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CHAPTER

# 12

**There's More To It Than You Think**

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### “Robert’s Teachable Moment”

All things in this world are organized into patterns. Laws provide the documentation or proof of this truth. Real laws, *governing laws*, are fundamental, unchangeable and self-fulfilling.

Laws are empowering – they are the instruments of success. The key to effective usage of them is to discover and understand the laws upon which your desired successes are predicated. Those who ignore this fact become victims of those very same laws.

We also need to exercise action in order to follow them. Laws are the patterns that allow us to apply our agency to the *fundamental* and *leveling foundations* you’ve already discovered.

When we act, laws become the justifiers and verifiers of our agency. If we don’t act, we relinquish this agency and lose the empowerment that laws can provide to us – the laws then act upon us.

In our story of Robert and Cyrus, we see how laws, action and agency are interrelated and how one cannot function without the others.

Both men had their own understandings of these *empowering* foundations; each one used them in different ways to achieve the same goal of success.

Robert felt that his technical training and state-of-the-art equipment would give him an edge in the business of cranberry farming. Cyrus, on the other hand, used his own instincts and the natural resources available to him.

According to our knowledge of the backgrounds of these men, we might naturally expect that Robert would be the Sage, or the one with the most to offer about success in the cranberry growing business. However, we learn from this parable that being sage is not necessarily related to textbooks and schools, but rather to learning, understanding and applying certain fundamentals. Robert learned

to acknowledge that Cyrus could offer more solid, practical advice related to these fundamentals than any College course he had taken, and he realized that possibly his own attitude towards his education blinded him from the practical understandings and skills it could provide him.

Let us consider **Laws**  
the first of the *empowering foundations*.

Laws are essential to maintaining order. If we don't have them, or if we disregard them, or choose not to use them, we defeat our purposes and minimize our chances of reaching goals leading to success.

At the beginning of their conversation, Cyrus clearly explained to Robert his understanding of the fundamental nature of water and his conviction about imitating Nature's laws, not replacing them with his own. This understanding of laws fuelled his faith and reminded him that there are patterns to everything. He knew that his property could complete a pattern of some sort – he just needed to find out what it was.

Cyrus demonstrated his faith by researching his options to find a crop with growing requirements that matched the natural resources of his property. His understanding of the laws of water flow and their relationship to land elevation, together with his unquenchable desire to achieve success from a supposed curse, gave him a great advantage over surrounding cranberry farmers.

Reflect for a moment on your own respect for laws and we're not talking about the speed limit here. What part have they played in helping you achieve your current level of success? Do you recognize the patterns in those successes?

Sage entrepreneurs have learned from their own experiences, as well as those of others that disobedience stalls success. Thus, they search out and willingly obey the laws applicable to their particular

circumstances. By their actions, they demonstrate the attitude that is built upon the foundation of law:

“There’s a Law Behind Every Success.”



Think of a past experience where you or someone else wanted to achieve a particular goal but disregarded the *rules*, or *laws* related to it. What happened? How would the results, especially in the long-term, have changed if there had been an attitude of obedience?

How can obedience to laws empower you? What can you do to start making this happen so your rates of success increase? Jot down your thoughts in the box to the right.

This foundation satisfies another of our *fundamental needs* – the need for **direction**.

It is as necessary to our success as the other foundations that have preceded it. Every foundation is an integral part of the whole group – one building upon the other. If one is missing or incomplete, the strength of the whole is threatened.

Catch the rest of Chapter 12 in:

***FaithSkills***, *Discover the Essential Foundations of Permanent Success*

## Focus Box

My thoughts...