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CHAPTER

10

Do You Recognize?

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“Bobbie’s Teachable Moment”

In this wonderful story, we listened to a true Sage with an enormous understanding of who he really is. His mentor had helped him find solid answers to the question every one of us asks ourselves at some point in our lives – Who Am I?

These answers satisfy Our *fundamental need* for **identity**.

Interestingly, that wasn’t the question for which Bobbie wanted an answer, or was it?

She wanted to know how she could attain the “*success*” that Bill possessed. At first, she perceived it as a tangible item – a possession to obtain – or a goal that had to be achieved. However, she quickly realized, and hopefully you did too, that Bill’s greatest success was in knowing who he really was.

Once he discovered this deep *understanding*, he was able to further explore and develop skills that satisfied his fundamental needs. In the process, he became very influential.

As Bill taught Bobbie the skill of reflection, we too, could relate to the discoveries she was making about herself, as she looked proactively upon the actions of her past, and of course, the

Ponder This

Business Owners/
Operators:

Have you found yourself wondering if you’ll ever achieve the level of satisfaction you thought you’d get from owning a business?

You won’t, if you’re like Bobbie was before she met William. When you’re on *the treadmill of successful*, in that you see success as an accumulation of objects, status or goals, you will never gain the fulfillment your spirit yearns for.

Maybe it’s time to stop and reflect in a way you couldn’t without this new knowledge and ask yourself why did I go into business in the first place. Was

Continued next page...

Ponder This

it for the money, or for the freedom to exercise your agency?

If it was both, which one dominates? They can't be of equal importance – *To thine own self be true.*

If it's money, I can assure you that you'll never get enough. If it's freedom, or the empowerment that comes with exercising your agency, then look at your Personal Operating System to see if it's driven by money, and not your real desire – nothing like chasing your tail to get you confused. Stop and reflect from deep within yourself. Know your heart and you'll be amazed to see that the mind will always follow!

Now This is Progress!

currents that drove them.

Bobbie sensed that what she was being told was true because it *resonated* a familiar tone within her. She was comforted with the pearls of wisdom that Bill was sharing because she allowed herself to use her entire being – her intelligence, spirit and body – to assess the validity of what she was being told. Isn't that the only way we can ever really *know* when something is true?

It touched Bobbie so deeply that she named her son after her mentor to sustain her fond memory of this Teachable Moment.

Now that Bill has shared these insights, you know how to verify that what you've read to date is correct.

Firstly, you must examine it in your mind to validate its intellectual merit.

Secondly, you must *reason* over it, or in other words, present the knowledge to your spirit.

Thirdly, you must filter it through your spirit.

If the information is true, or correct, you will have clear thoughts in your mind and warm feelings in your heart.

Try it. You'll know.

This process will indeed help you realize that you are a spiritual being having a physical experience.

Pro-Active Reflection

