

Reflect
Reflect
Reflect

Reflect
Reflect
Reflect

Reflect
Reflect
Reflect

Reflect
Reflect
Reflect

Reflect
Reflect
Reflect

Reflect
Reflect
Reflect

CHAPTER

8

Sage Reflections

Reflect
Reflect
Reflect

Reflect
Reflect
Reflect

Reflect
Reflect
Reflect

Reflect
Reflect
Reflect

Reflect
Reflect
Reflect

Reflect
Reflect
Reflect

“How do you know where you’re going
if you don’t know where you’re at?”

That’s a question a wise old man once asked me when we were doing some strategic planning. You see, you need to know your bearings – where you are right now – before you can plan your next step. That’s the purpose of these reflective moments.

Here’s an experience from one of our team members that might further explain why we include reflective moments throughout this book.

“My husband knows no fear. Take skiing for instance. He learned on a slope that by most people’s standards would be considered an *expert* run – the slope changed to a steeper grade every 10 feet! His friends told him that if he could learn to ski there, he’d be comfortable anywhere. He learned and did a great job!”

“Then there’s me. I know fear all too well. My husband wanted to teach me how to ski. He actually expected me to strap my feet onto some slippery, narrow pieces of board and slide down a hill with only 2 skinny pieces of metal to help me stop. Yeah, right! Any hill, no matter how minor the slope, looked to me like a long, long, LONG vertical drop. Then, to top it all off, I looked up the hill and saw one of the attendants on the slope. *He had a hook hand!* I was absolutely convinced that he’d had some terrible accident on the slopes and that the hook was the result. *I was terrified.*

“But, that didn’t stop my husband’s lesson. He thought it should be easy for me because it had been easy for him. He thought, he was taking me slowly from step 1 to step 2. But to me, he was taking me from step 1 to step 40, in five minutes or less. He couldn’t relate to my fear, so he wasn’t able to reach me on my level and teach me accordingly.”

“Needless to say, that was my first and last skiing experience!”

Many of you may be chuckling to yourself as you remember

similar incidents in your own life. You already know the problem. Our team member and her husband were not at the same beginning point, so effective learning didn't happen.

We don't want that same frustration for you, so our reflective moments are designed to begin where you are – at your present level of understanding – and build from there. We will endeavor to break down the information into *bite-sized* pieces so we take you slowly from one step to the next.

It is our hope that by the end of the reflective moment you will be able to say “Ah-ha! Now it makes sense!” You will then be prepared to understand the information presented in the chapters that follow.

As we begin this reflective moment, some of you probably feel like the husband did in our story – you're confident in your ability to understand, the pace for presenting the information was good, you see that it has a lot of merit, and you want to learn more – Good! Then this reflective moment will provide a solid review for you – you'll be able to effectively deepen your ability to relate to the material.

On the other hand, some of you may feel like the rookie on the slope – too much information coming at you too quickly. If that is the case, this *moment* will break down the information you've read into *bite-sized* pieces so you can *eat at your own pace*.

So, sit back and put your feet up. Remember – take your time. No one is putting pressure on you; your expectations are your own. Let your spirit and your mind *reason* together as we take another look at what you've just read.

The first thing you learned was this: as human beings, we all have deep innate needs that come from our spirit which drive our ambitions. Our needs must be met if we want to be satisfied, or fulfilled, in this life. They are the same for everyone; that's why we call them Our *fundamental needs*.

Consider for a moment how these needs form an important part of your life. You may have recognized some of these in the past,

while others have been, or are, masqueraded in the form of money, cars, and other toys of this world.

But now you know what these *currents* really are and how they translate into what drives your ambitions; you also discovered where they come from – your spirit.

Let's briefly review these *currents* and their associated Foundations and *FaithSkills*.

Acceptance is the need to belong. We all want to be accepted for who we really are, whether in our families, amongst our friends, or within our working environments. If it doesn't happen, we either resign ourselves to it and feel unhappy and unfulfilled, or we look for it somewhere else – we will do whatever we can to facilitate some form of acceptance.

Sometimes, we even use our possessions as a drawing card. Although we know deep down that people don't have a genuine interest in us, we still hope that acceptance might evolve from the situation.

We never stop looking for this until our spirit is fully accepted by at least one individual – we're talking about Love!

Do you agree that you have this need? What do you do to satisfy it? Do your methods vary, depending on the people and/or circumstances involved?

Knowledge is the need to have answers to the *whys* in our lives. We, our spirits, really want to understand why we're here, and what we're supposed to be doing.

Have you wondered about this yourself? Maybe you've also wondered why certain things have happened in your life and why they couldn't be different.

Our spirits know that there are answers for everything, so it's perfectly normal to ask the question *why*. They know that we're here to learn all we can about ourselves through this environment,

so it's okay to be curious. As you may recall, our spirits know that we possess enormous intelligence, and they want to translate it into knowledge through our bodies. As a matter of fact, that's their job!

Harmony is the need for comfort in life. We're much more content when things are running smoothly. When there's an absence of confusion and contention, we're happy. Would you agree?

Most of us look for ways to bring about this peacefulness – the methods will vary from person to person, or spirit to spirit. Whatever you do, you need to be at peace with yourself or your spirit won't rest until you are.

Think about the last time you had an experience with nature. Was it peaceful? Did you enjoy it?

Do you now know why many of us feel at peace in nature? Because everything connects there. Nothing is out of order. Our spirit recognizes the harmony and comes to rest. It's awesome!

Identity is the need to know who you are. Yes, you know that you're someone's husband or wife, cousin, parent, friend, doctor, etc. but isn't there more to it than that? Our spirit knows that by having a physical body we can discover who we really are.

We have the awesome opportunity of utilizing this precious instrument (the body), to discover our strengths and weaknesses. With the will of our spirits, we can turn our weaknesses into strengths so we can grow in capacity and ability.

This concept of identity may still be a bit foggy. That's okay, as it's likely one of the most mind boggling, yet intriguing ideas you've heard. Chapter 9 will explain it further.

Direction is the need to know how you will accomplish your purposes in life. We are all innately driven towards achieving objectives. That's because our spirits *know* that our purpose here is to use our bodies to discover and increase our capacities. We must

have direction in our days, or we get discouraged, even depressed, because our spirits are confused.

Are you happy with the direction you're presently taking? Would you like to improve the leadership skills you use at home or in the office? Do you want to improve your plans in order to achieve more of your goals?

Obviously, you do – that's why you're reading this book. This *current* is acting upon you as you read; it recognizes the validity of what you're discovering.

Empowerment is the need to exercise your will – your ability to choose – upon your environment.

Have you ever been in a situation where your right to choose was taken away from you? Did you feel “trapped” or “powerless”? What did you do, or what were you willing to do, to get it back? Think about World War II. The Korean War. Any war, for that matter. Aren't they all about choice?

If we've never had this privilege removed, maybe we need that experience to appreciate the value of choice. It is the essence of freedom. It is absolute empowerment.

Fulfillment is the need to achieve. Our spirits *know* that just being here is a success. It is fulfillment of a desire or goal that we had before we came here.

Progression is the very essence of our existence. That's why it's perfectly natural to have goals that we want to achieve. When we do, our self-esteem is enhanced – we feel good about ourselves because of the contribution we've been able to make. This is a powerful *current* that affects the way we look at ourselves and everything else that happens to us.

Because our spirits are in unfamiliar territory – this physical world – they often allow our physical dimension to decide how we quench this need for fulfillment. It becomes our default Personal

Operating System, thus, we often misinterpret the accumulation of possessions, or the attention and praise they bring, as fulfillment of the need. Sound familiar? We've all experienced the short-term happiness that the *toys* from this life give us; the problem is, they don't provide enduring fulfillment. As a matter of fact, they often fuel the appetite of *want* which overpowers the nutrition of *need*, and off we go on the roller coaster of frustration.

Have you been in these situations yourself? Do you know people who are? The consequences are often overwhelming, not to mention frightening.

We hope that you noticed that fulfillment is the 7th *fundamental need*. It is the *result* of successfully satisfying the 6 needs that precede it. If one or more of the previous needs have not been satisfied, you will find yourself feeling restless and uncomfortable – in short, unfulfilled.

No matter what your successes are, or have been, they will not be enduring if they aren't built upon satisfying these *fundamental needs* in the order in which they've been presented. You will not be able to sustain any sense of long-term fulfillment because your spirit will be confused and want more.

Now that you've discovered the 7 *fundamental needs* of your spirit, you understand that a spiritually based operating system would be far more effective in meeting these deep and powerful needs than a physically based system.

How are you doing so far? Do you understand the material? Can you relate to the examples we've provided?

This next section of our reflective moment will review the Essential Foundations and *FaithSkills*.

Each of the *fundamental needs* has one or more Essential Foundations through which it must be fulfilled. There are a total

of 13 Essential Foundations; they are divided into 6 categories. As you may remember, these Foundations are understandings that act as solid supports upon which to build our skills and talents in order to meet our needs through our daily actions.

In Chapter 4, you learned about the 1st category of these foundations, namely the *fundamental* foundations, which are Organization, Order and Purpose. Organization and Order satisfy our *fundamental need* for acceptance or belonging, while Purpose satisfies our need to know the *whys* of things – in other words, to have knowledge.

In Chapter 6, you discovered the *leveling* foundations of Balance and Opposition, which fall into the second category of Essential Foundations. These satisfy our *fundamental need* for harmony.

To help you make sense of these needs and foundations, we presented 2 parables, or stories, so you could see how they fit into life's experiences.

Catch the rest of Chapter 8 in:

FaithSkills
Discover
the
Essential Foundations
of
Permanent Success

Focus Box

My thoughts...