great human failings of life. It not only leads to ongoing difficulties, but can also lead to tragedy. For example, we know that the nations of Europe could not muster the strength to stand up to fascism when it was on the rise before World War II, leading to the death of over sixty million people. In Shakespeare's *Hamlet*, we see how the prince could not marshal the strength to act, even though he knew the identity of his father's killer. As a result, he, and those he loved, paid the ultimate price.

In a similar fashion, we too have paid the price along the way because of our inability to be strong. If we think back on our lives, we can probably recall at least one instance where we felt helpless, vulnerable, and powerless; or otherwise did not have the strength to meet life's

circumstances and conditions. As a result, we suffered, and, sometimes, others suffered as well.

Hopefully, we have learned from such experiences, and now exhibit the toughness, courage, and fortitude to stand up to life. If not, then we are likely to repeat the same mistakes, even if they express in new forms. For example, if in the past you did not have the strength to stand up to an abusive boss, today you will be under the thumb of an abusive spouse or relative.

One particularly interesting observation I have had along the way is that the very best of people -- i.e. those who are pleasant, considerate, generous, and self-giving -- are sometimes those who suffer the most. That is the case because they have never developed the necessary inner strength to cope with the pressures and vicissitudes of life. Though their kindness, sympathy, and benevolence have created conditions for fulfillment and success, their psychological weakness has created openings for difficulty, pain, and suffering.

Perhaps you have watched an old gangster film where the mother of a criminal cowers before her son and his violent behavior. On the one hand, we watch in sympathy as the loving parent showers him with love and affection, while, on the other, we recoil at her inability to stand up to her child's ruthless behavior. In this way, we see that even selflessness, self-givingness, and unconditional love cannot stand up to meanness, cruelty, and brutality when inner strength and toughness are missing. Recall that even Jesus Christ himself -- who represented ultimate Goodness and offered the world unconditional Love -- lacked the strength and power to overcome those who sought to destroy him.

Fortunately, that does not have to be our fate, for each of us have the capacity to overcome psychological weakness and replace it with inner strength. If we understand the variety of ways we have expressed our helplessness, powerlessness, and vulnerability in the past, and then take steps to reverse ourselves in the present, we will attract positive conditions from life. Consider this true incident:

A software company in California arranged with an agency to build a prototype program for a third, much larger company. The firm worked for months on the model, but foolishly never agreed to compensation, fearing that by raising the issue, they would jeopardize losing their long-term involvement in the project. After much hand wringing, the owner finally mustered the strength to discuss compensation with the agent. When he did so, not only did he resolve the future status of the project, but an excruciating six-month neck pain suddenly disappeared!

### **Standing up to a Partner**

Over the years, I have been privy to a number of instances of “life response” that came as a result of shifting from psychological weakness to strength. These crossed a wide spectrum of human activity -- from the sports world, to the world of politics and business.

For example, a friend of ours who runs a \$17 million chain of retail stores had a partner who was difficult, outspoken, and crude. Though our friend was conscientious and good-willed, he lacked inner toughness. One day he realized that what he himself lacked, the partner had in spades -- strength. And so he began to examine his attitudes, and then made the commitment to overcome his weakness. In fact, the very first action he took was to stand up to his partner! Not only did the partner immediately stop his offensive behavior, but he began to cower before our once-weak friend! In addition, a flood of good news began occurring in the company!

### **Decision of Strength Attracts Love in ‘The Apartment’**

When we move from psychological weakness to strength, we tend to attract sudden good fortune. Sometimes the response from life comes from the most unlikely places -- including the sudden arrival of a romantic partner. Here is one example from the world of film that reflects this phenomenon.

In the 1960s film 'The Apartment,' C. C. Baxter is a lonely office drone working for an insurance company in New York City. As it turns, four different company managers take turns commandeering his apartment for the purpose of engaging in extramarital liaisons. Unhappy with the situation, but unwilling to challenge them directly, Baxter juggles their conflicting demands while hoping to catch the eye of fetching elevator operator Miss Fran Kubelik. Meanwhile his neighbors, a medical doctor and his wife, assume Baxter is a "good time Charlie" who gets a different woman drunk every night. Baxter accepts their criticism rather than reveal the truth.

One day, he meets with personnel director Mr. Sheldrake, who has gotten wind of this situation. However, rather than denounce it, he asks Baxter for the key so he can be the fifth user of his apartment! As a result, Baxter gets a promotion with his own office. Sometime later, Baxter realizes that Sheldrake is carrying on with Fran, the woman he loves, using his apartment to continue their affair. He also knows that Fran is being used by Sheldrake, for he will never divorce his wife and marry her, which is a pattern he has followed with a number of previous female victims.

One day, Fran takes an overdose of pills at Baxter's apartment after a rendezvous with Sheldrake, who she realizes will never commit to her. As a result, Baxter frantically seeks out the doctor living next door, and the two of them resuscitate Fran. Even after she is returned to full health, Fran still cannot give up her love for Sheldrake. Feeling humiliated, Baxter now realizes that winning over Fran is a hopeless case.

After this near suicide, Sheldrake callously asks Baxter for the key to his apartment so he can once again meet with Fran. However, this time -- despite now having been raised to a high-level position -- Baxter asserts himself by refusing. Even though he knows he will be fired, he exercises his strength and walks out on Sheldrake and, therefore, his job. A while later, he offers to pay the doctor for the services rendered for saving Fran, which is a small but powerful act of generosity. Finally, Baxter decides to give up his own apartment that has been royally abused.

Resigned to celebrate New Year's Eve by himself, Baxter opens a bottle of champagne, but then hears a knock on the door. It is Fran, who tells him that she has left Sheldrake, though she holds back from revealing that she learned that Baxter had stood up to him and left the company. Baxter then invites her in, and they play cards together as they have done in the past, resuming their friendship. Baxter then confesses his love for her, and Fran in her own way reciprocates those feelings.

What is the inner message here? It is this: because Baxter overcame his usual weakness and stood strong against his hypocritical and abusive boss, life responded with the sudden appearance of Fran from out of nowhere, igniting their romance, and fulfilling his deepest aspiration in life.

In life, we are often confronted by crossroad decisions that will test our level of psychological strength. When we make the right choice, we can suddenly attract sudden good fortune from the most unexpected areas of our life. In Baxter's case, he chose strength over weakness, attracted the woman of his dreams.

<b>Example Expressions of Psychological Weakness</b>	
<ul style="list-style-type: none"> <li>• Lacks strength</li> <li>• Lacks fortitude</li> <li>• Lacks toughness</li> <li>• Lacks courage</li> <li>• Lacks resiliency</li> <li>• Lacks conviction</li> <li>• Lacks will &amp; determination</li> <li>• Feels helpless, powerless</li> <li>• Is in a weak position</li> <li>• Has no sense of control</li> <li>• Is overly deferential</li> <li>• Is easily swayed</li> <li>• Is dependent on others</li> <li>• Doesn't know what to do</li> </ul>	<ul style="list-style-type: none"> <li>• Is incapable of acting</li> <li>• Is indecisive</li> <li>• Is shrinking, cowering</li> <li>• Is fearful</li> <li>• Is timid, shy</li> <li>• Lacks self-esteem</li> <li>• Lacks focus, direction</li> <li>• Cannot deal with problems</li> <li>• Has no power</li> <li>• Is uninformed, gullible, naïve</li> <li>• Accepts abuse</li> <li>• Has no energy</li> <li>• Shirks responsibility</li> <li>• Procrastinates</li> </ul>

### ***Self Analysis***

Think about several areas of your life where you have been psychologically weak. Then come up with a plan to overcome that behavior in specific instances or circumstance in your life. If you make a sincere effort, you are bound to elicit powerful positive response from your surroundings!





## **ENERGY ACCOMPLISHES**

Energy is the fuel of life. The more fuel we have, the more that we can accomplish. Children have a nearly endless supply of energy. However, as we grow older we lose a lot of the enthusiasm of our youth, and hence energy. That is not an inevitable course, however.

There are so many ways we can bring back our old energy, or increase our energy from where we are now, so that we can accomplish greatly and find real fulfillment in life. For example, we can develop a real aspiration for something to come about in our lives. Or we can learn something challenging and new that will inspire. Or we can shift our focus away from our own selves to the needs and concerns of others. Taking to these and other practical strategies, will not only generate enthusiasm, drive, and will in our lives, but unleash a vast reservoir of raw energy.

### **Energy at Four Planes**

It turns out that we generate energy at different levels of our being. Not only does our physical body produce energy, but so do our emotions, as well as our minds. For example, taking care of yourself and living a healthy life will generate physical energy. Similarly, something that deeply inspires us will generate emotional energy. Likewise, learning something new or challenging, or embracing a new belief or personal value will produce mental energy.

But where does all of our energy come from; i.e. where does it originate? In my view, energy's source is spiritual in nature. It originated from an

Infinite consciousness that began as a Force and has now formulated itself into an ocean of energy that surrounds all things. From that universal energy has emerged a myriad of forms, including we humans, who express it at various levels -- from physical/material to vital/emotional to mental to spiritual.

Moreover, the spiritual source of energy is the expression of the *Will* of the Divine to throw out its force and formulate itself into an infinite myriad of forms in creation, including us. Likewise, we too express our own will in life, and it too is the source of energy that emerges from our being.

For example, the physical body has the will to move and act. As a result of this urge and intention of the body to be animated, energy is released. In other words, our physical will generates physical energy.

By the same token, our vital/emotional will generates vital energy. For example, when a salesperson has the desire and yearning to make a sale, he expends vital/emotional energy into the atmosphere. Vital energy is also released when we interact with others. Who has not witnessed the will, drive, and passion of a great leader, who is not only energized by the will of his or her own being, but energizes others.

Likewise, energy is also generated by the will in our minds. For example, when we perceive a goal we want to accomplish, and then make the decision to carry it out, the mind is expressing its will as well, which in turn releases large quantities of mental energy. (In fact, just making a decision can attract positive conditions from life, as our energies attract corresponding conditions from the field of life.)

Finally, humans are capable of generating spiritual will, and thus spiritual energy, which can have an enormous influence and power over life. For example, if we center ourselves and remain calm in the face of difficulties, we are utilizing our inner, spiritual will. As a result, we release powerful spiritual energies that align with the very best conditions of life. Likewise, when we express the will of our heart in the form of deep empathy, compassion, and love towards others, we release spiritual energies that seek out the very best conditions of life. In fact, these

energies have the power to change the course of our life in an instant, as life responds in overwhelming fashion to our spiritual intent.

Finally, we generate spiritual energy when we open to the spiritual Force that is in the atmosphere. When we “consecrate” an activity we are about to engage in, or offer a serious problem to that Higher Power, we evoke staggering positive conditions from life. It is in an invocation of the Will of the Divine, which produces infinite-like spiritual energies that attract overwhelming good fortune for the initiator. It is perhaps the one great secret and power of life.

### **Energy-Increasing Strategies**

With these points in mind, here are several strategies to raise your level of energy:

#### *Increase Your Aspiration*

As we have indicated, energy is a product of one's will. One of the most powerful ways to generate will is by having an aspiration for something substantial or important to come about. Therefore, if you lack energy, consider some important goal you want to accomplish. If you are serious about it coming about, you will be energized to no end. If it also accomplished, then that surge of energy will sustain itself for a very long time.

#### *Make the Full, Persevering Effort*

Normally, we believe that our energy is finite. If we have to do a work, our energies will be reduced commensurate to the effort. And yet there is another perspective. If you make a *full, all out effort* in that endeavor, you will tap into a wellspring of energy you never thought you had. For example, instead of concerning himself about a lack of energy, a trainer decided to give his all in a training session he was leading. At the end of the class, he was just bursting with energy. As we see, when you shake off any can't-do thoughts and give yourself fully to the work at hand, you tap

into a fountain of energy just below the surface. Try it some time, and you will see what I mean!

*Prioritize; Focus on What's Important*

Sometimes we try to do too many things in life. That lack of focus in turn saps our will, which depletes our energies. However, if we focus on several things that are truly important, casting the extraneous or secondary items aside, we not only concentrate our will, producing a surge of energy, but we tend to accomplish so much more. In addition, just by taking that tact, we can attract sudden good fortune. Therefore, take inventory of the things you do, and cut back on those that are extraneous and secondary. Not only will you be more productive, but energy will continually surge from within.

*Maintain Positive Attitudes; Overcome Negative Ones*

It is always best to have a positive attitude in life. It not only helps you maintain a high energy level, but it invariably attracts positive conditions. On the other hand, a negative attitude will have the opposite effect. Worry, anxiety, fear, anger, depression, restlessness, rebelliousness, impatience, unwillingness, etc. not only deplete one's energies, but attract negative circumstance from the world around us. Therefore, it is best to periodically "scan" your psychological state to see what you are thinking and feeling. If it is positive, then keep it up! However, if your attitudes are negative, stop it in its tracks. Not only will fresh energies well up inside you, but positive conditions will quickly present themselves from out of nowhere.

*Hold Back an Opinion*

What applies to a negative attitude also applies to an opinion. It also is an energy depleter. What is an opinion? It is a view of things that we tend to assert -- whether it is true or not. It is simply a thought and feeling that we are overly attached to, and are therefore more than happy to express

in conversation. Though it is emotionally stimulating and satisfying to verbalize such opinions, our energy level tends to quickly fall off as a result.

As an experiment, the next time you are about to express an opinion, catch yourself and refrain from giving it expression. Not only will your energy level increase, but the other person is likely to soon express the very opinion you just held back! It is an example of “Silent Will” in action.

*Speak Less, Speak Softly*

Related to opinions, one of the most powerful ways to generate more energy is to simply speak less. Instead of verbalizing everything that is on your mind, hold back those thoughts, and energy will surge within you. Likewise, if instead of speaking loudly and boisterously, you express yourself in a low, soft voice, it will have a similar effect. This is the case because speech originates in our life center. When we speak too much or too loudly, we deplete the vital energies that originate there. Doing the opposite will not only restore or heighten our energy, but will attract positive conditions from life.

*Shift Your Focus to Others*

One of the most powerful ways to increase your energy is to shift your focus from your own interests and concerns to those of others. Not only will movements of selflessness, self-givingness, goodness, goodwill, and generosity generate a sense of peace within, and balance and amplifying your energies, but positive conditions will suddenly present themselves. There is no faster way to refresh your energies than by shifting from self-absorption in one’s own self-interest to self-givingness towards others.

### *Change a Habit*

Changing a common habit or routine can also increase your energy. Take any simple physical habit such as brushing your teeth, eating, writing a letter, taking a walk, cooking a meal, opening your email, etc. Instead of doing it in the old way, try to become conscious of the thoughts, feelings, sensations, and movements involved in it. Now change the way you do it. Break the habit and routine. Energy will surge through your nerves, and positive conditions will suddenly present themselves. E.g., one individual decided to walk a different route from his old routine. Not only did he come upon spectacular scenery he had never seen before, but he discovered a tucked away bookstore that contained a volume that would alter the course of his life. Needless to say, those circumstance energized him to no end.

### *Energy Wasting Activities*

There are a number of activities in life that deplete one's energies. Many of us accept them as a normal. However, many things we commonly accept can wear us out, drain our emotions, or cloud our mind. Think about some of the items you are doing that are depleting you of your physical, emotional, or mental energy (e.g. drinking, drugs, food indulgence, too much talking, intense sexual activity, etc.). Then try to cut back in these areas wherever possible. Your short-term energy level will rise, and you will become more enthusiastic about life, which will boost your long-term energy as well.

### *Common Sense Approaches*

Of course, there are many common sense approaches for maintaining a high level of energy. For example, we know that reducing stress in our lives will increase our energy. The key there is to discover its source, and then make the necessary adjustment. Then of course, there are other common sense ways to maintain our physical, emotional, and mental energies, including getting the right amount of sleep, proper diet,

exercise, having quiet time, and so forth. Each will restore and build up our energies in the short and long term.

### *Hidden Deflators of Energy*

We have already covered some of the ways our energies are depleted. There are also other, more subtle ways that this occurs. For example, one individual went to a funeral, where the atmosphere and consciousness was low -- i.e. where the energy level was particularly deflating. When he arrived back at his work area and touched his computer, it would not function! This is an example of how something outside one's self -- whether a person, a gathering, or some other force -- can deflate our energy. For instance, one can feel a drop in one's energy if someone has hostile feelings toward you, or is untruthful or deceiving you, or is disorganized in their thoughts, and so forth. It takes an understanding of the subtle ways of life and a keen perception of what is unfolding in the atmosphere to see such effects on your energy. But if you do, and make the necessary adjustments, you can avoid these hidden deflators of energy.

Finally, there are "inner," spiritual-like approaches to higher energy. Here are several:

### *Be Still to Eliminate Fatigue*

If you are feeling fatigued, there is a simple solution. Simply be still and quiet for several minutes until the energy returns. Try to just relax, and remain calm. Soon after, your energy will return. Now you are ready to reengage the world; and with more energy, do so much more successfully.

### *Call Energy*

If your energy is low, stop what you are doing, sit calmly, and call Energy. You can actually speak the words "energy, energy," or imagine it

showering down into your being. Soon you will begin to feel a surge of force welling up inside, as it descends into your being from the spiritual heights.

*Develop an Inner Orientation and Poise*

Perhaps the best long-term approach to energy is to develop and maintain an inner poise. Instead of living on the surface of life, of being preoccupied by the visuals and auditory inputs that bombard our senses, you can cultivate an inner orientation of calm, stillness, and silence. As a result, your energies will build up, consistently maintaining a very high level. You will also become more mindful of circumstance unfolding before you, more sensitive to the needs of others, and less troubled by difficulties when they arise. Developing that inner poise will also enable you to make decisions and take actions that will be of the highest order, generating additional positive energy every day of your life.





## THE POWER OF INTENTION

### Introduction

Life responds to our *intention*. When we *really want* something to occur, life tends to move toward us, fulfilling our aspiration. If our intention is *full* -- i.e. if our energies are intensely directed toward the pursuit of a specific goal over time -- life not only responds, but does so rapidly, fulfilling that deepest aspiration.

For example, when Albert Einstein began to focus all parts of his being -- mental, vital, and physical -- toward the pursuit of his goal of finding work to overcome his utterly destitute state as a young man, the possibility of working at the Patent Office moved toward him. When his intention became full -- i.e. he crossed over a certain threshold of intensity demanded of life -- the job became his. From that new post, he not only overcame his current predicament of acute poverty and misery, but it served as the platform through which he would develop papers that would change the course of science and the history of the world.

From this, we see that there may be no greater means for success and accomplishment in life than our intention. When we have a clear knowledge of what we want to accomplish, and our emotions fully support it, then our intention takes shape. If we then make a determined, persevering effort to carry out our hearts desire, we generate an irresistible power that quickly attracts it. If per chance that particular aspiration is not fulfilled, then *another one* is!

In we look around, we will see that life is *always* responding to one's intentions. In Jane Austin's famous novel *Pride and Prejudice*, Mrs. Bennett intensely desired to marry off her daughters to avoid a pending eviction of her family; and within a year, that is precisely what occurred (for three of them). When Erin Brockovich directed all of her energies to getting out of her own desperate state of poverty, she quickly secured a job at a law office that not only lifted her out of misery, but became the springboard through which she would win the largest victim rights settlement in history (\$300 million).

When we focus on accomplishing something, then our intention takes shape. When our intention is full, -- i.e. when we intensely want something to occur, and sustain that urge over time -- life brings us what we want in spades. The ancient Indian texts known as the *Upanishads* declare, 'You are what your deepest desire is. As is your desire, so is your intention. As is your intention, so is your will. As is your will, so is your deed. As is your deed, so is your destiny.'

### **Interest in a Thing**

One interesting aspect of human aspiration/intention is that it can express at various levels -- from a mild mental *interest* in a subject, to a *desire* to accomplish something, to *intense need* to bring about our heart's desire. And yet, life can instantly respond to our intention at any of these levels: even to a passing fancy!

One day I walked down Columbus Avenues -- a busy street connecting downtown San Francisco and Fisherman's Wharf (a popular tourist destination) -- for the first time in many years. As I walked up Columbus from the wharf to downtown, I admired its many cafes, and thought that this is a wonderful street with enormous potential. I had never really thought about this street in quite this way.

The next day in the local paper I saw an article about how for the first time in 35 years business and public officials want to make Columbus Avenues more of a destination and stopping place, rather than just a by-way to get to Fisherman's Wharf from downtown. In fact, I had never

seen an article on Columbus Avenue development ever in my life, let alone one within 24 hours covering the very idea I had in mind. It also turned out to be very first and main article in the local paper!

As we see, even a passing fancy will attract corresponding response, as long as there is a modicum of interest is involved. It is not full-blown intention, but a causal focusing of the mind can very often attracts response from life!

Perhaps you have found yourself in the following situation: You have just thought about a subject you hadn't thought of for decades, and then two minutes later, there is discussion on that very topic on TV! That is dramatic enough, but when you have *never* seen that subject referred to in a lifetime of TV-watching, then you know something profound is at work! You sit there, at once startled and amazed, before you remind yourself that you have just experienced a powerful synchronicity and response from life -- in this case, due to one's focused *interest* in a subject. If you watch out for it, you can probably see this extraordinary interest-inducing phenomenon at least several times a day.

## Real Intention

Though the above incidents were dramatic, producing interesting, somewhat useful results, in the end, they were only *transitory* incidents -- a mere passing interest in a subject. Real intention, on the other hand, takes shape when our desire is *sustained over time* -- i.e. when it *repeats* in our thoughts, and *continually rises* in our emotions. From that poise, we generate a surge of energy within, which moves out into the field of life, and attracts corresponding elements that are truly beneficial.

To illustrate this point, consider the following incident involving a young Asian friend of ours. Let's read her story.

“Working at the Railway Recruitment Board, I was in charge of the pre-examination work at our organization. There we have an elaborate procedure for conducting examinations, which normally occurs in several stages. A week ago, I met with my chairman where

we discussed the possibility of having candidates submit their examinations *electronically*. This would not only make it easier for us to handle the flow of information, but it would have the effect of bringing down our expenditures. Unfortunately, my chairman was apprehensive about the idea, and so the conversation ended there. However, inside myself, I still strongly believed that this approach was possible.

Several days later, the chairman called me to say that he had received an invitation from a foreign-based computer firm, who were launching a new software product. Since he was going to be preoccupied with other matters during that time, he proposed my name instead to represent our organization.

When I attended the meeting, I learned to my delight that the software would in fact enable our candidates to take a variety of examinations through the computer. I not only enjoyed the demonstration of features, but I also got the chance to interact with the program. That effort clarified a number of points on the feasibility of using it in our own environment.

In retrospect, I now see that an invitation from an unknown company had unexpectedly come to us because I believed very strongly that the computer approach was a workable idea. Thus, I saw my idea transformed into reality.”

Our friend not only had an intense interest in seeing something come about, but also *sustained* that interest over time. (“However, inside myself, I *still* strongly believed that this approach was possible.”) A *sustained* desire to see something come about is far more likely to attract tangible results than when our intention is short-lived. In this episode, our friend's on-going aspiration to automate the examination procedures at her firm reached a certain pitch, which attracted from out of nowhere the opportunity to interact with a software application that seemed to suit their needs perfectly.

If we look around in our own lives, or in the lives of others, or in history or literature we will see examples where a *sustained* aspiration to

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accomplish led to rapid, enormous, or enormous rapid achievement. For example, in Jane Austin's *Pride and Prejudice*, Mrs. Bennet sustained an intense aspiration to marry off her daughters -- which is exactly what occurred in remarkably short order. Likewise, Erin Brockovich sustained a ferocious desire to win the legal case for her constituency who were poisoned by groundwater contamination, and in fact attracted the largest financial settlement of its kind in history. And then there was the case of young Albert Einstein, who reached deep within himself, sustaining for months on end an intense desire to overcome his plight of poverty and destitution. As a result, he not only attracted a job position that provided him with financial security, but it set the stage for his most prolific period of insights into the nature of the physical world, changing the course of the 20<sup>th</sup> century. When we passionately want something, and sustain it over time, we generate an irresistible force that attracts the most startling positive conditions in life, both for ourselves and the collectives we are part of.

### **A Caveat, a Reversal, and a Vast Opening**

Though life responds to an aspiration that is clearly defined, filled with passion, and sustained over time, there are times when a response will simply *not* come! That is usually the case because there is some wanting element in our being that is blocking our aspiration from attracting our heart's desire. It is usually there in our *attitudes*. There is something in our wanting thoughts and feelings about life, about others, about work, or about ourselves that blocks us from aligning with and attracting corresponding positive conditions. However, when we identify those wanting qualities and reverse them, we open the floodgates, and startling, positive results move towards us. Often the results far exceed any expectations we might have had.

For example, consider the case of Darcy and Eliza, the two main characters of *Pride and Prejudice*. Early on in the story, Darcy really wanted Eliza. However, for the longest time, he was unable to win her over -- mainly because she was put off by his arrogant and prideful behavior. However, at some point, Darcy began to recognize his own deficiencies, and spurred on by his love for Eliza, made the conscious effort to

overcome them. As soon as he did that, the elopement episode *immediately* presented itself, which gave Darcy the perfect opportunity to show the best side of his character. When he then resolved that potentially devastating affair, he was stunned to discover that Eliza actually loved him, and then accepted his offer of marriage. In other words, by reversing himself and overcoming a wanting quality in his character, he suddenly attracted that which he so dearly aspired for.

We see that the same dynamic occurred for Eliza. At one point in the story, she came to admire and secretly love Darcy -- especially after his noble efforts that ended the elopement episode. Unfortunately, she sensed that after that awful affair that Darcy would never anything to do with her. And yet she too grappled with her conscience, seeing the error in her attitudes and beliefs. At the peak of this reversal of consciousness, Darcy suddenly appeared at her doorstep with a proposal of marriage! In other words, she too shifted an attitude to the positive, and was therefore able to attract the object of her desire.

Thus, we see in these two cases that when we have the deep intention for something to come about and it does not come to us, it is often life asking us to make a corresponding change in our being – usually in our attitudes and beliefs. When we make that change, life conspires to bring to us our heart’s desire.

### **Levels of Intention that Attract**

- A mere passing fancy
- Taking a serious interest in a matter
- Intensely aspiring to achieve a goal
- Intense aspiration to achieve a goal sustained over time
- Sustained, intense aspiration matched by right attitudes in life



## THE PROCESS OF PERSONAL GROWTH

*We can consciously follow a universal process of accomplishment and attract our heart's desire in no time at all. It requires a clear vision of what we want to accomplish, an intense will and determination to see it come about, the organization of the details, and perfect execution through persevering effort, right skills, and positive attitudes. We can also utilize the spiritual Force to bring the conditions of life under control. Following this universal process guarantees vast success and accomplishment: often far exceeding our original intent. In addition, the magnificent results will often come about through miraculous-like instances of "life response" -- i.e. sudden good fortune.*

### I. UNDERSTANDING THE PROCESS

Often when we make progress, it is because life puts pressure on us, forcing us to move forward. Such "forced progress" occurs in unpredictable ways, often through great difficulty and strain; even catharsis. Surely, this is not the most efficient way to move forward in our lives. We call such inefficient, unpredictable, life-meandering progress *unconscious* growth.

*Conscious* growth, on the other hand, occurs when we follow a process of accomplishment to make it quickly come about. If we understand and ardently follow that process, we can achieve at double or even ten times our current level, and do so in very short order. This is the startling *efficiency* made possible through conscious growth.

If that is the case, what are the steps we must follow?

## **Vision/Goal**

The process of growth and accomplishment begins with a *vision* of what we want to attain in our lives. Often it arises out of some possibility that has occurred, or an opportunity that has crossed our field of awareness. Out of that possibility or opportunity, there arises a vision in one's mind for its accomplishment. For example, one person sees that he can raise his income substantially if he focuses his energies on getting into a new field that a co-worker has brought to his attention. That releases a certain amount of mental energy. Thus, the formulation of a vision or goal of something to be achieved is the starting point of the process of growth and accomplishment.

## **Decision**

The process continues when we make the conscious *decision* to accomplish our vision/goal. When we make that determination, we release vital/emotional energy, which compels us further to fulfill our heart's desire. If we sustain that decision, then we release powerful energies into the atmosphere that tend to attract positive conditions. For example, the decision to make a full effort to get into the new field can attract positive condition even before one has physically acted on it! On the other hand, if substantial results don't come just from the decision, then one should move to the next stage of the process.

## **Organization** (Strategies, To Dos)

The process continues when we *organize* our vision/goal into more specific details so it can be accomplished. One approach is to consider various strategies to accomplish it, and then choose the best one(s). If we then organize the chosen strategies into specific, time-bound action to-dos, we release even greater energy for its accomplishment. In fact, life might even "respond" with sudden good fortune before you have even physically acted on your action to dos.



For example, the individual who wanted to increase his income by going into a new field has concluded that the best strategy is to work through his current base of contacts, and see if they know of companies who are hiring in that area. He then targets a dozen individuals to contact over the next several weeks. (Again, just by setting up several appointments, he could attract e.g. a call from an associate who knows just the right company to contact.) [ep]

## Implementation and Results

The process of growth and accomplishment culminates in the *implementation* phase. This is where we actually carry out the specific time bound action to-dos that will enable our vision to become realized. In this stage, we carry out these to dos through our greatest level of *skill*, and with the highest and most positive attitudes we can bring to bear. We then make a determined, persevering, and unflagging effort to see that all of the details of our plan are carried out. The result is that our original vision, its corresponding quantitative and qualitative goals, and the specific strategies and action to-dos are accomplished, enabling *great* achievement, success, and happiness in life.

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This then is the process of growth and accomplishment that begins with one's self-conception, a vision, and culminates in great material results. This process is in fact the very same process that enables all creation to occur in life, and is also the very same process by which the universe manifest from a Divine reality. It is a process of creation that releases the infinite potential of life.

**DIRECTION**

Vision

V

Goals

V

**ORGANIZATION**

Development of Strategies

Development of Time Bound Actions To Dos

V

**IMPLEMENTATION**

-Execution of action to dos

(through high skills, positive attitudes; and determined, persevering unflagging effort)

V

**GREAT RESULTS, DELIGHT OF BEING**

## II. THE PROCESS IN TERMS OF ENERGY FLOW

From our observation, we have seen that the end product that we obtain in this process is the culmination of a process of converting *energy* into material, observable, measurable *results*. To see how energy is converted into results in the process, let's examine one individual's conscious application of the process that enabled him to create great accomplishment and success in life.

Let's review a brief theoretical example of how one person made the effort to move to the next level of accomplishment by following the process described above:

### Starting, Excess Energy

R is a software instructor and database developer who has attained a solid, if unspectacular level of success in his profession. He is ready to move onto the next level in his career, to the next level of success in life.

Because of this intensity of aspiration we can say that he has developed *excess energy* at the *current* level of achievement in his life and is eager and ready to move to a higher level of success and prosperity. He is determined to make the change, and has decided to take up the effort in full. That is, his energy at the current level is spilling over, enabling the possibility of the utilization of that extra energy for a new level of accomplishment in his life.

### **Energy Directed as Force for Accomplishment**

First, he considers what it is he wants to achieve - e.g., what the opportunities are, where he wants to go, what he wants to become. This is his *vision*. His vision is that he wants to take his instructor career to a higher level of technical training, and, correspondingly, wants to use this knowledge to enhance his database development and programming efforts as well. In addition, he wants to become a developer of enterprise database solutions provider, charging at a rate twice as high as his current rate. He then turns them into a set of practical goals for achievement. As a result of this aspiration for accomplishment, the excess energy is made available for use; i.e. it is released and put into play. When he then makes the *decision* that this vision and the specific goals is what he would like to accomplish, then the energy is harnessed, directed, intensified into a *force* for accomplishment.

**KEY!** The key here is that he really needs to want to accomplish that vision; he needs to intensely want to see it come about. That is his *intention*.

### **Force of Energy Organized into Power for Accomplishment**

He then proceeds to organize the goals into a series of practical strategies to accomplish them. For example, our instructor comes up with several strategies to become a technical trainer and enterprise database develop. In developing our strategies for the goal, we should consider our level of skills and knowledge to accomplish the goal, our level of personal organization, our attitudes about securing the work, and other "inner"

factors. E.g. To become a technical trainer one needs to ask if one really wants to become one, whether one has the skills to become one, etc. Then we can include that in our strategies.

Next R begins to develop a set of specific time bound action to-dos to carry out his strategies, and then carries them out with a relentless, persevering attitude. In his case, he does so by scheduling various classes and other self-training to gain the skills necessary for the position/skill levels he wants to rise to. He also schedules to contact companies who can offer him training opportunities in his new skills.

This organizational plan of strategies and action to dos has the effect of further focusing his energies, turning his current directed force of energy into an even more intense focused *power* of energy for accomplishment.

### **Energy as Power Ready to Become Substance as Accomplishment**

He then makes a vigorous, unrelenting, and persevering in his effort to carry out the time-bound action to-dos in his plan. (Reminder: His intention to really want what he envisions to come about -- i.e. the degree of intention -- is critical.)

A short time later, he begins to see results in the form of an unexpectedly rapid response of offers of work from his contacts for technical training and database consulting at higher rates of pay. At that point, the invisibly gathered energy that had become a power now has manifest as material results, completing the energy conversion process. The original excess energy was directed into a force, organized into a power, and converted into a material reality. Also, to ensure on-going execution of his plan, he analyzed and evaluates his progress to ensure he is on track, and whether he needs to make certain adjustments -- e.g. in his skills, or attitudes, or other areas -- to ensure perfect execution of results.

## The Miracle of Life Response

Here is one other interesting point in terms of results: A number of offers that come to him seem to have nothing directly to do with his efforts; i.e. they seem to come out of nowhere. In particular, an old friend and associate calls out of the blue with a business opportunity in training. Then suddenly an old client calls with a big job. And yet another training company offers him a position, when it wasn't even a company he had contacted. In other words, he has experienced a number of seemingly miraculous responses from life that seem on the surface to have no direct causality with what he has done, yet somehow mysteriously seems to relate to his effort from his side. We call this instantaneous miraculous phenomenon, where life suddenly responds out of all proportion and in no seemingly logical way "life response." It is an astounding secret phenomenon of life that he has experienced as a result of following the process of personal growth and accomplishment, of energy conversion to its completion. We can perhaps call it the icing on the cake. Actually, it is the secret benefit of following the process of creation. Perfectly following the process results in sudden, abundant, and miraculous positive responses from life that defy all of our perceptions of logic, cause, and effect, and space and time. We are thus propelled into the infinite possibilities of life. We will have acquired the greatest "efficiency" of life, which gives us the greatest result with the least effort in the shortest period of time.

Within a month, our instructor/programmer is doing work that is paying him at the rate three times higher than he was before. He is also very energized by the new type of work because it is more interesting, absorbing, and challenging to him. Perhaps best of all, he is filled with an even greater energy, and he continually feels happy and joyful. He is experiencing the greatest delight of existence.

After an initial positive effort, he notices that he has slacked off a bit, and is not fully following through on his initial intent. He notices he needs to reengage his vital/emotional *will* for the endeavor. This is a critical point. He sits quietly and contemplates his vision and purpose in the effort, which reenergizes him enabling him to commit more than ever to his

plan. Work pours in, opportunities come from every quarter. He's back on track with more energy and joy than ever. Over time, he finds many clients, and achieves great success in his work and career. In fact, he has far exceeded his original intentions. He has moved to the next level of success and accomplishment in life.

## **Assimilation and Integration**

Over time, he begins to fully assimilate and integrate the skills he has acquired. They are now second nature to him. Even the need to be persevering has become second nature. It has become an additional physical skill of life for him. Whenever he wants to take his life forward, he instinctively knows to make a relentless, persevering effort to achieve it. He doesn't even think this; he just does it. Throughout the course of his life, he sees that whenever he wishes to accomplish anything his body, his being just has a passionate, intense will to see it come about. He follows that instinct, which enables him to improve himself in so many other facets of his life.

In essence, the higher-level skills, higher position, higher income, and the instinct to make a persevering attitude eventually became assimilated and integrated into his personality as values that he believes in. For example, he has come to fully embody the personal values of "continuous improvement" and "hard work." Our hero has completely integrated these values into his personality and nature, thereby completing the cycle of the process of human growth and accomplishment.

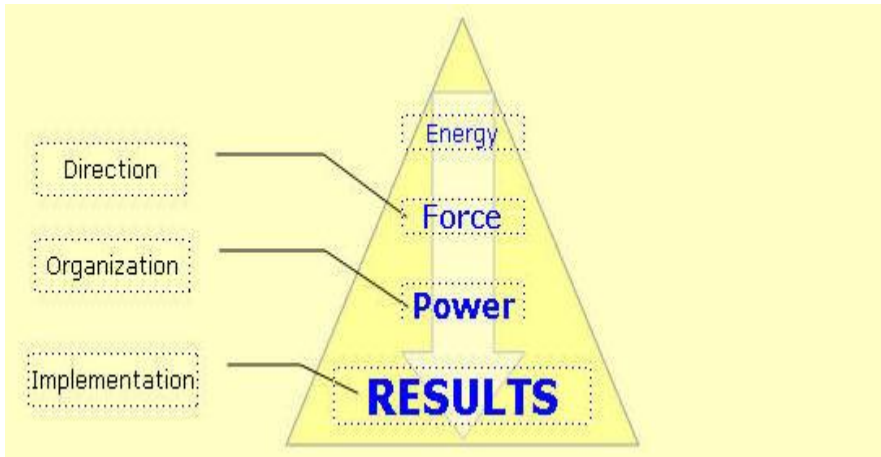
At his new level of functioning, he is filled with energy. Perhaps at some point that energy too will over-flow, and he will be ready for another growth, another level of progress to even greater levels of success, achievement, and joy in life. He will continue his journey of personal growth, even personal evolution in life.

[The diagrams below show the process of energy flow that ends in abundant results. It begins with Direction, which takes the original energy one has, and turns it into a directed force for accomplishment. The direction is then Organized, which turns the force into a Power for

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accomplishment. When it is implemented, the energy is turned into vast Results of accomplishment, success, and joy, fulfilling the original vision and goals in spades.]

**Summary of Energy Flow Process**  
(Vision to Manifestation)



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**Details of Energy Flow Process**  
(Vision to Manifestation and Beyond)

[Excess staring Energy]

V

**DIRECTION**

Vision/Mission

V

Goals

[Aspiration puts excess energy into play;  
the intention and decision to implement  
directs the energy into a *force*  
for accomplishment]

V

**ORGANIZATION**

Development of Strategies

Development of Time Bound Actions To Dos  
to accomplish the strategies

[the force turned into a focused *power*  
for accomplishment]

V

**IMPLEMENTATION**

Execution of action to dos

(through high skills, positive attitudes; and determined, persevering  
unflagging effort)

V

**GREAT RESULTS, DELIGHT OF BEING**  
[execution moves energy to material formation]

V

**ASSIMILATION & INTEGRATION**

-All is second nature

-Able to improve in related areas of life

-Full acceptance of related values

[Solid block of energy in person built up  
at new level of success]





## THE POWER OF PERSONAL VALUES

### 1. Introduction to Values

A value is a belief, a mission, or a philosophy that is meaningful. Whether we are consciously aware of them or not, every individual has a core set of personal values. Values can range from the commonplace, such as the belief in hard work and punctuality, to the more psychological, such as self-reliance, concern for others, and harmony of purpose.

When we examine the lives of famous people, we often see how personal values guided them, propelling them to the top of their fields. For example, one actor was motivated by his commitment to *social justice*, which led to important acting roles related to that value that made him world famous. Likewise, a well-known business CEO was motivated by the personal value that *technology should be easy to use*, which caused his company to spawn a technology revolution. Whatever one's values, when we take them to heart and implement them in the smallest *details* of our lives, great accomplishment and success are sure to follow.

Just as individuals subscribe to values, so do organizations and institutions. In fact, if we were to examine any company, we would discover that one or more business values were key to their success. Examples are --

-- Sears' commitment to *trusting the customer*. [From the 19th century onward, any product could be returned to the company with a money back guarantee, which engendered great trust in both directions, enabling booming sales, and, the great success for the firm that followed.]

-- Apple Computer's belief in the values of *solving problems of society*. [The company created the iPod player and iTunes online music store to overcome a conflict between those who sought to download copyrighted music for free and the music industry which sought to protect its artists and its revenues.]

-- Marriott's values of *systemization and standardization*. [The company created a standard model hotel, and then duplicated it hundreds of times around the world, enabling it to grow incredibly fast, and become the leader of its industry.]

Likewise, we see how political parties and politicians subscribe to certain core values -- ranging from helping the poor, easing the burden of the middle class, improving the environment, making government responsive and efficient, engendering loyalty and unity, and so forth.

The key point to keep in mind about values is that implementing them *energizes* everything concerned with it. For an individual, committing to and applying values releases fresh energies, which always attract success, achievement, and well-being. Likewise, when companies or other institutions adopt values, individuals working at the organization become energized, as do its customers, its products and services, and everyone and everything else associated with that organization.

We can energize our lives by making the full effort to implement the values we subscribe to. Once we identify values that are meaningful to us, we can develop strategies to implement them. When we make the determined effort to implement those strategies, good fortune is sure to follow -- in the form of new opportunities, new sources of revenue and income, and other forms of material and psychological benefit. We may even notice that as we implement values, we experience instances of "life response" -- where good fortune suddenly comes to us from seemingly out of nowhere, defying our normal perceptions of what is logical and possible.

Below is a list of important personal values culled from years of observing individual success.

Common Personal Values

Accomplishment, Success	Freedom	Prosperity, Wealth
Accountability	Friendship	Punctuality
Accuracy	Fun	Quality of work
Adventure	Global view	Regularity
All for one & one for all	Good will	Reliability
Beauty	Goodness	Resourcefulness
Calm, quietude, peace	Gratitude	Respect for others
Challenge	Hard work	Responsiveness
Change	Harmony	Results-oriented
Cleanliness, orderliness	Honesty	Rule of Law
Collaboration	Honor	Safety
Commitment	Improvement	Satisfying others
Communication	Independence	Security
Community	Individuality	Self-givingness
Competence	Inner peace, calm, quietude	Self-reliance
Competition	Innovation	Self-thinking
Concern for others	Integrity	Service (to others, society)
Connection	Intensity	Simplicity
Content over form	Justice	Skill
Continuous improvement	Knowledge	Solving Problems
Cooperation	Leadership	Speed
Coordination	Love, Romance	Spirit in life (using)
Creativity	Loyalty	Stability
Customer satisfaction	Maximum utilization (of time, resources)	Standardization
Decisiveness	Meaning	Status
Delight of being, joy	Merit	Strength
Democracy	Money	Succeed; A will to-
Discipline	Openness	Success, Achievement
Discovery	Patriotism	Systemization
Diversity	Peace, Non-violence	Teamwork
Ease of Use	Perfection	Timeliness
Efficiency	Personal Growth	Tolerance
Equality	Pleasure	Tradition
Excellence	Power	Tranquility
Fairness	Practicality	Trust
Faith	Preservation	Truth
Faithfulness	Privacy	Unity
Family	Progress	Variety
Family feeling		Wisdom
Flair		

## 2. Power of Values to Shape Our Lives

In the mid 1970s, I made a decision to move to California from New York City, where I was raised. Why I did so, and why I made other decisive turns in my life is the subject of this essay. My first thought on the subject is that I took these actions simply because I was *motivated* to do so. And yet, what really motivates us in life are the things we truly *value*.

Then what were the values that compelled me to move to California -- in particular to the San Francisco Bay Area -- where I have resided for these last 30 years? Well, it is true that after five years attending college at frigid Syracuse University in upstate New York I was compelled to seek the warmer climes of California. But I could have moved south to Florida or to the Southwestern parts of the US. However, having been raised in the urban/suburban environment of New York City, I valued culture and a certain type of urban sophistication I might not find in those other locales. I also enjoyed being near the water, not only because of its shimmering beauty, but because cities at the edge of the great oceans tend to attract a diversity of people and a richness of culture from around the world.

Though climate, beauty, diversity, and culture influenced my decision, there must have been something more specific that compelled me to move to this region. Looking at it in retrospect, I have concluded that I came to the area because of the existence of Marin County -- the progressive community that lies directly across the Golden Gate Bridge from San Francisco. Marin County at the time (and still is) was the prosperous land where many of the creative musicians, artists, and thinkers of the 1970s lived. From the articles and reports I had read while living on the East coast, the people who lived in that region were involved with matters that meant a great deal to me -- i.e. aspects of life that I truly valued. And because I deeply believed in those things, I wanted to be near them; to somehow participate in their way of life. And so I headed out to the SF Bay Area in 1975 in earnest -- and never looked back.

But I have still not identified the *specific* values of the Marinites that compelled me to join them. Let me try to list them for you. For one, the residents were in the vanguard of the changes going in society at the time -- including an appreciation of Eastern culture and spirituality, a concern for the quality of the physical environment, a dissatisfaction with the mindless materialism of modern life, the rejection of conformity of the previous generation, and the development of new forms of music that expressed their new world view. These were the underlying values that drove me to the region. These were the ideals and beliefs that shaped my life at the time, compelling me to venture across country.

Each of us is motivated to move our lives in certain directions. That motivation is determined by the values we subscribe to. Our values are thus the formations and ideations of thought, the distinct formulations of understanding that express what we perceive to be important truths about life. These ideals are then reinforced by our emotions and feelings, which turn those mental perception into a vital *passion* that we hope to realize in our lives. Whether we actually make the effort to implement them is another matter.

Without values or beliefs, we would be mechanical-like beings, driven here and there by the vicissitudes of life. Without values, we would be creature-like, compelled to action solely by our urges and passions. In this inhuman existence, there would be little consideration for truths we hold dear, let alone implement them to ennoble and enrich our lives. In this reality devoid of values, we would live unconscious lives, without meaning or purpose. On the other hand, when we take to values, we live a purposeful and dynamic existence -- i.e. we become *truly human*.

This being the case, what are the truths of life, i.e. the personal values that you believe in? What are the cherished ideals and beliefs that have shaped your life; that are motivating and driving your life today? Why not take a little time and come up with a short list, and then consider how each has or currently is shaping your life.

If we think about it, we will see that people relate to personal values in a number of ways. *Thoughtful* people are continually thinking about those things they cherish and believe in. *Powerful* people are also motivated and

driven to *implement* them in their lives. In fact, the most successful people are constantly evaluating their values, and are continually driven to turn them into a living reality. For these individuals, values are an inexhaustible source of inner power that energizes them to no end; driving them to the heights of success, while bringing about deep fulfillment in their lives.

Interestingly, not only do values energize us, but when we implement them, it energizes everything they come in contact with! If I apply the value of *customer service and delight* when I speak with the client, I energize the conversation, which leads to greater response from the person on the other end, who is now motivated to purchase the services I am offering. Also, if I am truly *sincere* in my belief in customer satisfaction, I create an *added* value that reinforces and builds on the first one. A combination of values applied to a situation dramatically energizes circumstances, which not only increases the likelihood of success, but turns the interaction into an enjoyable, even thrilling experience. Thus, implementing values have an innate capacity to create more energy, accomplishment, and joy in living.

Values are actually a very special power in the universe. It is one our minds can grasp for the purpose of *uplifting* life. Values are actually *spiritual skills* -- a divine gift that comes to us from the infinite Source of things. The highest of principles -- such as Oneness, Love, Beauty, and others -- descend from the heavens, and are reinterpreted as values by our minds. For example, the spiritual principle of Oneness is recognized by our minds as values of cooperation, integration, teamwork, and others. Likewise, the universal principle of Love expresses through values of goodness, selflessness, self-givingness, openness, tolerance, respect for others, and a number of others.

The last twenty-five years has seen an explosion in an interest in values. Tom Peters' book 'In Search of Excellence' started the ball rolling for values in the workplace. Religious leaders speak of family values, nations speak of moral values, spiritual teachers speak of the highest values of gratitude, benevolence, and self-givingness; even self-surrender to the Divine. Values drive us, motivate us, move life, move us forward -- enabling progress even evolution. Values are what enable life to take the

Next Step -- whether they drive our own individual lives in a positive direction; improve the economic, social, and cultural conditions of a nation; or move society forward in its never-ending ascending path of progress.

Tolerance, openness, respect for the individual, and teamwork are several great *human* values, while Oneness, Love, Beauty, and Truth are some of higher *spiritual* values that they derive from. At certain points, the human and spiritual values come together and blend into one another, expressing through *spiritualized human values* such as selflessness, self-givingness, and gratitude.

Values are expressions of emotionalized truths that when implemented energize whatever they come in contact with, enabling the greatest positive results with the least effort in the shortest period of time -- whether it is for the individual, a collective, or society as a whole.

Values are the nexus to our future progress. It is the call of the Divine to the minds of men to seek a better life -- to pursue ultimate delight and fulfillment in life.







## **PERFECT SKILLS ACCOMPLISHES**

In an ever more complex, technology-driven society, it is imperative that one has the necessary skills to succeed in life. By skills, we are not merely referring to the technical skills of one's profession, such as the ability at this moment to properly operate your browser software on the Internet. We are actually referring to a whole range of skills, from the very specific technical skills required of life and one's work to the subtle, yet critical interpersonal and psychological skills demanded by life.

### **Technical Skills**

The most fundamental type of skills one must have to achieve in life are technical skills; including the technical skills required of life in general (e.g. cleaning, cooking, grooming, organizing, planning, etc.), as well as the very specific technical skills required of your specific job. As most of us have discovered, technical skill building is an on-going, never-ending process. We suggest that you continually upgrade your skills, stay on top of changes and developments, and make continuous education a cornerstone of your life.

### **Interpersonal Skills**

In addition, you will need to know how to convey information, verbally or non-verbally to people you are in contact with. These are your interpersonal skills. To succeed at a high level in life you will need to have writing, speaking, presentation, communication, and management/leadership skills amongst others.

## **Psychological Skills**

Perhaps the most important type of skills to succeed in life are psychological skills. The ability to show real concern for others and knowing how to show that concern in interactions with others is a psychological skill. Other psychological skills include the ability to help others develop and grow, the ability to create harmony in difficult situations, the ability to know how to motivate others, the ability to understand another's true motives when interacting with them, and many others. By developing psychological skills, you increase the motivation and energy of those around you, and you increase your chance for success, joy, and happiness in life.

## **Skills Energize**

One thing we have noticed about skills is that just the act of acquiring them can energize you. Whether it is a new skill required of your work or a skill that creates a new perception or realization on your part, you will probably notice a surge of your mental or emotional energy. Just acquiring your skill can motivate you to take action, which can lead levels to new levels of achievement.

In the following example, the manager of a manufacturing unit narrates below how building up the skill levels of employees energized his workers. (In fact, it had an additional startling effect that relates to energy.)

"I am looking after a small unit engaged in the manufacture of General Purpose welding Electrodes. The unit employs 10 workmen. Most of them are from nearby village and have a minimum education level that is they can sign their name, read and write very little.

The packing operation involves sealing the cartons and boxes by adhesive tapes and strapping the box with nylon tapes. The operations are done manually. I noticed that there is no uniformity in the application of tapes.

I talked to the workers, taught them how to apply the tape and strap in a uniform manner, showed them the beauty of their work if done in a perfect manner. Made a template and marked the position and level of tape/strap on the boxes. After sometime, the workers gained experience and skill to do proper packing without the aid of a template. They were very happy to receive compliments from Distributors about the packing.

This has energized the whole company so much that even the machinery started yielding more production than the rated capacity as indicated by the machinery supplier! In fact, the machinery yielded double their so-called rated capacity!!

The market also has responded in a similar way. Without any publicity or advertising effort, the sales *doubled* from the previous level! Also, the bank came forward to extend additional facility to support the growth!"

This little story suggest that just the act of acquiring skills can not only release a new level of energy in people (and objects!), but can attract positive responses from life. We have in fact witnessed countless examples of how the mere effort to raise skills to a higher level attracts related or even unrelated positive circumstances. For example, one man who attempted to raise his skills to a whole new level got a big contract from out of nowhere just as he took up the big effort. Skills not only give one the ability to achieve, but raises energy, and can elicit a positive response from life.

## Unique Skills

Our research has shown that the people who often succeed the greatest in their careers are people who have *unique* skills in a particular area, causing them to stand out among the crowd. Can you think of unique skills that no one else in your circle has (especially technical skills) that gives you an edge in your career. If not, try to come up with some. It might be the difference between mediocrity and blazing success.

## **Raise Skills to Higher Level**

In that same light, also consider if you can take your skills level in a particular area one level higher than you have now. Taking up the effort will bring enormous long-term reward. In fact, just taking up the effort may even bring short-term reward from an unexpected source:

A man tried to improve his professional condition by learning some new higher-level skills. He made a determined effort to see it through. Within a few days, he was contacted by a major industrial firm in the central valley of California to do a large consulting project. (He hadn't had a consulting project of any substantial order in over half a year, and saw the connection between his effort for improvement with life's great response to the effort.)

## **A Fully Integrated Skill**

As a skill is performed repeatedly, it becomes almost second nature, i.e. a habit. As the skill becomes more integrated into your being it moves from your conscious awareness of performing the act involved in the skill down into a subconscious level where it operates on an almost "automatic pilot" of execution. It is done without any great effort, and is done with a sense of calm and joy.

## ***Strategies***

Which critical technical, interpersonal, or psychological skills are you missing? How can you acquire them? Now make a plan to acquire them, and then carry out your plan.



## THE GREAT SECRET: OPENING TO THE FORCE

Perhaps the greatest secret known to Man is the existence of a Power that when accessed can attract instantaneous good fortune, solve any problem, enable ultimate success, and bring about infinite great joy and delight. By opening to this spiritual Force before taking any action or commencing any activity, one experiences a sudden shift of luck, as life begins to cooperate from every quarter. For example-

-A salesperson opened to the Force before making a sales presentation to a potential customer. In the past, all efforts at winning over the customer had failed. Again, even after this consecrated presentation, the customer still would not budge. However, the salesperson was given a lead that led to an enormous sale through another customer.

-A man was trying to figure out a complex computer programming problem. He stopped racking his brain, opened to this higher Power, and forgot about the issue. A minute later, not only did a solution to his problem come to mind, but the new insight suggested a solution to a host of *other related* problems.

When we open to Force before commencing an act, we attract sudden good fortune, as problems are solved, new possibilities arise out of nowhere, and activities are completed in the shortest period of time with the least effort, revealing an astonishing organization and efficiency.

The process of bringing in the spiritual element before acting is called "consecration." By consecrating any act, activity, event, or circumstance, we enable the spiritual Force to take over, bringing to bear its Infinite

powers to bear. One unique quality of a consecrated act is that the results that come are marvellously *original* and *creative*. They usually take shape in ways we never would have imagined.

A woman had an x-ray done indicating a possible growth in her chest. She had faith and decided to consecrate the return visit to the doctor. The doctor, completely baffled, told her that his new reading of this very same x-ray (not a new one) revealed a completely normal condition.

It should be pointed out that a consecrated act can affect not only our own selves, but a number of other individuals -- such as everyone in the local community, or the entire population of a state or nation. If a person is deeply interested in the problem affecting that collective, and consecrates the issue with great intensity, life can respond overwhelmingly and eliminate the burden for the entire group.

California was threatened by continuous energy shortages. There had been several brown outs, and there was an imminent threat for more of the same in the coming days -- even the coming months and years. One individual took a great interest in this issue, and educated himself on the subject from various perspectives. He then consecrated the problem deeply, offering it to the spiritual Force. In the next several days, the crisis suddenly and most unexpectedly came to an end. In fact, from that point on there was not a single major outage for years to follow.

### *Spiritual Results Too*

In addition to these wondrous *practical* outcomes -- such as curing an illness, solving a problem, bringing a family together, or ending a drought -- a consecrated act can also attract *spiritual* results as well. Examples are the sudden arrival of profound stillness and richness within, a deep connection to others or the world around us, or a deep, abiding joy and delight in being alive. Here is a real world example:

An instructor's class was going very poorly one morning. *Nothing* seemed to go right. He then decided to consecrate the afternoon session by offering it to the higher Power. Thereafter, *every conceivable thing* went right. In addition, a deep peace and a palpable richness could be felt in the classroom throughout the remainder of the day.

This capacity of consecration to evoke profoundly spiritual response from life is indicative of the super-subtle -- i.e. *causal* -- nature of the Force. That expresses in two unique ways. First, we not only align with existing positive conditions as is normally the case with life response, but unprecedented, creative conditions that never existed before on earth suddenly appear.

Second, by opening to the Force, we experience various shading of the Spirit, including feelings of Peace, Power, Knowledge, Truth, Love, Beauty, Delight, Oneness, Unity, and Infinity. These are all attributes of the Infinite consciousness that we can experience through our consecrated efforts.

### **Solving Past Problems**

In addition to consecrating *current* acts, situations, and circumstance, you can also use the Force to overcome the affect of *past* problems, errors, and mistakes. By consecrating them, you rid yourself of their negative influence on the present.

A software programming company made a bid for work from a potential client, but had trouble securing it because the client itself lacked the funds to go ahead, creating confusion about its future direction.

One day, several months later, this same client surprisingly asked the programming company back to submit yet another bid for work. This time before the first meeting, the chief programmer for the software company consecrated the event, including the offering of *all past difficulties*.

At the meeting that followed, the client *immediately* gave the job to the programming company. In addition, they asked the programmer to not delay and begin working on the program immediately *at the client's site!* To top it off, when the programmer did begin that work, he noticed that *everything* flowed perfectly in the development of the program. E.g., what would normally have taken *days* of effort was completed in mere *hours*. In addition, he had a feeling of serenity, richness, and well-being throughout the day.

When you consecrate past problems, misdeeds, and mistakes, their influence on present conditions instantly dissipate, and good fortune take their place. This is the case because the Force knows no limitations of time -- of past, present, and future -- as it simultaneously abridges all three. Thus, it can overcome the limitations that the past has over the present, even as it can attract the infinite abundance of the future to the here and now.

### **Changing Yourself when Results Do Not Come**

Though the results of consecration are truly remarkable, there are instances where it will simply *not* produce tangible life response results. Though this seems disconcerting at first glance, there is a very simple explanation. The fact is that in certain situations the Force cannot work its magic unless a corresponding limitation or weakness on our part is overcome. And yet, as soon as we rectify that wanting element, a previously consecrated action quickly bears fruit. Here is an example:

An individual opened to the Force to consecrate a difficult situation he was having with his boss. Though he offered the problem with great intensity, still there were no results. He then thought about it and realized that for months he had acted too weakly and indecisively in his relationship with his superior. He therefore decided to confront his boss directly about the issues in question. When he made that effort, not only were current difficulties resolved, but a painful neck problem that dogged him for months *instantly* disappeared.



In situations where consecrated effort evokes no obvious positive results, it is helpful to discover the corresponding wanting element that is blocking the Force from acting. Often it is rooted in our *attitudes*, such as a negative feelings or emotion about others, ourselves, life, and work. Other times, it is due to a lack of cleanliness and orderliness, missing skills and capacities, lack of effort, bad decisions, and other limiting personal qualities. However, as soon as we identify and overcome that limitation, the Force immediately moves into action, releasing its infinite powers on our behalf.

### **From the Macro to the Micro**

One of the more interesting aspects of consecration is the various levels we can apply it. Most individuals will have the wherewithal to consecrate *major* events in their lives, such as an important meeting with a client, or an upcoming marriage ceremony, or the first day of a child's schooling. This is the simplest and most compelling aspect of life to consecrate.

It takes more discipline however to consecrate less critical activities, such as the work session one is about to begin, or the class one is about to teach, or a drive one is about to take. Yet this too can attract powerful, positive results.

More challenging still is to consecrate the very smallest of acts, such as brushing one's teeth or the placing of food in the microwave for heating. Yet, consecrating these minor activities can elicit powerful response. This is the case because the Force does not make distinctions between the infinitesimal and the very large, as it is ready to rush in with its infinite powers wherever there is an opening.

### **'Unattached Intensity'**

Yet another interesting aspect of consecration is that the more *intense* the consecration; (a) the more likely life will respond, and (b) the greater the quality of the response. By "intensity", we mean that our ardor for the Divine Help should be sincere and passionate.

Conversely, we need to be careful that our ego does not get in the way of our consecrated effort. E.g., there should be no demand or insistence on a particular outcome. Instead, we should accept the results that come in full, for the Divine is always looking out for us when we open to Its power.

In the end, the best approach is a combination of the two, that we can call “unattached intensity.” A fervor in offering the act to the Divine, yet detached from the results that come, welcoming all and everything that arrives. For example:

A consultant was working with a client. The discussions among the staff about an upcoming project became contentious, reaching a fevered pitch that could lead to fisticuffs! The consultant saw that he was now in a difficult situation, and the entire project was now in jeopardy. He also perceived that another project he was working on would also be endangered. As a result of these events, he became somewhat confused and agitated

That evening he offered the problem to the Divine. He asked, with great intensity, that for that Force to resolve the situation and ease his burden. He said something like "Oh Divine, here is my plight. [He then went on to explain the situation in details.] I offer the problem to you." He then let go of the situation, *forgot* the problem, and went to bed.

The next day when he met with the client, he was stunned that there was no further discussion of conflicting issue of the previous day. Instead, everything went orderly and smoothly. Most compelling of all was that palpable calm and silence permeated that room for the remainder of the day.

As we see a consultant's intense, yet unattached consecration produced marvelous results. That expressed in two ways: as practical results in the form of a negation of a previous problem, and as the spiritual results in the form of the calm and peace that permeated the atmosphere.

Moreover, as we practice consecration on a regular basis, we will find that intensity and ardor -- as well as patience, positive attitude, cheerfulness, and equality -- will always serve us well; just as expectation and demand will delay or cancel the action of the Force.

### **Inner Orientation for Maximum Results**

There is one other obstacles that we are likely to face in our effort to make consecration an integral part of our lives. It is that once you take up the effort, there is a tendency for our lower consciousness to fight back and insist on its old habits and routines. As a result, our efforts towards consecrated action tend to wane over time, and sometimes stop.

What then can we do to prevent the reoccurrence of the obstacles presented by our unevolved, obstinate, unyielding, and inflexible lower nature? One approach is to begin to move our center of consciousness and frame of reference away from the surface bubbling and stimulations of life to a deeper poise within. From that status, we are less likely to find ourselves caught up in the visual and audio influences on the senses, and thus we are less likely to lose our focus and interest in consecrating our actions. Through meditation, concentration (i.e. inner, one-pointed focus), and other disciplines, we can shift our moment-to-moment awareness away from the surface of life -- from its bubbings, allures, and intensities -- to a deeper state within. Gradually, we will feel an inner space developing, and mental silence taking root. From that more spiritual-oriented poise, we are more likely to feel that urge to consecrate our actions, leading to ever-more frequent wondrous positive responses from life.

It also works the other way: the more we consecrate and offer acts, issues, and problems to the Higher Power, the more we tend to develop a more inward focus and orientation.

At the point, where we feel inner peace and silence, not distracted by the superficial, surface, transient, and are yet are also offering acts and events in our lives to the Spirit, we will have surely arrived at a dramatically new level of consciousness in our being. It is at that point that we have

entered a new stage, a new path of personal progress, evolution, and transformation.



## SPIRITUAL SILENCE & INNER EQUALITY

### Expressions of Spirit in Life

Though science may not prove its existence, and skeptics will deny it is real, individuals throughout time have had experiences that can only be classified as a higher order of consciousness. The common term for such experiences is that they are “spiritual” in nature.

One individual feels a sudden light and presence; another, an overwhelming sense of peace; while a third feels an oneness with all and everything that surrounds him. Such epiphanies come in many forms, depending on the individual’s nature, the culture one is raised in, and other factors.

Take the spiritual notion of “Oneness.” Throughout time, individuals have shared with the world their experiences of a profound connection with life. In some instances, it was a feeling of oneness with nature, in others a deep association with the entire universe, and in others still, a transcendent connection to the divine. In each instance, the individual experienced a sense of harmony, oneness, and unity with something far greater than his own limited self. These experiences reflect the actual Oneness that exists throughout creation, which is itself an expression of the spiritual Reality underlying all existence.

Another way we experience Oneness is through the deep bonds and connections we have with others. When we focus on the interests and concerns of another person, when we take to their point of view, and when we express our heartfelt thanks, appreciation, and gratitude, we are

in essence moving away from our limited sense of self, and opening to a wider sphere of harmony, unity, and oneness.

Though such experiences of Oneness with the objects, elements, and individuals around us are truly profound, they are but one type of spiritual expression. For example, if I move from selfishness to self-givingness in my relationship with another, I not only experience a degree of Oneness with that person, but I also experience a degree of spiritual Love.

Then what is spiritual Love? It is certainly more than the physical attraction or attachment we have for another person. It is also more than the vital feelings and emotions we have towards others. It is instead something truer, deeper, and longer lasting. Spiritual Love occurs when the lover, partner, parent, friend, associate, etc. seeks to *give* of himself without expectation or reward, seeking only the *fulfillment* of the other person. Ultimately, the highest expression of spiritual Love occurs when we surrender to, and offer our deepest devotion to the Divine, thereby fulfilling Its intention in life.

In addition to spiritual Oneness and Love, we also experience the spirit as pure joy and Delight of being. One way we can feel that Delight is by being self-giving to another person, as well as feeling the joy of another person's progress and happiness. We can also feel such Delight whenever we experience something *new* in the world, such as when we discover a new possibility, or come upon a new idea, or when we have achieved a new level of growth in our lives.

### **The Witness Consciousness**

There is yet one other way we can experience the Spirit in our lives. Behind the layers of our human makeup -- i.e. our physical, vital, and mental parts -- there is a level of *pure beingness*, reflecting the true essence of who we really are. Behind the substance, movements, and sensations of our physical bodies; behind the desires, wants, emotions, and feelings of our vital being; and behind the thoughts, ideas, and beliefs of our minds, there is an essential silent and unmoving Self and Being.

From this profound inner poise of consciousness, we experience the world as pure “*is-ness*.” From this status, we make no value judgments; offer no opinions; express no wants and desires; experience no feelings, emotions, or sensations; and do not move, or take to action. In this state of Beingness, we just *are* -- silently observing the unfolding of truths of life around us, without reaction or intention.

Interestingly, through this inner poise of stillness, we can harness a formidable energy and *power*. By silently observing the world this way, we become sensitive to the true truths unfolding around us, which gives us deeper insight into life’s conditions, which in turn help us make the right decisions that lead to right actions. By looking out onto the world through a “witness consciousness,” we are not only detached from the intensities and sensations of life, but we gain a vast power to affect it.

In fact, when we shift away from our normal “aggressive consciousness” to this detached, calm, and equal *witness* consciousness, life has a tendency to respond with sudden good fortune. I.e., when we withdraw from the tumult and activity of the mind, and instead move to mental silence; when we withdraw from the reactions, likes, dislikes, wants, needs, and attitudes of the vital, and instead rest in a dispassionate neutrality and equality; and when we abandon our attempts to aggressively seek out life and take action, letting the world come to us on its own, sudden good fortune will likely follow. Although any of these inner movements can elicit the instantaneous miraculousness of life response, I would like to share several episodes that stand out.

## Silent Will

Experience tells us that when we refrain from expressing an idea or our intention to another through speech, the other person tends to quickly express it for us! By restraining ourselves this way, the atmosphere around us gets charged with concentrations of mental and vital energy, which then penetrate another person’s consciousness, causing them to identify with it, compelling them to speak it out as if it were their own. Here are some true examples that demonstrate this phenomenon:

-A thinker was having a discussion with a similar individual. Ideas moved back and forth very swiftly. At one point, the first person decided not to express an interesting idea as an experiment in Silent Will. Several moments later, the second person expressed the very idea the first person held back.

-A writer wanted to interview several executives at a major US company for a book he was writing. His contact there refused his request. The writer was then about to describe several reasons why he should be able to meet with the staff, but instead restrained himself, holding his tongue. A moment later, the contact suddenly began to describe several reasons why it would be useful for the writer to meet with the executives, and then actually gave him permission to do so!

A variation of Silent Will goes something like this. If we withhold expressing a thought, holding it back for the right time, or simply letting it go because it does not seem to be right for the occasion, life tends to create conditions for its expression later on. Here is a true incident demonstrating this dynamic.

-A consultant, attending a meeting, restrained himself from joining a small discussion group where he had hoped to engage one person on an important matter. After the meeting ended, the consultant headed to the subway station to go home, and was then startled when the person he wanted to speak with earlier suddenly appeared beside him. They then discovered they were both headed to the subway, and then realized that they were taking the same train. As a result, over the next hour, they engaged in the very conversation that the consultant longed to have earlier with this individual.

## **The Power of Restraint**

Though Silent Will compels others to verbalize our thoughts and wishes, there are other dimensions to this powerful technique. To show you what I mean, consider the following hypothetical situation:



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Imagine that you are a project manager who is responsible for overhauling your company's production facility. Your assignment is to develop a new wing for the manufacturing plant, which will enable the company to produce its state-of-the-art hardware technology in large quantities. Your broad goal then is to deliver the highest quality result with the least expense in the shortest period.

You begin by polling your engineers to get their input. Their consensus is that the project will take six months to complete. You then use your project management skills to develop a schedule of how long the constituent parts will take. Interestingly, when you organize the project plan this way, a number of new ideas suddenly spring to mind, allowing you to shave off a month from the project. (It is life responding to your mental effort to organize things in the most efficient manner, down to the particulars, as we learned in the chapter on organization.)

As you make these strides in your project plan, you become very energized. As a result, you feel an intense urge to communicate your progress to others. However, rather than give into your eagerness, you decide to *hold back*. Several minutes later, a cascade of insights about the nature of the project suddenly come to mind. That knowledge allows you to drive down the project's duration by nearly half -- from 6 months to 2.5!

Stimulated by these startling developments, you are motivated to take your non-verbalizing, self-restraining approach a step further. Rather than obsess about what you will say to motivate your team, you decide *not to think about the matter at all*. In fact, you choose to wait for life to take *its own* initiative, which will be a signal to you when to take further action.

As a result, a cascade of remarkable events unfold. First, you receive a series of communiqués from team members who express their eagerness to get started on the project. This is a stunning development because they never took the initiative to contact you about projects they were part of in the past. You always had to contact them first. In addition, that afternoon you receive a call from your boss, the VP of operation, who expresses her eagerness to begin work on the project. This is from a person who hardly ever contacts you about *anything!*

In fact, over the next 24 hours, you learn of several other stunning developments in the firm. First, you discover that a dozen new people have been hired on in your department, giving you a larger pool of resources to choose from. You then learn that the company has unexpectedly purchased several new pieces of software that if implemented would drive down your project by another 50%!

Because of these conspiring events, the once 6-month project is now projected to finish in a mere *four weeks!* Several days later when your manager gets wind of this information, she drops by your office -- something she rarely does unless there is trouble -- and praises you to the heavens for this remarkable effort. She follows that up with a not too subtle hint that if the project goes as scheduled, you will be in line for a big promotion and raise.



From this imaginary episode, we see the power of restraining our thoughts, feelings, and actions. By holding back at key moment, we create the greatest results with the least effort in the shortest period of time, demonstrating Silent Will power in all its glory.

With that in mind, here are some real life examples:

-A man had been involved in a great project that is a once in a lifetime endeavor. He was participating intently and contributed a lot over the last several months. Then he got a little too involved, becoming tired, sometimes assertive and slightly argumentative. He decided at that point to withdraw from the discussion for several weeks. One of his partners then informed him that his schedule for implementation had now suddenly moved from several years to a few months!

-An individual had been involved in the development of several online expert systems. He had taken the initiative to read a book that contained highly relevant information for our project. A second stage was to organize all of his underlines, highlights, and notes so that the content could be used as the project moved forward. However, rather than take an outer, physical initiative, he decided to restrain himself

and hold back. Just after making this decision, he received a very unexpected note from the lead content developer who asked him to forward the name of the very book in question so he could use it for the system.

## Reduced and Soft Speech

In addition to withholding the expression of our thoughts and intentions, simply reducing the *quantity* of the words we speak tends to attract positive conditions. This is the case because there is a power in our speech. Our vocalizations originate in our vital/life center, and carry a life-power and energy. When we speak too much, these energies are squandered, which tends to attract corresponding negative conditions. However, if we *conserve* our energies through reduced speech -- or, better yet, by remaining completely silent -- they are fortified and strengthened, which tends to attract sudden good fortune from our surroundings. Here are two true incidents:

-An individual was engaged in a lively conversation with a close friend. At one point in the discussion, he overcame his urge to discuss a new idea that had entered his mind, and instead insisted that his friend speak what was on her mind. She then articulated several concepts that he had never heard before, which energized and thrilled him to no end. By moving to silence, life reversed itself and turned a mundane conversation into an ecstatic moment of freshness and wonder.

-A famous, baseball player hit a home run in pursuit of breaking the all-time record. His teammate then hit another home run after. In the dugout, the two proceeded to engage in a friendly, though somewhat heated discussion about whose ball was hit harder and further. This childish bantering continued for nearly ten minutes. At the time they began the dialogue, their team was ahead in the game. However, shortly thereafter, the other team tied the score. In fact, that rival club eventually went on to win in extra innings, which turned into a heart breaking loss for the home team with the two incessantly chatting players.

-An instructor noticed that every time he engaged in lengthy discussions about politics or other social issues with someone before a class, he would invariably run into some difficulty with that very student during the course of the day. He later committed to never engage in such idle, debate-oriented conversations before his classes, which helped him avoid such negative life response thereafter.

One of the ways we can avoid such pitfalls is to identify those areas of our lives where we waste speech -- i.e. our “speech threshold,” -- and then make an effort to draw back from it. For example, the trainer just mentioned could learn to refrain from speaking with students on controversial news topics before class, while a customer rep could cease from engaging in needless, idle conversations with her clients. In such instances, drawing back from one’s speech threshold fortifies positive energy, which tends to attract sudden good fortune back to us.

Why then do we speak so much? One reason is that we love the sound of our own voice! Another reason is that we also enjoy the stimulation that comes from interacting with others. It has been suggested that 80% of our conversations take place in a social context, and it is in these stimulating interactions that compel us to vocalize our thoughts and feelings. If, on the other hand, we recognized this fact and controlled ourselves in these social situations, we would not only reduce the quantity of speech, but we would elicit very positive circumstance on those occasions.

It should be pointed out that in addition to reducing the quantity of the words we speak, we can also reduce the *volume and pitch* of our speech. When we speak loudly and boisterously, life tends to get disturbed and attract negative outcomes. However, if we practice “soft speech,” by speaking in a low, soft voice, then good fortune moves our way. In particular, soft speech tends to attract money and other forms of financial benefit.

One 39-year-old wealthy American businessperson lost all 60 of his employees, and was prepared to file for bankruptcy. However, at a relative’s suggestion, he and his wife practiced psychological and

spiritual disciplines, including speaking in a low, soft voice. As a result, two years later he was in a position to retire for life!

## Equality of Being

In addition to *mental* silence, we can also practice *vital* silence. If we keep our emotions and feelings in tow when difficulties arise, not only do the problems tend to dissipate, but new, unexpected positive outcomes are apt to take their place. Here are several true-life examples:

-A training company secured work from a well-known global technology company. The class went very well, and the training company sent out an invoice to the client. Normally payment on the bill occurs within two weeks. However, the client informed the training company that they pay in 60 days. On hearing this, the individual managing the account at the training company nearly became unhinged. Fortunately, at the time, he was able to hold back his feelings, and eventually reversed himself to the point where he actually attained a state of calm and equality within. The following day the representative of the training company was shocked to discover that the client had paid for the work in full via the Internet that very morning! In essence, through an inner reversal from agitation to vital stillness, a long 60-day receivable had turned into a 2-day payment.

-A woman who had never driven a car long-distance was being hounded by a big-rig truck bearing down on her at high speed on a steep incline of an interstate highway. She was very concerned and bothered by the vehicle's imminent approach. Several minutes later, the truck suddenly swerved off the road, taking an unmarked exit into what appeared to be desert wasteland. When asked what she had been thinking about before the truck made its unexpected exit, the woman said that she had simply decided to stop worrying about the threat. In other words, be still and calm about the matter, ever to the point of ignoring and forgetting it.

-In a famous story set in the 19th century, a man made a wager that he could travel around the world in eighty days. His personality was such that he never worried about anything, no matter how dire the circumstances. As a result, he was constantly able to overcome immanent disasters on the trip.

At one point, as he was about to complete the journey, he was arrested, which, in effect, caused him to miss the 80-day deadline, and, therefore, lose the bet. Undaunted by the false accusation, and remaining utterly calm, he escaped from his captives. Arriving at the final destination point of the race, he learned that he actually had returned one day *early*, and thus had now in fact won the wager! It turned out that he arrived on the 79<sup>th</sup> day because he saved one full day by traveling east to west around the world.

-A company rented workspace from an owner who offered this service. When the principal of the company went on a trip, his own manager and several staff members got into an argument with this owner. When the owner threatened to oust the company from the space, they threatened legal action against him. However, when the principle of the company returned and learned of this contentious situation, he decided to remain absolutely calm and composed. He also told his workers to do the same.

Several days later, the owner of the rental space came up to the principal, and, shaken, told him that his own son had a heart problem. The owner asked the principal if knew of a hospital where the child could be treated. The boy was then shuttled to a hospital that the principal recommended. There the doctors indicated the need for immediate surgery. However, the owner did not have the money to pay for such an expensive operation. Once again, the principal came through, and was able to arrange financing for the owner through a bank he had worked with. The operation on the child then took place, and fortunately turned out to be a success. As a result of these extraordinary events, the owner felt eternally grateful to the very man whose company he had once tried to evict. An individual's absolute calm and composure in the face of adversity had attracted these most extraordinary circumstances from life.

The capacity to remain undisturbed in the face of intense circumstances - - whether they are extremely *negative* and displeasing, or even extremely *positive* and enjoyable -- is the inner power of “equality of being.” Any serious movement away from either of these disturbed states to one of equality of calm is sure to attract benefit all the way around.

Like taking to mental silence, moving from agitation, fear, and worry to a state of calm and equality is an indicator that we have attained a certain level of stillness within -- i.e. of Beingness --, which is one of the essential ways we can come to know the Spirit in life.







## SEEING BEYOND THE CONTRADICTION

### The Contradictions of Life

Life seems to be a collision of forces, positive and negative, good and evil, right and wrong, pleasure and pain, and other apparent dualities of existence. This is what our thoughts and feelings tell us, and it how we've been raised and taught to see the world. Perceiving existence as pairs or groups of opposites and contradictory elements is what we have come to expect as an essential *modus operandi* of existence.

However, from a deeper consciousness, the divisions and dualities, the contradictions of life, the conflicting pairs and elements appear quite differently than when we live at the surface. From a deeper poise, we perceive that things that appear in opposition actually form *complementary* relationships and purposes. There we perceive that the two sides of any aspect of life -- whether night and day, good and bad, pleasure and pain, etc. -- are not in opposition, but actually form an inextricable unity of purpose.

Moreover, from this deeper consciousness, we perceive that the progress of each side is actually *dependent* on the relationship it has with the other side. That it is *only* through that unique connection that each side can progress. Otherwise there will be no movements forward in life; no progress. For example, if I am in conflict with another person, from a deeper perspective I perceive that it is *only* through that contradiction that I can grow. My partner in the conflict serves Nature's purpose for my growth, just as I serve Nature's purpose for his growth. You could view virtually any problem in the world involving contradictory parties and see the same pattern at work.

We refer to this true nature of apparently contentious opposites as "contradictions as complements." It is Nature's secret way of enabling progress in the world.

Perceiving the complementary nature of the relationship of opposites is obviously not our normal view of things. Yet, as we move to a deeper poise, the dualities and divisions of the world do start appearing less as contradictions of opposites and more as complements working out new variations and possibilities. At the very deepest level within, we perceive that there are in fact no opposites at all; but simply infinite variations of a single Reality that is inherently Unified and One. It is to have a vision of the True Nature of Life.

This view is particularly significant when we consider what we believe are "positive" and "negative" in life. From a deeper consciousness we perceive that those things we might consider negative are not so; that they are simply intense forms of the positive on their way to a higher harmony and resolution. Or we can say that these apparent negatives are really "positives in disguise."

Perhaps you have heard a person remark that it was often a great difficulty in their lives that drove them to great success and achievement. An example of this is the child who in his utter misery and poverty is forced to flee his family and village for the greener pastures of the city. There he has the opportunity to achieve at a new level not available before. In our example, this dramatic change not only brings great benefit for him, but also enables his family back home to rise out of decades of poverty and suffering. From this perspective, can we say that being painfully driven from the world and people he loved was a negative? Or, was it rather a great spur and challenge that enabled him to succeed, ending years of suffering for himself and his family.

This demonstrates that our divided views of things, including our sharp distinctions between positive and negative is really a superficial and false view. It misses the inextricable relationship that exists between dual pairs, including the positive and the negative in the outcomes of life. We enjoy the fact that the young child escaped poverty and made a success of himself -- which we consider positive -- but we are disheartened by the

negative suffering he went through that caused him to make his difficult, yet bold flight from poverty. Yet, both serve Nature's larger purpose of progress.

As we see, from a deeper consciousness, the separation we make between pairs of opposites -- good and bad, pleasure and pain, and positive and negative -- begins to break down. Both sides of the duality or conflict or contradiction -- whether two parties, or two principles, like the positive and negative -- are then perceived as necessary for the progressive developments and outcomes of life. Both sides, or rather *all* sides and all varying, even contradictory elements or parties are actually *complementary* to one another in their relationship.

The key to this notion however lays not so much in the subtle connection between the parties or elements, but in our own perspective in viewing this reality. When we are steeped in a deeper consciousness, away from the surface of life, conflicting elements perceived at the surface are experienced as necessary, complementary relationships in the depths. At this level, we perceive the Oneness of Purpose of all the parties or elements -- positive or negative, pleasurable or painful, large or small, -- to maintain the current condition of things, as well as to further their emergence.

At the very *deepest* depths, at the level of our soul and True Self, our mind soars to the spiritual heights, and we perceive not only the utility of all things concerning a matter or party or element, but the inextricable *unity* of each element with every other one; as well as with the Essence and Whole. While perceiving the necessity of all things is an advanced spiritual perspective of existence, perceiving this *Integral Unity* of each thing with every other is an even more profound realization. The Indian spiritual sage Sri Aurobindo tells us that this is ultimate perception of Reality; one he calls the "Vision of Brahman."

How can such a profound view and perspective relate to us practically? Well, if we look around we can see that this perspective can apply to any number of things. E.g. it can apply to two or more sides involved in an argument, or to two or more debating politicians, or to two or more

social development principles, or to two or more nations at war, or to two lovers who are quarrelling, and to other aspects of life where the objects or elements are perceived in contradictory or conflicting terms. The same fundamental subtle rules of existence apply in each: The dualities of are necessary for life's current condition, as well as the further emergence of the whole. Every dual pair serves a purpose in the further emergence of life. Our goal then must be to find our way to the Higher Harmony beyond the duality that enables us and life to move forward.

If we recognize that perceived contradictions are really complements on the way to a higher emergence, then we can continually see possibilities unfolding before us instead of conflict, and thereby take full advantage. Now I can look at the apparent conflict I find myself in, or the adversary who appears to be against me and realize that they actually serve as aids to my own progress, as well as the progress of other related elements and parties. Now that I am able to perceive potential unfoldings I could not envision before, I can take advantage of the situation, taking to right decisions and actions that will bring great benefit.

Thus, when you perceive the true nature of Reality -- in this case seeing contradictions as really being complements -- and then behave and act accordingly, the vast ocean of life opens before you. The infinite possibilities and potentials of life rush in.

### **Seeing Beyond the Contradiction; the Positive & Negative**

One question that then arises is how can we perceive this view of life -- this integral unity of diverse, even conflicting elements -- when every fiber of our being sees things quite differently? Or to put it another way, how can I possibly look at things in opposition in a positive way, when the conflict clearly indicates a negative?

Let's face it; if one feels pain due to a psychological conflict with another, it surely strikes us as negative. There is normally little or no consideration of the non-dual nature of Reality; that everything is interconnected and intertwined, including opposites in dual pairs. It is just not how we normally experience life.

And yet, as we move away from the surface of life, to a deeper poise within, the sharp divisions we make between things – such as between positive and negative, or me and my adversary -- begin to soften and disappear; replaced by a more unified perception of life's conditions. In place of division and conflict, we begin to see commonality and purposefulness in relationships amongst people, parties, places, and things.

Take an example from history. If one were e.g. to look at World War II, one would be inclined to say that the Axis nations were negative, even Evil, with a capital E, and the Allies were positive, even Good, again with a capital G. But the truth is that the perceived negative axis nations might not have ever come to power if it weren't for the previous ignorant and false actions of the allies. In other words, it was not a black and white situation. That in fact the positive side served to accentuate the negative.

In the film *Judgment and Nuremberg* the actor Maximilian Schell plays the part of advocate Hans Rolfe, who is defending the German judges on trial after WWII. At one point, he pleads that it is not just the Germans who were guilty of supporting the atrocities of the Nazis, but the American big business interests too supported the Fuhrer as he rose to power. So too was the Vatican, who embraced Hitler when he first ascended to the chancellorship.

In this way we see that Life is not so simply Good and Evil, positive and negative, et al. There is no question that the greater darkness, or negativity, or evil may lie on one side; we can call it evil if we wish, but it takes “two to tango” as they say in America. There is a complementary relationship between sides; an inextricable connection since there is a blend between good and weevil; shades of gray that tie us all together.

This is one argument that negative and positive, or any group of conflicting elements relative to a given whole, is not served well by making simple-minded, sharp demarcations. However, we can go a step further and say that there is a *necessity* for the negative, the bad, the painful, etc. in the makeup and unfolding of life. We can see e.g. that because of WWII -- which we consider a great negative -- *many positives* came about! A United Nations came to be, a closer alliance of nations

throughout the world came to be, the loosening and disintegration of colonial empires was brought about, a nascent global economic system of integration was born, the West was pulled out of its economic depression and malaise, and a host of other benefits came into being. The peoples of the world were so appalled by the war; by all of the elements that enabled it, that they rapidly moved towards new forms cooperation, integration, harmony of purpose that were never there before; never even possible before; which brought about further growth, development, and progress in the world.

Is this not unlike the child who ventured out to embrace his newfound prosperity, spurred on by his previously miserable condition? Though we would like to say he went from negative conditions to positive resolution, we can also say that the negative enabled the positive. Because of the suffering he experienced in his poverty, and the pain of leaving his family to discover a better world, he and his family rose to a whole new level of accomplishment and success in life that would have virtually been impossible beforehand. The negative was therefore necessary for his and his family's great progress and success. Even in our own lives if we were to examine them closely we will find that the negative was not only the great spur to our progress, but was necessary for it, as there seemed to be no other way for it to happen given our capacity and wherewithal.

We tend to look at the world from the standpoint of good and evil, positive and negative, and other contradictions from a lesser level of awareness and consciousness. There we miss the deeper purposes that are unfolding, the profound opportunities that are growing out of the current conflict, duality, and contradiction. And yet when we move to a highest consciousness – whether through the silencing of our mind, by being less reactive to outer conditions, by being more self-giving towards others and less selfish, by controlling and shedding our ego, and by discovering the spirit, we begin to perceive the truer nature of the unfolding of events and circumstances. In that way, we are able to be *proactive*, and *lead* life, by better understanding the truth of things, and taking to those decisions and actions that are best for our way forward.



## THE HIDDEN PATTERNS OF LIFE

There are subtle patterns of life that go unnoticed, and which defy our normal perceptions of logic, cause and effect, and space and time. Understanding these hidden patterns not only enables us to see the world in a different way, but gives us the insight to perceive the truths that are unfolding in the atmosphere around us. From that poise, we can know the true truth of the reality unfolding around us, giving us one leg up on the world so that we can make the right decisions that invariably will lead to infinitely successful results. In other words, perceiving the subtle workings of life can lead to great accomplishment, success, and happiness in life.

We'll cover a variety of these subtle hidden patterns in life in the following discussion. We'll begin with that most fundamental aspect of life, the simple *act*.

### Introduction to Acts

The master word of life is an act. When we function in the world, we do so through the individual acts we perform. Thus, the act is the fundamental unit of life, much the same way that the atom or molecule are the fundamental units of matter. In fact, an act is a microcosm of the universe; i.e. the universe in miniature. All the forces and factors that exert their influence in life in the universe are represented at the level of the individual act, and reveal their characteristic role at that level. This is particularly relevant when we consider our ability to accomplish in life.

There are a series of principles of life that directly relate to acts, the most general of which is that is that the timing, sequence, quality and intensity of an act influences its outcome. Acts that lack any of these qualities fail to produce results, i.e. fail to accomplish. E.g., acts that occur in the wrong sequence, or at the wrong time, or without the necessary intensity will not produce results. On the other hand, acts that are positive in all of these criteria have a very strong propensity for accomplishment. Now let us examine some of the more specific principles of acts, many of which will defy our normal views of what is probable and logical, overcoming our limited views of cause and effect, and space and time.

## Acts Repeat

The first principle we present about acts -- and an extraordinary one at that -- is that they tend to repeat. The greater the intensity of the force and the more times it repeats, the greater its capacity for further repetition. The quality and intensity of the force express in each subsequent repetition of the act. Here's are several example of a repetition of an act.

In Jane Austin's *Pride and Prejudice* Darcy's initial refusal to dance with Eliza at the Meryton dance repeats as Eliza's initial refusal to dance with Darcy when he asks her during her stay at Netherfield Hall.

"One day I was watching a TV program. In the middle of the show, I received a phone call from a friend of mine. While listening to my friend I sensed that there was some connection between her and the program I was just watching. Months passed, and I found myself watching a rerun of this same program. What was incredible was that I noticed that I received a call from this same friend at the exact same moment I was watching the identical scene on television from that person. There was more to it, however. I noticed that my friend on the phone was having problems with an individual who had the exact same rather complex Asian name as the person on the show."

As we begin to see how acts repeat in our lives -- defying our normal perceptions of how life unfolds -- we can begin to benefit from our



observations. E.g., we can learn to perceive when to take, or not take, actions based on a previous occurrence of the act. That is, if you know the pattern of a repetition of an act, especially a negative one, you can overcome its ability to repeat in the future. So if a man who becomes ill every five years, can note its frequency, assume that the illness is likely to repeat in another years, and take precautions to prevent its reoccurrence when the next iteration rolls around. He can say, "Ah here it is coming on again. I am over-stressed again in this cycle, which is what ordinarily brings on the repetition. I will take actions to prevent such reoccurrence." Now as a result of perceiving the coming repetition, this individual has changed the course of his life.

Consider one other real life experience, where an individual saw a repetition of an act that expressed negatively, and then was able to avoid it the second time, i.e. when it would have normally repeated:

A computer consultant worked on a consulting project for a number of hours and days only to find out that he could not do the project because of his limiting skills. It was clear from the onset that he might not be able to do it. In fact, as it turned out he was unable to do it for the client, honestly explained it to the client, who were grateful of his honesty, and had now found a company who could do it. On the other hand, the consultant wasted a lot of time. As it turned out the project was later completed by the other consulting company in fine order. A few months later, the consultant was asked if he could help the same client with another project. Again, it was an area just out of his expertise, even though he had had a little experience with the program many years before. This time, remembering that acts repeat, he knew that he would likely be wasting a lot of time if he were to take it on. He firmly decided not to take on the project because of the likelihood that the current situation was likely to be a repetition of the same situation that happened initially.

Thus from pattern recognition of the repetition of acts one has the insight to change, i.e. to negate or reinforce, the future. It is a miracle of insight into the workings of life, including understandings of the true, subtle nature of space of time. If we are conscious, we will be able to recognize the patterns; if we are not, the likelihood of seeing the patterns

and reversing them is very limited. In summary then there are at least two ways to prevent a repetition. The first is an action or will on our part related to the act that is more powerful than the force that wants to repeat. The other is our recognition of the pattern in the first place, which has the power to cancel the next iteration. In other words, we can be aware of life's patterns of repetitions of acts, and then we can consciously control the next repetition. We have that conscious power in life.

### **Instead of Repeating, Acts Reverse**

As each act is a force, it has a tendency to repeat. However, when the force of the act is insufficient for repetition or meets an obstacle that prevents it from accomplishing in a particular direction, the energy of the act may *reverse course* and express in a direction *opposite* to the original act.

Examples:

-In *Pride and Prejudice*, Eliza facetiously asks Collins whether it would be appropriate for him to attend the Netherfield ball. Her intention is to discourage him from attending. He responds by asking her for the first two dances, which she had hoped to reserve for Wickham. "Her liveliness had never been worse timed." Her clever comment is insufficient to discourage Collins who sees the dance as an opportunity to promote his courtship with her, so it provides him with an unexpected opening to further his plan. Her cleverness backfires.

-In *Pride and Prejudice*, Darcy conceals Jane's presence in London from Bingley. At Rosings, Fitzwilliam unintentionally reveals to Eliza Darcy's interference between Jane and Bingley. The original act of intentional concealment gets reversed as an act of unintentional disclosure.

### **Initial Occurrence Portents Repetitions, Final Outcome**

A related phenomenon we have experienced is how the *initial* occurrence of an event is often an indicator of how that thing will end up in the end. Here's an example:

A company could not afford to pay a trainer a reasonable fee in the beginning of their relationship. The trainer, though not completely happy with the arrangement, accepted the fee, continued to work with the company, and eventually begin to receive higher fees through hard work. At the end of the relationship, however, the training company went through some problems, and had to cut the trainer's income back to the original lower level. Despite changes along the way, the initial occurrence indicated the final outcome.

Here's another example where the initial occurrence portended the final outcome:

A man was eager to have a first meeting with the owners of a small company. He spoke to one of the principles who gave him directions to get to the location. When he arrived in the general vicinity of the business, he got lost based on the directions or perhaps on his own lack of following the directions. He went round and round in circles for twenty minutes. This really upset him since this meeting was one of the key turning points in the young man's life.

Finally, he found the place, and had a good meeting. As a result of the meeting, he established a relationship with the company. A few years later, he established his own company a distributor of the products of the other company. After an initial few years of success, his company faltered, and in a few years ended in bankruptcy.

Finally, here's one other dramatic example where the nature of the result of a work can be seen in the first step:

A consultant was on his way to meet with a Fortune 500 company for the first time to discuss the organization of its accounting systems. He was to meet with his contact, and then meet with the client. Just after he parked his car in a downtown garage, he heard and saw a huge explosion that turned into a fireball 10 stories high just one block from the client's office building! It startled him and many on the street. A moment later he found out that the explosion was part of a Hollywood movie stunt, and therefore did no harm. Still he was shaking when he arrived at the client.

Knowing that an event such as this could be a sign of other things, he asked his contact after the meeting if there were things he should know about that were going on behind the scenes between the contact and the client. The contact then admitted that in fact things had gotten bad with the client; that he was in the process of losing the account, and he had hoped that the consultant's involvement could improve the situation. In the end, the consultant never got the work. Somehow, given the events of the day (i.e. the explosion), he was not surprised. (*Update* Months later, another situation involved a client in a nearby location, which turned out also to be troubled and also did not work out.)

### *Coincidence?*

These are examples of one interesting life law. There are many other interesting generally unseen laws of life. We say that these seemingly logic-defying happenings are random occurrences, or that they are "chance" or "coincidence." Our own observations and experiences have been the opposite. We believe that these are in fact hidden laws of life, including these phenomena of cycles and repetitions that occur with great precision and regularity. What is responsible for these cycles and phenomenon of life remains a mystery, but the fact that they occur is a certainty.

Most importantly, we can learn from these occurrences. By observing life closely we can gain clues to help us make decisions on what to do (or not to do), or how to respond to a person or events. In other words, this "inner" knowledge, if applied correctly, can help us achieve and succeed at higher levels in life.

### **Predecessor Events Indicate Main Event**

Another fascinating phenomenon of life is that anything good or bad that is going to happen to you is already indicated by something that occurred earlier to you. E.g., the day before a woman gets terrible news that her sister has eloped with a scoundrel in the military, she was deeply

bothered when hearing that the scoundrel's military outfit may have left town. In this way, the previous day's occurrence is a predecessor of the major event that is to follow.

You can study any work of fiction and see how any major event was foreshadowed by circumstance earlier. It is also absolutely true for the real world as well. It is a major rule of the working of life, and there are no exceptions!

If we are vigilant, we can thus see the signs of major coming events. Also, if we can learn to avoid negative situations in the first place that might be forerunners of the successor event. We can even use spiritual means to overcome the successor event if we can identify our negative behavior or action in the first place and offer it to the Divine.

#### *One's Speech Indicates Coming Event*

A corollary of this phenomenon of predecessor to main events is that whatever you speak in one moment announces in some fashion what is to come in the next moment. This is especially and most obviously true when you feel or express something negative.

A woman in a somewhat negative tone suggested to another that her mother doesn't like exuberant children, and therefore spends the day upstairs. After expressing this, she reads a letter indicating a negative elopement with one of those children her mother liked to avoid.

The lesson? Be careful of your negative tone; you might be attracting sudden negative fortune your way.

### **Simultaneity**

A related phenomenon we have witnessed is that acts and events that occur *at the same time* are related, no matter how disconnected they appear on the surface. In fact, the relation sometimes reveals itself later on as a physical connection between people or events.

A consultant was working with his client to develop a software program. While discussing its distribution and marketing, an affiliate partner of the client called the client, at which point the client explained to the affiliate of the client about the work the consultant was doing on the new software program. The affiliate didn't know about the program. A number of months later when the marketing of the program came up again at the location of the client, the affiliate of the client was there too. This was remarkable since the consultant was rarely at the client's location; nor the affiliate. Yet there they were all discussing the marketing of the product, just as the initial phone call occurrence.

Whenever acts and events occur at the same time, no matter how far apart, or how seemingly unrelated on the surface, they are related at a level of life, which will often later show itself at some physical level. In addition, this phenomenon often represents a psychological parallel between the thoughts or attitudes of different people who are involved.

A man received an email from a friend, at the same time that an order came in from a client. These were the only two emails. It turns out that the client's organization had the same ethical and spiritual interests as the friend's.

So the next time you see a number of things that happen *at the same time*, not the relationship between the people and the circumstance under which it occurs. It is likely to repeat sometime in the future, perhaps as a physical connection amongst the people as it relates to the same area.



## INNER STRATEGIES THAT ATTRACT SUCCESS

Ordinarily, when we think of "success," we envision a solid level of achievement that occurs over an extended period of time. Never does it occur to us that success can occur *instantaneously*, and even *infinitely* -- contradicting our ordinary notions of what is logical and possible.

Such instantaneous vast results can occur when we shift our consciousness to the positive. When we overcome our limiting behaviors, attitudes, and beliefs, life outside ourselves tends to respond with sudden good fortune. Such wondrous occurrences are instances of what I call "Life Response." With that in mind, here are several strategies to help you attract sudden and abundant success and happiness in life.

### **Accept the Given: That Which Life Puts Before You**

Life is constantly putting situations before us that we can accept, neglect, or reject. If we accept and take up these givens of life, sudden good fortune can come our way. For example, when a salesperson overcame his reluctance and accepted a request to work a second consecutive weekend shift on his job, he *instantly* attracted the biggest sales of his life. Likewise, when an executive overcame his reluctance to accept his role as head of the company, the firm suddenly blossomed thereafter.

*Action Plan:* Consider which aspects of your life you've been reluctant to embrace. Once you understand the cause, make the concerted effort to overcome your reluctance or hesitation. Watch life suddenly and abundantly respond thereafter!

## Reverse Your Wanting Attitudes

The majority of the problems we encounter in life originate in our wanting attitudes. However, if we reverse ourselves and make them positive, life can suddenly and abundantly respond. For example, one woman gave up her ill will toward her co-workers, and suddenly attracted a full-time job position -- her first in nearly a decade of trying.

*Action Plan:* Consider the negative attitudes you have towards others, and towards life itself. (Examples are dishonesty, ill will, disrespect, callousness, arrogance, intolerance, suspicion, obsequiousness, indifference, reluctance, low self-esteem, pessimism, impracticality, irresponsibility, pridefulness, laziness, and procrastination.) Then make a concerted effort to overcome one or two of the most problematic ones. When you do so, the infinite potentials of life will rush to your doorstep!

## Make the Full Effort

We normally believe that putting out a certain amount of physical effort will produce a commensurate result. Though, this is of course true, there is also another perspective. It is that if we give in to life and make the necessary *full effort* -- expending *all* of our energies -- life will take over and complete the work in no time. For example, when a consultant overcame his hesitation and fully took up a difficult and challenging work, he realized half way through that the remainder had already been completed! There is yet another dimension to making a full, determined effort. Whenever you work hard, more work, more money, and new opportunities are likely to fly your way in the days that follow -- often arriving from the most unexpected sources.

*Action Plan:* As situations arise, consider where you can make a greater effort. Then take up that work in full. Thereafter, notice if life supports your effort with sudden good fortune.



## Increase Your Psychological Strength

Inner, psychological strength is an important determining factor in your ability to succeed in life. We have seen that those who are strong, succeed; while those who are weak, fall back or fail. We have also noticed that if you make the effort to exercise strength in areas where you have demonstrated weakness in the past, life can suddenly and abundantly respond. For example, one man moved from weakness to strength by bringing up an important issue with a business partner that he was previously reluctant to raise. As a result, not only did he resolve that particular problem, but a six-month neck ache *instantly* disappeared!

*Action Plan:* Think about ways you have been, or are currently expressing psychological weakness in your work, in your relationships, or in other areas of your life. Consider what was, or is at the root of the problem. Now come up with a plan to exercise your strength, and then carry it out. Watch as life responds miraculously thereafter!

## Increase Your Level of Organization

At first glance, “organization” does not seem like a very exciting topic for discussion. However, our own experience is that there is *no faster way* to attract success than by adopting a higher level of organization in life. There are a number of ways to organize yourself -- through higher levels of cleanliness and orderliness, by further systemizing your accounts and records, by organizing your time through a to do list and calendar, and even by organizing your thoughts, ideas, and concepts for greater logic and clarity. Such efforts at higher organization have a tendency to attract sudden good fortune. One man went through his accounting books, and out of nowhere received a check for \$5000. A consultant cleaned his filthy refrigerator and suddenly received months’ worth of consulting work when just earlier there was no work in sight. Similarly, a business owner cleaned his stocks of slow-selling inventory, suddenly attracting a buyer who not only purchased the slow selling stocks, but six months’ worth of additional orders!

*Action Plan:* Consider various areas of life where you can raise your level of organization, and develop a plan for improvement. Then make the full

effort to carry out your plan. Watch life suddenly and abundantly respond from all directions!

## **Increase Your Knowledge & Skills**

In an ever more complex, technology-driven society, it is important to have the highest levels of knowledge and skills. Raising either will not only increase your capacity for success in your work, but the effort itself can attract sudden good fortune. For example, one consultant made the effort to learn a new software program in order to upgrade his professional skills, and suddenly attracted a contract consisting of months' worth of high-paying work.

*Action Plan:* Consider the critical skills that you lack in work or other areas of your life -- including the technical skills required of your job; as well as interpersonal skills, such as listening, writing, presenting, communicating, capacity to work through problems, decision making, and so forth. Then develop a plan to upgrade them, and carry it out. Watch as opportunities open up for you from the most unexpected quarters!

## **Take Responsibility in Life**

Throughout our lives, we are confronted by situations and circumstances that challenge our sensibilities. It is how we respond to these challenges that often determine whether or not we truly achieve in life. Those who take responsibility accomplish and grow as people. Those who blame others, or otherwise ignore the symptoms, achieve less and stagnate. For example, a man realized that his arrogance and pride were responsible for the negative situations that were occurring in his life. When he made a conscious decision and effort to change those qualities, life brought him two magnificent responses from life.

*One Step Further:* Having said this, there is an even higher form of responsibility available to us. By moving to a deeper level of consciousness, we can begin to perceive that everything occurring around us -- including the negative situations and circumstances that come our way -- are a direct reflection of our own inner condition. If we then "take responsibility" in such situations by discovering and then reversing the corresponding

negative elements in our selves – i.e. in our false actions and behaviors, and in our limited attitudes, opinions, and beliefs -- life outside us can suddenly respond with great fortune.

## **Give Objects, People Greater Attention**

Everything in life -- including people, objects, stocks of inventory, and money -- respond positively to attention. For example, one manager decided to give his staff more attention by training each of them on a new physical skill. That effort not only energized his people, but caused the machinery they were working on to suddenly operate at double their rated capacity! In addition, for no apparent reason, there was suddenly a tripling of sales for their products!

*Action Plan:* Consider which individuals and what objects around you require more attention, and then come up with a plan for improvement. When you implement your plan, not only will the objects of your attention blossom before your eyes, but the infinite potentials of life can suddenly rush to your doorstep.

## **Grow by Giving**

The happiest people have one characteristic in common — they are continually giving of themselves. While most of us are fully absorbed in our daily concerns and routines -- driven by our own needs, desires, and ambitions -- the happiest of people literally lose themselves in the feelings, thoughts, and aspirations of others. For example, one man noticed that whenever he went shopping, and shifted from his own concerns to those of the person he was with, everything began to flow perfectly thereafter. Likewise, a stingy individual noticed that whenever he loosened up and spent money on others, shortly thereafter good fortune would come his way -- often in the form of inflow of money exactly equal to the amount he had just spent!

*Action Plan:* Try a little experiment. The next time you meet with someone, immediately put yourself in that person's shoes -- concerning yourself only with what is on their mind. Listen carefully to their thoughts and feelings, showing genuine interest. Also, make the effort to control your own

opinions. Make the effort to embrace the other person's point of view -- even if it differs substantially from your own. You will notice thereafter that the other person has become energized, animated, and involved. You may also notice how unthought of points of view, or fresh perspectives are raised in the conversation. (They may in fact turn out to be more interesting and beneficial to you than anything that might have been on your own mind.) Shifting your focus to the concerns of others has this extraordinary capacity to attract freshness and wonder.

## **Apply Personal Values in Your Life**

A value is a belief, a mission, or a philosophy that is meaningful to you. Values can range from the commonplace, such as the belief in hard work, self-reliance, and punctuality, to more psychological values, such as concern for others, and harmony of purpose. Other examples of personal values are openness, tolerance, honesty, loyalty, perfection in work, respect for the individual, and family feeling. Applying personal values in the details of our daily lives generates a great power for success and happiness. For example, a woman in college was about to take a test for admission to a company. Her fellow students knew the answers in advance -- thereby substantially reducing her chances for admittance. However, she decided not to get the answers because she valued honesty. As it turned out, when the day of the test arrived, the class was cancelled. Not only that, but she was later accepted at that very same company -- a result that came to her as a complete surprise! Applying personal values not only has the magnificent power to ennoble and uplift life, but can also evoke marvelous responses from life as well.

*Action Plan:* Think about two or three important personal values that have shaped your life. Now develop several strategies to *recommit* to them. Or, come up with one or two *new* values, and fully implement them in each of your most critical daily activities. From that point on, life will continually be fresh, and filled with meaning and wonder.

## **Follow the Process of Growth and Accomplishment**

Normally, when we make progress, it is a result of our response to the pressures and challenges of life. This is for the most part an *unconscious*

form of growth. *Conscious* growth, on the other hand, takes place when we self-conceive that which we want to become. We consciously grow when we *aspire* to accomplish something, *organize* the details of our vision, and then *carry it out* until our vision becomes a living reality. This is, in essence, the process of growth and accomplishment -- the most direct and powerful approach for bringing about long-lasting success and happiness in life.

*Action Plan:* Consider taking up a new opportunity, or developing a new skill, or making a major change in your career, or adopting an important personal value in your life. Begin by envisioning what you want to accomplish, and from there establish the major goals to achieve that vision. Then organize the goals into practical strategies and plans of action. When you systematically carry them out -- supported by your highest high skills, your most positive attitudes, and by making the full, persevering effort -- the infinite potentials of life will suddenly open up before you!

## Use the Power of Spirit

Though we can take up any of the above strategies, there are often extenuating circumstances of life that are beyond our control. The net result is that despite our efforts, we may find ourselves short of our goals. However, by utilizing the power of Spirit, you *can* bring these random conditions under your control -- enabling life to fully cooperate with your efforts at improvement. This can occur by opening to the spiritual Force that is there in the atmosphere before undertaking any activity. For example, an instructor's class was going very poorly in the morning. When he "consecrated" the remaining afternoon session by opening to the Force, every conceivable thing went right thereafter. Not only did every aspect of life seem to cooperate with his efforts, but there was also a palpable peace felt in the room throughout the remainder of the day.

*Action Plan:* Before you undertake any major activity, open yourself to the Force. Ask that its Light and Power come into the work or activity you are about to embark on. Later on, when you consider the progress you have made, you are likely to be astonished at the wondrous results that came your way. That is indicative of the vast power of the Spirit in our lives.





## ATTRACT MONEY INTO YOUR LIFE

Money is a force. It is a concentrated symbol of energy and power in life. Like all forces in the universe, money obeys certain universal laws or principles. By understanding those laws and acting appropriately, we gain a great power over money, enabling wealth and prosperity to come our way.

Most of us are aware of the importance of hard work, determination, and drive to attract money. However, there are also other, more hidden and subtle ways to attract money, wealth, and prosperity. When followed, these methods have a tendency to *instantly* attract money from seemingly out of nowhere, defying our normal notions of cause and effect, and what is logical and possible. Such sudden and abundant results are indications of the wondrous phenomenon of "life response" at work.

### Attention

It is a basic law of life that everything -- whether it is a physical object or a human being -- responds to greater attention. Money is no exception. The best way to give attention to money is to account for it accurately and in a timely manner. Keeping precise and up-to-date accounts of money is a powerful mechanism for suddenly attracting more of it.

-One small business owner balanced eight months of back bank statements in a weekend, and received \$5000 from nowhere the next day.

-An individual noticed that an idle machine had become run-down, so he decided to clean and fix it. Within a few days, a new work

project suddenly sprung up where this very machine was required. The project, using that machine, became a huge new source of income for the business.

## **Circulation**

Like any force, money needs to move freely in order to sustain itself. Holding back on paying, or otherwise hoarding money, prevents the free flow of energy, and thus the free flow of money. For example, we have seen a number of instances where individuals were unwilling to pay the bills they owed until they first received payments of money due to them. Reversing such an attitude can bring a sudden abundant positive response from life.

A programmer, who had little cash on hand, was unwilling to write out checks for current bills due until he received money owed him from his clients. He had been waiting for a number of days for this payment to come in. He then reversed his attitude, and went ahead and wrote out the checks for the money he owed anyway. When he went to pick up his mail ten minutes later, he was surprised to discover the check he had yearned for in his mailbox.

We have also seen instances where individuals were unwilling to spend their current funds for important necessities. Even when they had plenty of cash on hand, they hoarded it, often because of some unfounded fear. When they reversed themselves, life responded in extraordinary ways.

-A web site owner was hesitant to upgrade to a better web site because of the added expense, even though he had the required funds. The web host provider had suggested the better site a number of times in the past. When the web site owner finally overcame his reluctance to spend, he discovered to his surprise that the web host provider had suddenly, the day before begun offering this better, higher-priced site, at a cost virtually the same as his current site!



-There was a man who was hesitant to spend money on a deserving friend. When he changed his position and did so, he saw that money came back to him in the exact amount he had spent on his friend!

If you give up such attitudes and let money circulate, energy will flow, and life will reward you with good fortune, including the constant flow of money in your direction. This is proof of the subtle principle of "inner-outer correspondence"; i.e. life reflects on the outside your psychological condition inside within yourself. If you make your feelings or attitudes more positive, such as overcoming an unwillingness to pay a bill or the hoarding of money, life on the outside will respond positively to you in kind.

### **Long-term Debt Owed**

Very often, those who suffer from money problems have borrowed in the past and have forgotten to repay, even when they had the opportunity to do so.

One individual owed a friend money for over twenty years. An instance after he committed to paying off the old debt, he received news that he had been offered a better place to live, after having lived in the same cramped apartment for over twenty years! In addition, he experienced a sudden surge in his workload, which included higher-paying type work.

We see from this example how *very important* it is that you pay off old outstanding debts. Not doing so may very well prevent you from ever moving beyond your current situation.

### **Sums Owed to You**

It is also important to collect all money owed to you, including the minutest of sums. If you do so, money will suddenly come to you from all directions.

-An individual understood that one should not neglect collecting even the smallest amount owed to one. He then decided to practice it CONSCIOUSLY, and see for himself what would happen. So he collected even the smallest amounts due to him from others (such as 10 cents and 20 cents!). After he successfully collected on these, in the following few days he received Rs.300,000 (\$7,500) for various receipts coming from unexpected sources.

-An individual had exhausted his bank account. He was in desperate straits. He remembered that if you collect every penny still due to you, money can come. He then contacted the sole debt he had on his books, which went back nearly six years! He contacted that person to secure the payment. The next morning he received a most unexpected purchase and payment from another source that instantly resolved his quandary.

## **Taking Care of Neglected Duties**

There are circumstances where money will not come your way until you take care of neglected areas of your life. Once you give those areas the attention they deserve, money or other good fortune can instantaneously come your way.

A payment for new services rendered was anticipated by a software company, but got delayed for various technical reasons. The individual in charge remembered that several older clients had still not sent their payment. He had neglected to stay on top of that matter. Now with the current situation of the new potential client, he felt there was a correlation between the receivables he neglected to keep up on and the new payment that was having technical problems coming in. Thus, he immediately contacted both of the older clients that owed receivables to find out their latest status. Instantly, thereafter (literally within seconds of hanging up on the phone with the older clients) the money for the new client properly cleared and came in.

## **Forget Money Issues; Focus on the Work at Hand**

Though we attract money when we give it more attention, especially when it is being neglected, there are situations where we can give so much attention to money that we worsen the situation, causing life to keep it at bay.

One man was having trouble collecting money from a client. He was unable to get a clear direction on when he would get paid. Though he sent another note to the client about the money situation, this time he decided to remove all thought about the issue; not letting his emotions control his day. In fact, he dove into his work; even taking care of things he had neglected. When he checked his email, he had all but forgotten the money owed. Yet, there was a message in his Inbox from the client telling him that the money was now on the way.

Just as focusing on an illness can increase it, so there are times where our emotions are so focused on it, that we cause the problem to be exacerbated, such as it further getting delayed or otherwise preventing its arrival. If our emotions are too caught up in obtaining money, it is often best to withdraw all such feelings and get with our duties.

## **Cleanliness, Orderliness**

Perhaps the simplest and most dramatic way to attract money is to raise your level of physical cleanliness at home or at work. Many individuals and businesses have followed this practice, and seen money suddenly rush in from all sides, often from the most unlikely sources!

-An instructor had not been contacted for new work for weeks, and was in desperate straits. He decided to apply the principle of higher cleanliness. His apartment was normally clean, but he wanted to take cleanliness a step further. So he decided to clean his refrigerator; something he was ordinarily reluctant to do. At the exact moment he finished putting the foodstuffs back into the refrigerator after the cleaning, he heard a message on his answering machine from his

training company offering him *abundant* new work. The response from life was instantaneous to the completion of the cleaning!

-A consultant suggested that before he made any business recommendations to his client that they immediately clean up their showroom and backyard area. Time passed. The next time the consultant visited the company, he learned that there had been an unexpected sudden surge in new orders. This came just after the company implemented the consultant's advice about cleanliness.

We recommend that anyone looking to attract more money take up this strategy *immediately*. There is no faster way to attract positive good fortune -- including fresh new sources of money -- than by raising the level of cleanliness and orderliness.

## **Wasting, Squandering Funds**

One of the best strategies for keeping a sure flow of funds is to avoid wasting money. Those who squander away funds or pay exorbitant amounts for things that can be purchased more cheaply will repel the arrival of more funds. However, if you discover what it is that you waste your money on, and overcome that habit life is likely to quickly respond with instances of good fortune.

## **Soft Speech**

One surprising way to attract money is to control our speech. Speech is an expression of our life energy. Unfortunately, we expend a tremendous amount of nervous energy in our verbal communications; much more than is necessary to convey our thoughts. It turns out that one of the most powerful ways to attract wealth and prosperity is to reduce the volume of one's speech.

A 39-year-old wealthy American businessperson lost all 60 of his employees, and was prepared to file bankruptcy. At a relative's suggestion, he and his wife practiced the psychological and spiritual

disciplines of greater attention to things, higher levels of cleanliness, bringing about greater higher harmony amongst the individuals, *and* soft speech. Two years later, he was in a financial position to retire for life.

When we follow the method of soft speech, or when we reduce the quantity of the words we express in our speech, we bring our own life energies under control, which create the condition for great fortune to come our way.

### **Changing an Attitude**

A feeling or attitude is also an expression of life energy. Positive attitudes attract energy and money; negative attitudes do the opposite. If you overcome a negative attitude -- such as an unwillingness or reluctance to do something, or the harboring of bad will towards another -- new, fresh energies are released, which subtly move out into the world, returning as positive good fortune, including attraction of money.

-The president of a software company was fretting about a contract he was negotiating with a client. He felt he was being pushed too hard, which raised negative feelings in him toward certain individuals at the client company. At one point, he realized that having this attitude was not helpful, so he immediately tried to block out these thoughts and feelings. Moments later, he received a check in the mail from another client for a large sum of money. It turned out to be a payment for invoice that was six months overdue; the longest overdue the company ever had.

-A man changed his attitude about working weekends at a computer store. During his employment at the store, he had been at the low end of sales amongst the dozen or two salesperson working at the mini-chain. After thinking about the situation, he changed his attitude, as he saw the benefit of working on weekends. When he opened the store that Saturday, a man walked in and made a huge purchase from the salesperson, enabling him to establish the highest one-month sales of anyone in the history of the four-store franchise.

As a result, he also had the highest one-month income he ever had in his life.

## **Dependence on Others**

We always hold the power to determine our own destiny. Likewise, the real power to attract money comes from our own self-reliance, determination, and will; not from any dependence on another's help and support. The power to attract money comes from the psychological viewpoint that I am the ultimate determinant of my fate. If this is the case, then consider if you are dependent on others for funds, or similar forms of help, and change your position from one of dependence to self-dependency. Wealth and prosperity will move in your direction.

## **Generosity**

Whenever you shift your perspective from yourself to others, energy increases, and conditions for success reveal themselves in the form of sudden and abundant positive life responses. This includes a movement on your part away from stinginess and tightfistedness, and towards generosity. Even the smallest movement in that direction can attract sudden good fortune coming your way, including the attraction of more money.

A somewhat tightfisted man decided to pay for the trip of his friend, who was in a little bit of financial straits. It was something he would not ordinarily do. The next day he received an unexpected payment for an invoice that he did not expect to arrive for quite a while.

(In this event, he perceived the correlation between the overcoming of his tightness and the corresponding positive response from life. In addition, he also noted the trend that the amount he would generously give another was almost precisely equal to the amount that suddenly came back to him thereafter!)

*Goodwill and Generosity Too* -- A related way to attract sudden good fortune is to feel goodwill and gratitude towards others. One individual inwardly sent goodwill and gratitude to various clients and friends. Soon thereafter, there was an *avalanche* of good news from them in terms of sales, money, and other forms of good fortune.

### **Focusing on, Giving Attention to the Work at Hand**

We have often seen that if you focus yourself on the work at hand, i.e. what life is presenting you, rather than on the work that you would like to be doing, additional work, including fresh sources of money will fly in your direction.

An instructor taught a wide variety of software applications in his classes. One day he decided to shift his attitude from indifference to one of real concern and interest in that day's *database* class. Soon into the session, he noticed that the class was very upbeat and vibrant, as students were fully engaged in all manner of discussions. Then after the class, he heard from a client whom he had not heard from in years. The client was interested in having him work on a *database* program, which involved the very same topic area as the day's class. The new work was potentially very lucrative.

### **Follow the Process of Accomplishment to Rise to Higher Level in Life**

A great way to attract more money is by developing a plan for improvement in your life. Decide what it is that you really want to achieve, organize the details of your vision, and carry it out with a positive attitude, and with great determination, commitment, and effort. If you follow this process, you are sure to reach your goal; i.e. success, wealth, and prosperity will come your way. Sometimes life will respond and bring you fast results even before you have made an effort. The mere decision to act can attract a response from life.

Following this process is an example of the self-conceptive power of Mind to *lead* our lives, rather than being led by the whims of Nature. To follow this self-directed method of improvement is to follow the fundamental process of growth and accomplishment in life. If having more money, wealth and prosperity is your goal, then following this process from beginning to end will be a full-proof method for achieving that aim.

### **The Ultimate Solution: Using Spirit**

The single most powerful way to attract more money in your life is to use the power of Spirit. If, for example, you open yourself to the Higher Power before commencing an important activity, substantial results -- including more wealth and prosperity -- are likely to quickly and abundantly come your way. Often the results are simply *overwhelming!*

A woman, who was developing a school for children, was considering the price she was willing to pay her friend to do the work. After a discussion, she secured the somewhat lower price that she had hoped for. She then paid that amount so the work could begin. However, shortly thereafter, she reconsidered, and decided to "offer" the entire situation to the Higher Power. A very short time later, the engineer -- out of gratitude for being able to build a school for children -- volunteered to return all of the money he charged!

If you open to the higher spiritual power before starting an event, or when in the midst of a situation, life will respond dramatically in kind. If you also overcome a wanting attitude, life can respond *overwhelmingly*.

**In summary**, we can say that anything that we do that increases energy, attracts money; while anything that we do that depletes or squanders energy blocks money from coming our way.

Giving physical objects, systems, and people more attention, circulating money instead of squandering it, paying off current and old debts instead of ignoring them, focusing on the work at hand instead of the work you



want to do, applying higher levels of cleanliness and orderliness in your home or work, changing a negative attitude towards others or towards life, using soft and reduced speech, being self-reliant and not depending on others for monetary help, moving towards generosity, goodness, and gratitude, and opening to spirit to consecrate an event are all powerful strategies for releasing energy, and attracting abundant money from life.





## A DAY IN THE LIFE OF AN EVOLVING BEING

*[In this little story we describe how one fictional character expresses in the course of a single day a number of the key ideas on personal growth presented at ASCEND Life Mastery System.]*

### A New Dawn

Rosa Sanchez awoke on a beautiful spring morning in the Central Valley of Northern California. After a few moments gazing out the window at the hills in the distance, it dawned on her that that she now has far more energy than she used to have at this time of the day. Normally, it took at least a cup of coffee to get rid of the morning cobwebs.

She wondered what it was exactly that was giving her this new-found energy. She thought about it for a moment, and then began to understand. Well, for one, she'd really been energized and excited by her new job. Just a few months ago, Rosa was struggling to find the right type of job. However, at that time she used the ASCEND Learning system and made a 30-day personal commitment to move to the next level in her life. In one of the ASCEND learning lessons she read about the idea that there was a process of growth that one can follow to take ourselves to the next level of achievement and success in life. She decided to follow this process, focusing on elevating her career to the next level. As a result, life responded with a wonderful new job! In fact, it almost seemed like the position had come to her instead of the other way around!

As she gazed out the window, Rosa wondered what it was that enabled her to acquire this job. What did she do that made life respond to her efforts?

She then recalled that the first thing she did at the time was to use ASCEND to set a 30-day goal to acquire a number of new skills in the areas of business and project management. When she executed that objective, it really energized her.

Then after when she *fully committed* to finding a good position in that field while also making the inner effort to overcome her reluctance to aggressively seek work - - both tracked through ASCEND's Life Planning system -- everything started going right. Life suddenly started moving towards her as work offers began to arrive from seemingly out of nowhere. In fact, Rosa received solicitations for work from organizations she hadn't even made an effort to contact!

This response to her efforts -- including the actual job she secured -- gave Rosa an enormous boost. No wonder she felt so energized on this beautiful spring morning! Adding to this was the fact that she had dramatically reduced her carbohydrate intake, lost twenty pounds, updated her wardrobe to match, and looked great. Rosa was operating at full throttle!

Now compelled to meet the new day, Rosa turned away from the window, showered, dressed herself in one of her new outfits, and set off to work.

### **A New Attitudes at Work**

When she arrived at her job that morning at IntegralNet, she noticed her friend Alicia down the hallway, and waved to her. When Rosa first arrived at her new job, she had felt a certain tension with her. There always seemed to be something about Alicia that bothered her.

Fortunately, back at that time, Rosa remembered the idea that if one can overcome such negative feelings towards another, good things can suddenly start happening. In fact, on one particular day last month, Rosa

was really feeling a bit irritated by Alicia, yet somehow managed to catch herself and control her feelings. She was even able to turn her irritation into the smallest amount of good-feeling towards her friend.

On further thought about this incident, Rosa realized that later on that day her boss called her in and told her that she had been named project manager for the company's big product push! That gave Rosa far more responsibility than she ever had in the past. It also placed her in a much higher-level job position, which meant a boost in both her status and her salary. At the time, it was hard for Rosa to equate her change in attitude toward Alicia with the sudden new opportunity that came to her minutes after; but Rosa was now sure there was a direct connection!

Changing an attitude and then experiencing a sudden, miraculous-like "life response" was a phenomenon that Rosa had begun to get used to. She had seen this miracle at work at least a few times in the months she'd been working on the new job. For example, she saw that each time she overcame her irritation, something good would happen -- whether a positive development on a project she was working on, or good news on the home front, and in other areas. Often the response seemed to come out of nowhere, as people she hadn't heard from in years would suddenly call; or someone from half way around the world would offer unsolicited new opportunities for the firm; and in other peculiar ways.

As a result of her new understanding, Rosa made the commitment to overcome *all* such negative attitude and feelings in her life, right down to the *smallest* details of her moment-to-moment existence. She had decided back then that whenever she was bothered or irritated about something or someone, she would catch herself and stop it in its tracks.

Rosa then went a step further. She also made the unusual commitment to consider how such negative feelings related to particular aspects of her life -- such as her childhood conflicts with her father, and the problems she had with boyfriends in the past; both areas she had never really dealt with. This overall daring and brave approach to life enabled Rosa to see her own true nature in a new light, while uncovering several negative qualities in her being that needed scrubbing.

One direct result of this effort of self-improvement was that she was becoming calmer and more balanced in her being. In fact, the other day, when Tom came into her office and as usual carried on a bit too much, she remembered how she was able to get over her irritation, and just go with the flow of things. In fact, in that meeting she reversed her attitude of impatience towards Tom to such a degree that she actually listened to him very attentively; even encouraging him about his ideas on taking their project in a new direction. Instead of pushing him away in irritation, Rosa's new-found calm enabled her to have a relaxed, friendly interaction with Tom, in which new potentials and possibilities of work suddenly revealed themselves. Now, a week later, Rosa recalled how Tom's suggestions in that meeting were absolutely crucial to the eventual success of their project. If she had remained bothered and irritated, she may have never heard Tom's important suggestions, and their wonderful recent success on the project might never have happened.

On reflection, Rosa realized that being calm, balanced, and open to others, devoid of any negative feelings and poor attitudes certainly opened the way to very positive developments in her career and life.

### **Accepting the Givens of Life**

Speaking of which! In the first stages of the project Rosa was presented with tasks that she didn't exactly find to her liking. As a result, she either put them on the back burner or simply ignored them. It was only later on that she realized just how important these tasks were to the outcome of the project's success. Fortunately, as it turned out, at some point after she visited ASCEND Life Mastery System and read about the need to overcome one's reluctances in life. She learned about the fact that life presents us with situations we want to avoid and not deal with; perhaps because of a missing skill, or a lack of confidence, or some other insecurity or fear. She read there that what life presents you is often *more* important than what you would like to happen or do; more critical to life's outcomes than our own wants and preferences.

After seeing how avoiding the givens had put her in a hole in the early part of the project, Rosa became more attentive to, and proactive towards what life presented her, especially in relationship to the project.

Instead of demanding what she wanted and fighting the givens before her, she *embraced* them in full. Most interestingly, she noticed that every time she overcame her reluctance and gave into the demands of the Now, whole *new* possibilities opened before her! Not only did the work go far smoothly than she imagined, but new, positive, and most unexpected developments occurred on the project. Wonderful things she never thought possible just seemed to appear out of nowhere. Once again, she realized that by overcoming a negative attitude, -- in this case her reluctance to embrace the present conditions -- life miraculously responded in kind.

Rosa by now had really been intrigued by these ideas about changing one's attitudes toward others and life, including the importance of embracing what life presented. Now as she looked down the hall at Alicia, she felt a small shiver as she knew that her life was not only different on the outside, but was also quite different on the *inside, within herself*. She now understood that these ideas were far more than abstract concepts, but were practical, hidden truths of life that were having dramatic effects on her life. As a result, Rosa was now beginning to view the world through entirely new eyes.

Most intriguing to Rosa was the concept of how taking certain actions -- like a conscious change in one's attitude or overcoming a reluctance -- triggered miraculous "life responses;" where positive things start suddenly happening from seemingly out of nowhere. Rosa smiled and felt a rush of energy just thinking about her experiences of this phenomenon as she made her way toward her office this bright spring morning.

### **Consecration and a New Opportunity**

When she arrived at her office Rosa sat down on her leather chair, started up her computer, and thought about looking at her email. Then she caught herself, and decided that she would try something different. Instead of clicking on the Connect button on her screen, Rosa paused, and then remembered to "offer" the activity she was about to engage in to the Higher Power.

Rosa had read about the spiritual method of "consecration," and thought why not try it now. So she relaxed, concentrated herself, and then thought in her mind "I offer what I am about to do to the spiritual Force. I have faith in Its action to bring about the very best results." Then she relaxed herself, focused her thoughts on the needs of the present, and continued on with her work.

A moment or two later, she opened her email and noticed the usual assortment of messages. However, on closer examination, she noticed an email from her supervisor. Rosa opened up the message and learned that she had been invited to a high-level management meeting regarding the strategic direction of her division. She was thrilled by this message, knowing that this meant she was now going to be involved in the decision-making process for her entire division!

This was a breakthrough in Rosa's career, and as a result she was ecstatic and overjoyed. Interestingly, she also had the presence of mind to perceive that this astonishing result was another of those little life responses; this time in response to her "offering" of the act of retrieving her email to the Higher Power a moment before. Dazzled and dazed, Rosa once again shook her head in wonder.

Now as her thoughts drifted back to her present situation, she suddenly realized that the meeting was going to start in 30 minutes!

A half hour later Rosa was understandably a little anxious about the meeting; after all she had no real experience in the areas that were to be discussed. However, remembering the earlier "offering up" technique, Rosa once again tried it just before walking in the door for the meeting.

An hour later when she walked out of the conference room, Rosa was amazed at how well the meeting had gone; how clear and understandable everything on the project had become; how amenable everyone was to one another; and perhaps, most significantly, how much she had actually *participated* in the discussion! "I guess this opening to a higher Source method really works after all," she thought to herself as she walked down the hall on the way to the cafeteria. It was another startling, even profound moment in her life.



## Power of Organization

After lunch Rosa returned to her office to work on her big project again. She looked for a file on her computer and had a little trouble finding it. She also looked for her project management software manual and couldn't find that either.

It turns out that Sherri dropped by the office at that very moment, and saw Rosa in a state of confusion. Rosa looked up and said "I can't find anything around here!" Sherri smiled sympathetically at her friend, to which Rosa said sardonically "Sure it's easy for you, you're organized to the hilt! This place is a mess!"

Rosa slumped back into her chair, not knowing where to start. She had to do *something* about the intolerable state of her desk. Fortunately, she then remembered a series of articles at ASCEND where they described different aspects of personal organization. Rosa then immediately wrote herself a note to reread that section when she had the chance. Now after a moment of reflection, Rosa was now committed to changing this aspect of her life as well.

An hour later, Rosa told her two aides that she needed a little quiet time. She then walked down the hall and went to the company's business library. She took a seat at one of the high-speed Internet connected computers and went directly to the key Power of Organization article at ASCEND. The part of the article that really got her attention was the list of determining factors that indicate whether or not one was organized. It included:

--The way we organize physical things around us -- such as our home, our paperwork, our finance, etc.

--The way we manage our time, our schedules, and our work

--How systematized certain aspects of our lives are -- such as having systems for our finances, schedules, appointments, and to dos.

She wrote them down on her highly visible yellow notepad with the understanding that she was going to come up with a plan to right this wrong in her life. When Rosa then lifted her head up a moment later, she saw Tom of all people standing right in front of her. He then told Rosa that he found out she was in the library and so he decided to come over and tell her the good news. "What good news?" Rosa asked. Tom then relayed the fact that the first phase of the project had been completed; three days ahead of schedule! He explained that the programming work had gone much faster than expected. Rosa was clearly elated by the news!

Then a little voice in the back of her mind reminded her that she had just made a commitment to better organize herself. "Yes, I remember," she thought, "the ASCEND site said that if you change an attitude or make a commitment for improvement, such as I just did to better organize myself, life suddenly responds in kind." This news about the early completion of the first phase of the project certainly seemed like an instant life response to her decision to better organize her life. She then realized that even before she actually made the actual effort to better organize herself she got the response. I.e. just the desire to improve one's self can bring about the life response result. It was another "wow" moment for Rosa; only a few minutes after the previous ones!

### **A New Way of Living**

A while later Rosa returned to her daily job chores. She was so energized by the turn of event of the day that at one point she began to softly sing to herself. Then a moment later she quickly got up from her chair, but *whap!*, she banged her leg into the corner of the table. Her first reaction was an expression of pain, followed by a fear that she had done something serious to her leg. However, she caught herself, stayed calm, and pushed the idea of a bone being broken or some other serious damage occurring out of her head. In fact, she decided not to give it all a second thought.

Twenty minutes later, she realized that after that initial painful and worrisome moment, she did not remember having a single twinge of pain from her little accident. She recalled reading awhile back that reacting to

and thinking the worst about one's physical pain only increases it. In fact, the other day she had a similar situation when she felt a sharp pain in her side. Rather than dwelling on it, giving in to it, having fear about it, which would have surely kept the pain intact, she ignored it, and again, a few minutes later, noticed in retrospect that it had completely disappeared.

"What a day!," she thought.

On the way home, as she made her way through the traffic spilling out of Silicon Valley, she thought about how she had begun to gain control over her life; how she felt so much more happy, alive, energized, and in control.

But what felt best was that she had begun to understand the deepest secrets of life, a feeling which enriched her to the core of her being. Rosa then decided that in addition to exploring ways to better organize herself, she wanted to understand more about those hidden secrets of life and existence that were alluded to at the ASCEND site. She was also interested in learning more about why and how life in our universe came into being, how we came to be who we are, what we humans are really up of, and where we are headed in our human evolution; all topics addressed at ASCEND. In particular, she really wanted to learn more about those magical "life responses;" how to trigger them, and how to live one's daily life filled with these small and large miracles.

As her thoughts drifted to the traffic ahead, she felt a soft peace and tranquility envelop her. She had reached a point beyond feeling and thought, and bathed in what felt to be a higher presence.





## FOUR PLANES OF OUR BEING

### The Evolution of Life in the Universe

The evolution of humanity began far before we appeared on earth. It really begins with the creation of the universe. From some Conscious Force, perhaps we can call it a spiritual Reality; an essential Energy emerged completely at rest. When that essential energy began to move, and then coagulated into forms of existence, the universe was born. In that universe, the first essential forms of existence took shape. Though there are unseen forms of existence -- including subtle forces and powers -- the first forms we come to physically know are the forms of *Matter*. Gradually, we see from within a proper mixture of the elements of matter, a second aspect emerging out of the unconscious matter. It is the *animation* of matter, which we can call the *Vital (or Life)* aspect or development. These vitalized forms, or "life forms" range from the simplest (e.g. plants, amoebae, paramecium, fungus) all the way up through the complex animals in the primate family to humans.

A further evolutionary development in animate forms takes place. First in very rudimentary and later in more and more complex arrangements we see the birth of *self-consciousness*. In the earliest forms of animate life, consciousness appears to be based in chemical responses to impacts from internal or external sources. We see initial signs of life trying to defend, adapt, protect, hunt, etc. Gradually as higher forms of life with greater complexity emerged on earth we observe that consciousness, in fact, becomes different from the nervous response to chemical reactions. As thought, inspiration and creativity slowly emerge in the lower animals, and then in the higher primates, and finally in humans, we can clearly see more than just the mechanics, animus, and responses of the organism at

work. Thus, we see the third aspect, *mentality or Mind* emerging in the evolution of creation. Mind is the next building block of nature that is the basis of a more fully self-conscious species capable of self-choice and direction. It is most fully developed in humans, especially in the past ten thousand years, and its influence is rapidly accelerating, especially in the past 100 years.

Recently in what might be called modern times, say a few thousand years ago, we see another development emerging in the self-conscious species we call man. The evolutionary development of *spiritual awakening* or *spiritual consciousness* has appeared. Though rare, this experience has repeatedly occurred not just in ancient mystical societies but throughout modern times. In fact, when we scan life today, we find a small cross-section of individuals with a growing aspiration to exceed mind and find union and harmony in a higher universal consciousness. Thus *Spirit* is the fourth evolutionary development of existence in the universe. This principle is likely to expand in man after he has more successfully realized the full power of his mental consciousness.

*Four Successive, Ascending Evolutionary Developments in the Universe*

^

SPIRIT

^

MIND

^

VITAL/ANIMATED LIFE

MATTER

[Universe begins from moving energy]

**The Evolution and Makeup of the Individual Human**

As a result of the development of the universe, including life on earth, mankind has evolved to his present status. Over that time the individual

human has also developed a range of qualities, capacities, and planes that in many ways parallel the principles that have been occurring in the unfolding of the universe and life on earth.

If we think about it we will recognize that matter in the universe has taken shape as the *physical body* of our being. Likewise, Life in the universe has become our Life force and *vital* consciousness. Also, Mind in the universe has manifest as the *mental* consciousness in our being. And finally the Spirit that permeates the universe has become the spiritual plane of consciousness that we too can embody in our selves

Let's then consider each of the four planes or aspects of our being a little more closely. Doing so will not only be instructive in understanding what we consist of, but can also help us see our own deficiencies at various planes, and therefore have the ability to overcome them. So let's work our way up from the physical body to the vital/emotional aspect of our being to our mentality and then to the spirit, and see what we discover.

### *Physical Being (the Body)*

At the most base level of our being is our physical body. This physical being is that which gives us material form. It is raw physical existence that consists of matter (as in this universe of matter). Through education and just living/existing we have to know the makeup and parts of our physical body – not only its dense substance, but also its parts, including its organs, its nervous, skeletal, breathing, and digesting systems; its bodily fluids; its outer components of torso, arms, legs, head, chest, back; and so forth and so on.

And yet our physical body is also the center of *movement*, where the actual physical motion of our being takes place. Inwardly it is the movement of various components of our being, like our blood circulation or the beating of our hearts; outwardly it is the movement of our frame, our arms, and legs, and all other physical parts.

In addition to its material substance, its inner and outer parts, and movements, the body is also the seat of our physical urges and sensations. It is where our primal, animal instincts express, both consciously and subconsciously; whether in the form of hunger, sex drive, domination, fear, and the like. In the body consciousness is where

the basic drives of human nature originate. It is also where we inherit through our genes our biological and psychological characteristics and traits.

### *Vital Being*

Beyond our pure physical existence of our body, we also have an animated vital existence and being. This vital being expresses through a Life Force we embody, which takes on different formations and expressions, including our semi-conscious sensations, urges, desires, feelings, emotions, and attitudes. This vital part of us is therefore the center of attraction and repulsion, and of liking and disliking.

Whereas the body functions almost automatically, the vital being has something more conscious in it; willfulness in it; a drive, energy, and intensity that expresses through need and want, though not quite the mental-based willfulness that is there in the mind.

As we see, the vital is not just an internal mechanism, but is something responding to the outer environment, including those around us. In this way, the Vital is the center of our social consciousness and being; the relationships we have with others at the social plane.

In the course of our day, we are constantly steeped in vital being; when we react positively or negatively to things; when we feel enthusiasm for our work (or not!), when we experience the ups and downs in our feelings and emotions, and in our personal attitudes towards others, life, and our own selves.

While the vital being is more fluid, flexible, and conscious than the physical body, whose consciousness is very even extremely limited, the vital center is a step towards not only a more dynamic existence, but a more conscious one as well.

### *Mental Being (Mind)*

And yet the Vital being for all its dynamis of energy and feeling and action and relation is not really a center of understanding and knowledge. That distinction goes to our Mind; our mental center of being.



As life forms increasingly evolved from their pure physical status to their Vital state, a level of recognition and perceptive capacity emerged from it. That mentality developed into a capacity to cognitivize its surroundings; to have an inner dialogue of thought waves concerning its surroundings; to consider a course of action and then act upon it.

In the human individual such mental capacities developed to the fullest: from fact processing to understanding of that which is perceived through the senses, to the development of new ideas, personal beliefs and values, culminating in the ability to reason, to use logic, and thereby to conceive of new possibilities and to make rational decisions.

All told, our mental being enables us to understand things, culminating in the development of knowledge and insight that allows for higher functioning and therefore greater success in life. Of course, not all our knowledge is the truth of things, as it can be steeped in error and part truths, or complete misinformation. It is after all one of the limits of mind that it cannot know the truth of things directly, and instead resorts to limited processes that only garner partial understanding of a thing or matter. For one to gain full, integral, truth knowledge about a subject, matter, or thing, the mind has proved somewhat useful but still quite limited.

### *Spiritual (Mind)*

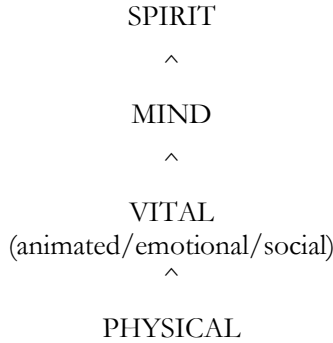
Normally when one speaks of spiritual things, one is referring to something beyond this life; or perhaps a presence in our soul and being. Here I would like to speak of spiritual things in terms of Truth; more specifically, our ability to transcend our current level of mental thinking in order to garner the full, integral Knowledge of things. This is made possible through the spiritual planes of mind, i.e. “Spiritual Mind,” that is beyond our normal mentality. It is also a plane of being that will progressively expand as we humans continue to evolve.

There are various levels of spiritual mind, For example, when the mind is still, then it can know that much better. Or there will be times when an insight into things comes as Light or Illumination, as when Archimedes famously exclaimed “Eureka, I’ve got it!” Or one can experience a sudden intuition of understanding or knowledge without any thought at all, as Einstein experienced when he cognized  $E=mc^2$ .

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Further still we see that these planes not only enable us to gain truth and knowledge more directly, unimpaired by thinking, but through that process we also gain true insight into the nature of Reality. And that includes perception, experiences of Transcendence that takes us out of mind completely to the Source of all things.

**Four Successive, Ascending Planes of the Individual**



**Vertical Scale of Being**

All told these planes of being express from a physical basis to a vital nature to a mental center, and then out of the last, a capacity for spiritual experience of knowledge, truth and transcendence.

Thus, there is a kind of ladder of being that climbs along a vertical scale of being; from physical to vital to mental to spiritual. (We will also see that there is a horizontal scale that ranges from our surface, outer, everyday existence to an inner and subconscious being within us.)

There are several points to keep in mind about this vertical scale. For one, in the development of Man individuals did not simply evolve completely out of one plane in order to move to a higher one. E.g. there has been a gradual emergence of our mentality from out of a physical and vital/emotional dominated state of our being over the tens of millennia. That mental capacity and expression has begun to accelerate in the last few centuries, especially the last 50 years, due in part to greater education as well as an evolving and more sophisticated society that influences our reasoning and thinking processes. The most direct cause is the increasing

need to understand life in all its dimensions through rational, logical thought.

We should also keep in mind that human development does not simply occur as a direct upward ascent among the rungs of the vertical ladder of being. There is often a spiraling effect, where after a movement or progress upward, there is stagnation, or even a fallback; only to resume the upward ascent at a later time.

Interestingly, we also see that sometimes a descent follows an ascent; such as a movement upward in mentality that then descends to have a positive effect on the plane below it. For example, if I perceive that I am physically unfit, discover several ways to improve my physical condition, and then implement that improvement, I will have essentially moved to a higher knowledge at the mental plane, but then applied it at the physical plane where I am now healthier. Thus there can be a movement and progress up the ladder to a higher plane or aspect of a plane, but then it is truly fulfilled when it is applied at a lower one.\*

(\*Let us keep in mind that each of these four planes -- physical, vital, mental, and spiritual -- consists of subplanes, which make the growth and evolution process more rich and complex.)

### **Perceiving Which Planes Life is Expressing**

Aside from our existence and life amongst these planes, and the processes we undergo for their functioning and further developments, it is also very useful to see how life around is embodying these planes. An ability to categorize things as being physical or vital or mental or spiritual helps us understand that aspect of life that much better.

For example, if I have a problem I can ask “is it due to the pain in my physical body; to my emotions, feelings, and attitudes in my vital being; to a lack of knowledge and clarity in my mental being, and so forth.” Also as we examine other people or situations or for that matter any aspect of life, we can consider if what is involved is material/physical, vital/emotional/social, mental, or even spiritual. When we start examining life this way we develop surprising insight into that object or matter under consideration. E.g. when considering the qualities of leaders, I can see that some leaders are more dynamic and have great

social skills, meaning they have more command at the vital/emotional plane; while other leaders are more cerebral and mental. There are endless ways to apply this approach.

The Indian spiritual seer and sage Sri Aurobindo demarcated these planes for us with great clarity and in great detail, making it that much easier to understand any aspect of our lives or of life itself. We suggest you try to do the same as you go about your daily routines and consider the plane that is at play in your own life.

### **Type of Individuals Along the Vertical Scale**

One other interesting phenomenon we have observed is that individuals tend to express themselves more at one plane than others. For example X is a physical-type person, and is mostly oriented around action and movement, with limited thinking capacity; while Y is an emotional-centered person of passions, feelings, desires, and intense social interaction; while Z is a mental person, living more in the world of ideas and concepts, using reason and logic, while also having the capacity to conceive of new possibilities in the world.

Another interesting thing we discovered is that most individuals tend to be vital in nature; i.e. centered around their needs, wants, desire, emotional connection, social association, etc.; while far fewer are centered around their minds.

And as you might imagine, only a handful on earth are centered at the spiritual level -- of being in harmony with others and life; demonstrating a calm and silent nature; expressing goodness and self-giving behavior; feeling a connection to a spiritual reality within and around them; and so forth.

Finally, we should point out the obvious that a person doesn't simply exist at the plane he is centered in. For example, though one individual is predominantly a vital/ emotional person, he still of course has a physical body and expresses many of the qualities of the physical-type person; while also engaging in fact processing and thinking at the mental plane; and may even on occasion have experiences of higher consciousness at the spiritual plane.

## Personal Growth through the Planes and Sublevels

As an individual grows and evolves, he invariably ascends the scale of human consciousness. Interestingly, ascending the scale may happen at different degrees. For example, an individual may grow by developing higher capacities and tendencies at the *current* level, such as when an instructor learns a new software application adding to his already abundant arsenals of training tools.

And yet one can evolve to the *next* level or even higher levels still. In the case of our instructor, he shifts from training the everyday user to instructing high-level executives on matters that involve a higher level of thought. The capacity to do this requires not only more skill, but more inner strength, new sorts of effort, and other qualities. It would thus be a tremendous growth for him, which is to a higher or a next level.

And yet there are vistas beyond these that would indicate even greater inner and outer progress. If one were to leap beyond the current or even next level of functioning, there would not just be growth and progress, but *evolution*, and even the possibility of human *transformation*; the ultimate progress in life. In evolution one not only evolves to a higher plane, but to a whole new functioning in life. Transformation is beyond this as one becomes a fully realized being through a decisive spiritual change.

Thus we can imagine a scale of progress that ranges from growth to development to evolution to transformation. As our capacity, character, and consciousness expand, we invariably move up the vertical scale of human consciousness. E.g. as we become more knowledgeable and aware we move to higher levels of mentality. Similarly, as our emotions become more refined, we move from the lower aspect of the vital plane -- say from pure desire to higher emotions -- to a higher one.

In the film *Educating Rita* we witness how one woman grows as a person, thereby ascending the vertical scale. A likable, uneducated and somewhat crude woman, she aspires to gain knowledge. Through her collaboration with a professor in England she learns to read, write, and understand. As a result of this accomplishment she ascends from being centered predominantly at the vital to making serious inroad to the mental. More specifically, she moves from a vital life of emotion, need, and various

expressions of lower energies into the center where one acquires practical knowledge and information. She also enters into the realm of mind where one develops emotionalized sentiments and ideas that express through poetry; and where one begins to understand the workings of life itself.

When a person grows and ascends the vertical scale of consciousness, the effect can be on any or all levels simultaneously. That's because all of the planes of our being -- mental, vital, psychological, mental, spiritual are tied together; are fundamentally and integrally interrelated. Moreover, as we evolve up into and through a higher level we don't necessarily leave the "lower" levels behind, but uplift and purify and perfect them.

### **Transformation of Physical, Vital, and Mental Planes**

Though the mental plane can be perceived as a higher one than the vital, and the vital higher than the physical -- in terms of consciousness and power to master our lives, etc. -- there are still limitations at each of plane. For example, we can be physically out of shape or ill at the physical plane; be overly emotional, attached, and irrational at the vital plane; and be superficial in our thoughts or simply uneducated and stupid at the mental plane.

And yet we have observed that we can overcome the limitation of each plane through various approaches. Let's examine some of these.

One approach is simply to control the excesses. I.e. we can observe ourselves expressing certain wanting tendencies, and simply make the effort to stop them. E.g. at the vital level this approach can have the most effect, as we can recognize our negative attitudes, feelings, passions, and attachments as they arise, and control their expression through our mental will. We can also control negative expressions of the mind itself, such as its tendency toward having a superficial view of things, asserting its point of view, and its tendencies toward skepticism, doubt, and confusion. Naturally we can control abuses of the body -- from physical violence to being out of shape to overindulging in eating, drinking, and other harmful and energy depleting activities.

In addition to these negative-controlling approaches, we can also apply directly positive strategies to uplift our physical, vital, and mental being.

They include having a generally positive attitude, organizing ourselves through higher levels of cleanliness and orderliness, increasing our knowledge and skills, increasing our energy, being more selfless and self-giving, living from our deepest personal values, taking to the spirit, being calm and patient, and many others. Taking up these techniques will surely uplift us at each of the physical, vital, and mental levels of our being.







## JOURNEY OF A LIFETIME

"Life Response," i.e. sudden good fortune, is a wondrous phenomenon that has no bounds. It is boundless because it embraces *all* of life which is itself infinite in scope. It is an expression of the principle of 'inner-outer correspondence,' which indicates that everything on the outside is a reflection of what we are inside. Thus, if the inner me changes, the outer life instantaneously responds in kind. Or more particularly, if I reverse a negative attitude within, life outside me instantly responds and brings good fortune -- such as the sudden arrival of the consulting project of my dreams from seemingly out of nowhere.

Now it turns out that a number of years ago my spiritual teacher asked me to take up a new project: to make an effort to fully understand the phenomenon of Life Response. He suggested that I begin this ambitious undertaking by documenting 100 instances of it, including my own personal experiences, as well as those of others. At the time, it seemed like an overwhelming request -- for who can consciously evoke a life response, let alone document and discover dozens of them. But in retrospect, it actually turned out to be much easier than I thought, as I began to see life response occurring everywhere! In addition, a number of other individuals were more than happy to share their own astonishing experiences, which made the research that much easier.

It was the spring of 2001, and I was preparing for a very special trip from California to the Mesa Verde native American ruins in southwestern Colorado, around 1000 miles east of my home. It was special because my partner Sue had been there thirty years earlier, had a powerful experience at that time, and now, after all of these years, felt compelled to revisit the

site, and perhaps relive the deep and meaningful experience she had so very long ago.

As it turned out, I decided to combine the two circumstances -- the effort to gather 100 life response incidents and the vacation and pleasure trip across the western United States -- into one adventure. With this in mind, we set off on our "journey of discovery." <sup>[4]</sup>

We began by heading east from the San Francisco Bay Area where we lived, crossed the fertile agriculture-based Central Valley of California, traversed the mighty snow-capped Sierra Nevada mountains, and continued on towards the desert-like plains of western Nevada. This was, in essence, the first leg of what was to become a ten-day journey.

At one point on the first day, we descended the down slope of the eastern Sierras just beyond the boundaries of California, and stopped for a snack at a Jack in the Box fast food outlet in Carson City, Nevada, the state capital located just outside of the gambling mecca of Reno. While Sue was in the restaurant, I sat in our car in the parking lot. There I felt compelled to "consecrate" the remainder of our trip. So I called deeply from within to the spiritual Force that I had come to know of over the years, intensely aspiring that our journey would be a successful and happy one -- especially for Sue. When she came out of the restaurant a few minutes after, I smiled, but I did not reveal the powerful inner experience I just had.

After she got into the passenger side, I started up the car, and continued our journey eastward. Rather than take one of the great superhighways that cuts east and west across the western United States, I had discovered a very special roadway, once known as "The Lincoln Highway." This extraordinary 2-lane road -- now known as Highway 50 -- is hardly used at all now, and is, in fact, known for its moniker as "The World's Loneliest Highway." The possibilities of taking this road intrigued me, not only because it was off the beaten path, thereby promising more solitude on our trip, but actually extended nearly the entire 1000-mile distance to our final destination. As it turned out, the McDonald's parking lot in Carson City, where we had stopped for a short rest, was only a few streets over from the start of this vast, mysterious highway.

For all intensive purposes, our own inner and outer journey began at the entrance point to the world's loneliest highway.

Heading out from Carson City, the greenery of California and the soaring Sierra Nevada mountains faded behind us, giving way to the dry, dusty hills and plains of western Nevada. I noticed that the light around us seemed to turn a bright white, as we drove through the dreamy, chalk-like landscape. Contrasting with the deep blue skies, the white light of the land created a dramatic and unusual contrast. In fact, I now felt that I had come upon an unfamiliar, mysterious place; traveling on a silent, personalized cross-continental byway toward some unknown, never-before-visited destination.

After about an hour or so of driving it, we noticed an interesting small rise in the hills just outside Fallon, Nevada -- an expanding community built around an important US Navy air base. We pulled off the highway to see what it was, and realized that it was the site of a small state park featuring petroglyphs -- i.e. dramatic rock painting of the ancient native people preserved in their natural setting. We then climbed up the small hill and wandered about the hundreds of 4-10 foot-high boulders on which were carved the mysterious symbols. At one point, when I looked around and viewed the lovely wide expanse surrounding the park and basked in the absolutely perfect weather, I felt a deep silence and serenity around me. In fact, I felt as if I were in a kind of a material heaven. Never in my life had I felt such clarity and peace in a natural setting. It was not the peace of meditation, but the peace that everything -- the landscape, the setting, my state of mind -- was *utterly perfect*, as if a divine perfection had settled on this place.

I later understood how this event was the first concrete result and response to my effort of consecrating the trip I made several hours earlier in the parking lot. Not only had life blessed us with absolutely perfect weather, with a beautiful natural setting, and the wonder and mystery of the stone etchings -- but I had a profound ecstatic experience of peace, perfection, and oneness with life.

I have written that our consecrated efforts not only attract perfection and creative, unexpected material outcomes, but elicits deep spiritual results

as well -- including experiences of peace, serenity, light, beauty, wisdom, knowledge, and joy. Now I was realizing that truth once again first hand.

For this first important stop on our trip, life could not have been more ideal. In retrospect, this experience was a predecessor event, presaging not only the overall tone of our journey, but the key moment of the trip that would occur several days later.

For the next day and a half we continued on our journey east across the state of Nevada. The first thing that struck me was how beautiful the mountains of Nevada were. Nevada consists of several dozen "spines" of mountain ranges, separated by great valleys with marvelous vistas. Normally they are arid and dusty, and do not usually attract the eye. However, on this journey, the ranges were magnificently capped in white snow. This was a most unexpected turn, and was symbolic of our entire trip -- i.e. something marvelous and wondrous that manifest unexpectedly. I later learned that Nevada had its heaviest rainfall in 100 years, which accounted for the heavily snow-capped mountains, the unusual deep green valleys, and the stunning array of fields of flowers. Though we had entered a patch that was supposed to be a bland byway to our real destination, we had instead come upon a wonderland of majesty and beauty.

So here we were on the supposed loneliest highway in the world, with not a soul in site, with a palpable peace and silence one could sense in the air, and with snow capped mountains separated by long stretches of green valleys under brilliant blue skies in perfect weather conditions. As a result, it repeatedly occurred to me that I was in that kind of material heaven on earth. I also felt that somehow we had "created" this reality for ourselves. Perhaps it was the result of the power of Sue's intention of rediscovery on the trip, or the result of my intense consecration for a great outcome, or both.

The next day we continued our journey across Nevada and its wondrous spines of snow-capped mountains. We would cross a valley, see a range

of mountains up ahead, drive up and through it, come down its slope on the other side, have a vista of the next great valley below, and then see the next spine of 10,000 foot snow-capped mountains twenty to fifty miles or so in the distance. This was our routine for a day and a half.

One time as we were coming out of one of spines of mountains, descending on the downward slope to the great valley below, we noticed in our rear view mirrors that a big-rig truck was bearing down on us not a half a mile behind.

The appearance of the vehicle was a bit startling to us when you consider the fact that ordinarily we wouldn't see a single vehicle on this cross-country road for twenty minutes at a time. (This was after all the world's loneliest highway, and, so far, had lived up to its reputation!)

Then the rig behind us picked up speed, and gradually bore down on us, coming ever closer and closer. Sue was driving at the time, and this being her first major long distant road experience, she was understandably nervous about the big rig coming up behind us so quickly.

Rather than panic or offer any guidance, I relaxed into the situation, and turned my attention to the passing scenery. At one point however, I looked in the rear view mirror on the passenger side of the car, and noticed that the rig had for some reason suddenly turned off the road -- kicking up a considerable amount of shoulder dust, and veering off into what appeared to be a non-existent exit that seemed to lead to nowhere!

This was for me a most surprising turn of events! I then wondered why in the world would a big-rig truck filled with goods going to market suddenly turn off and head in the direction where there was no road, and nothing but sand and the vast emptiness of space.

After gathering my thoughts, I sensed that the situation warranted further scrutiny. I then began to wonder what thoughts had been in Sue's mind between the time the rig was bearing down on us and the end of the incident. When I then turned to her and asked what she had been thinking about during that time, she told me that she had decided to stop worrying and thinking about the threat of the truck behind us. I then

realized that because of her shift in attitude from anxiety to one of neutral unconcern, the truck driver suddenly decided to swerve off the road. It struck me as a revelation.

After her very satisfying and energizing response, I hurriedly pulled out my pad, and scribbled down the details of this "life response" incident. In fact, it was to be the first of many instances of this phenomenon that I would document on the trip.

In each case, I would describe the event in detail, and then add my comment on what I believed was the subtle cause of what had taken place; which invariably meant the profound association between the outer positive (or negative) result and the inner change in consciousness of the person involved that precipitated it. In this case, I noted that if one changes an attitude from one of alarm or fear to one of neutrality, calm, and equality of being, life would suddenly and abundantly respond in kind.

It turned out that I recorded this and dozens of other life response incidents in the year or so that followed. This knowledge would provide a good deal of the source material for the book I later wrote called "The Miraculous Phenomenon of Life Response."

We journeyed on. After crossing the Great Basin -- which is an endless white expanse of salt flats, mirages, and dry rivers that includes parts of western Utah we reached the famous "red rock" region of that state. There we were fortunate enough to see some of the most stunning rock formations in the North America, if not the world.

As we drove through this beautiful, lunar-like, almost surreal landscape, we saw strange dome-shaped formations of pink rock; magnificent arches straddling pillars of stone; odd needle-like stalagmite-shaped structures rising hundreds of feet into the air; and beautiful canyons with vistas that soothed, startled and delighted. Though in awe of this astonishing environment, we still had the presence of mind to capture these magnificent natural formations with our new digital camera!

After our journey through the Canyonlands of Utah, we headed towards our first major destination on the trip - Arches National Park, famous for its wondrous red-rock stone arcs. I had heard about the park some 25 years earlier from an English friend who had been there when it first opened in the 1970s. It was the one natural wonder I looked forward to seeing on our journey. It did not disappoint.

When we first arrived, we were overwhelmed by the magnificent and dreamlike formations of Arches. First, we walked through a stunning canyon where an Indiana Jones movie had been filmed. It took my breath away. Then in the distance, perhaps five miles away, I saw something unworldly. Eager to see what it was, we quickly drove over to the formations, and came to a large gathering area at the park. We parked our car in the large lot, and began our short quarter-mile hike up to the wondrous formation known as "Window on the World." Though much smaller, it had a visceral impact on me that exceeded even my first experiences of Yosemite, Grand Canyon, and others natural North American wonders.

Along with several dozen other tourists, I walked up the wide pathway to this intriguing and beguiling formation. As I came closer, I saw a giant red stone structure about an eighth of a mile across, shaped like a *giant mask*, in which there were two great openings for the "eyes." When I walked into one of the great eyes -- perhaps 15 yards across -- I could look out into a great valley below that seemed to stretch to infinity. To the native peoples who roamed these lands for thousands of years, it must have looked like the face of God staring at them, or staring out into the blue horizon in the distance.

I then traversed another path to another formation directly across from Window on the World that was almost as impressive. Later on, when I came back down from the hill, and looked back at the great stone mask and the other astonishing formations that filled up the area, I felt as if had been transported to another time and place. It reminded me of the experience of Dr. Elie Arroway in the film 'Contact,' when she voyaged to an unimaginable dream-like location beyond the stars. It was a moment of supreme mystery and wonder for me; or, to paraphrase Sri

Aurobindo, a "moment of the unexpected." In that short space of time, most of my personal desires for the trip appeared fulfilled. [2]

And yet for all of the magic of those moments, there was another event that happened shortly thereafter -- something quite ordinary actually -- that had an even greater impact on my consciousness that day.

Let's go back a moment in time. As Sue and I were walking around the great formation opposite Window on the World, she told me that she needed to use the rest facilities. Though it was difficult to let go of the powerful outer experiences I was having, I was able to exercise some self-control, assuage my irritation, and finally accede to Sue's more pressing needs. As a result, I suggested we immediately leave the scene to find a rest area. We then quickly headed down the hill down to the parking lot, where I looked for a facility. When I couldn't find anything, we got into our car, and drove off looking for another location. At the *very moment* we exited the area, we saw a rest facility just on the other side of the road!

Though the instant results struck me as a very nice development, it did not end there. In fact, when we pulled into that rest area, we discovered a beautiful little park behind it, with benches, tables, and a lovely view. With such an inviting environment, we unpacked the foodstuffs that Sue prepared for such an occasion, and had a nice little picnic. It turned out that not only did the simple food taste delicious, not only was the view sublime, but I also felt a profound sense of peace and well-being. Like the earlier experience at the petroglyphs, I not only felt a joy that reflected the perfection of the moment, but I also felt a sense of serenity and stillness within.

In fact, this turned out to be one of the great experiences of the trip -- not only because I had such a wonderful inner and outer experience at the picnic, but also because I was reminded of the enormous power of self-giving. It dawned on me that life had sent this blessing of serenity and ease because I had been willing to give up my own enjoyable experience for the sake of pleasing another. By controlling my emotions when I was on the hill, by sincerely focusing on another's needs, and by making the determined effort to see another's wish come about, I released a current of positive energy that not only quickly helped resolve



a pressing problem, but also opened the door to wonderful new possibilities that culminated in the fine picnic and a magnificent inner experience that followed. Life had in essence responded in an overwhelming fashion on the outside to a decisive reversal of consciousness within. In the end, this incident would turn out to be one of the key life response events I documented on the trip.

After a wonder-filled day at Arches National Park, we continued on our journey. We headed south and then west into Colorado in pursuit of our ultimate destination -- Mesa Verde National Park. We crossed the great high plains of western Colorado, punctuated here and there by giant volcanic-like mountains in the distance. We finally arrived in small city of Cortez, and the next morning we headed out to Mesa Verde. When we arrived, there was some construction work going on, but otherwise the park was virtually empty of people. Apparently, it had just opened after the winter season. As we wound our way up the great mesa that sits just outside of Cortez, we got a sense of the lay of the land that for a thousand years had been the homeland of the cliff-dwelling ancestral Puebloan people. When we settled into our campgrounds -- which were surprisingly empty, meaning that we had that area mostly to ourselves -- we knew we arrived at the ultimate destination of our trip. It was to here that we had journeyed a thousand miles to revisit Sue's wonderful experiences of 30 years ago.

The park consists of a giant mesa, several thousand feet high, about 10 x 5 miles across, with a flat top (which is what a mesa is), covered with dense forests. Circling the rim and the inner folds of the mesa is a u-shaped road from which the visitor can view the stunning ancient cliff dwellings astride the great canyons. What is most fascinating about the organization of the park, however, is the fact that it is laid out like a giant outdoor museum. You can drive down the main road and its various branches, providing you with easy access to its dozens of "discovery areas." At each site, there was extraordinary amount of signage and other forms of information describing the purpose of each structure in the ancient peoples' lives. The extraordinary amount of detail presented

suggested management's deep respect for and a rich understanding of a way of life now nearly forgotten.

In the days that followed, we made our way through virtually every one of the discovery areas, capturing the experience with our cameras. At one point, we walked down a long winding path and down into one of the great cliff dwelling mini villages. Like other tourists, we were astonished by the enormity, wonder, and power of the site. [2]

One morning, as our three-day visit to the park was winding down, we arrived at one of the last discovery areas. There we came upon a charming site located at the edge of forest, with a fine view in the distance. The site consisted of a wide-open, slightly down-sloping clearing of about 70 x 30 meters, about half the size of an American football field, with a set of roofless red brick adobe structures at both ends. First, we began to explore the group of structures in the "upper" end. There we crept through a maze of one and two story brick edifices, several of which contained "kivas" -- i.e. round, pit-like dug out areas of the floor used for religious and other ceremonies. After climbing in, around, and through the maze-like structures, Sue wandered off towards the edifices at the "lower" end of the site, around 50 meters away. Meanwhile, I continued to enjoy squeezing in and out of the small openings and passageways like a small child in a playground. From time to time, I would look up and see that Sue was up to at the other end of the ruins site.

At one point, as I was having fun in one of the labyrinth-like structures at the upper end, I suddenly heard an excited call from the other end. When I realized that it was Sue's voice, I hurried over to see what was going on. When I got there, I wondered why Sue was so animated. She then pointed to a red brick wall in front of us. At first, I did not understand what she was trying to tell me, since I saw nothing special on the wall. However, when I looked a little closer, I noticed that the wall had a spiral-like symbol etched into it. I stared at it for a second, looked back at Sue, and then realized that this was a very special moment for her.

Sue then told me that she had seen this very carving the last time she had visited Mesa Verde, 30 years earlier, and it was the very symbol that had

motivated her to make this trip in the first place. She also told me that for days without telling me she had been searching for the carving amongst the many sites we had visited, and could not find it anywhere. And now, after all of her efforts, it suddenly appeared right before her eyes!

Later on, when we discussed this event, I found out how Sue came to discover the symbol. She told me that when we first arrived at this particular site, she felt that the carving in the stone might in fact be there. In other words, she subtly sensed its presence. When she then wandered over to the lower end structures, and still could not find it, frustration begun to well up inside her. However, when she made the decision to let go of her frustration, to release the anguish and intensity that had disturbed her, she suddenly saw the spiral symbol. By giving up her intense desire, Sue returned to calm, and the pure underlying aspiration and yearning within her remained. When she then turned around, there it was right in front of her!

It was truly Life Response in all its splendor -- providing magnificent outer results, as well as deep inner joy and fulfillment that often accompanies this wondrous phenomenon of life. The spiral carved in stone -- a great symbol of life and evolution for the ancient peoples -- had not only come to represent our ten-day journey across this beautiful land, but the fulfillment of a heart's desire and a soul's yearning and aspiration.

Life response is a wondrous phenomenon of life that reflects the profound relationship between life outside ourselves and our consciousness within. When we shift our inner condition to the positive, then life *instantly* respond in our favor. It is a reflection of the profound underlying Oneness of all existence.

On this trip across a magical landscape, we had experienced innumerable instances where life responded to shifts in consciousness. When we gave up a fear and moved to relaxation and ease; when we gave up a wanting attitude for something more positive; when we moved away from ego

and embraced the needs of another; when we overcame frustration and let things be; and when we opened to the spirit and consecrated an entire journey from the depths of our being, life responded in overwhelming fashion.

Though we had discovered the magnificent outer realities in the golden west of America, we had also experienced the enormous power of one's higher consciousness within. In both respects, it had truly been a Journey of a Lifetime.



<sup>[1]</sup> The famous explorations of Lewis and Clark across the western United States two hundred years ago was known as the 'Journey of Discovery.' Ours was to be both an inner and outer journey of discovery.

<sup>[2]</sup> Please go to <http://www.terragalleria.com/parks/np.arches.all.html> for photos of Arches Park, including "Window on the World"

<sup>[3]</sup> Please go [www.galenfrysinger.com/mesa\\_verde\\_colorado.htm](http://www.galenfrysinger.com/mesa_verde_colorado.htm) to see several photos of the park.



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