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CHAPTER

3

The Missing Link

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I'm sure you'll agree that there's nothing like real experience to teach you the lessons of life. Usually it involves a lot of emotions that cause a great deal of turmoil, but the lesson is learned forever and contributes to one's level of wisdom. I, for one, have found that these profound moments of growth are often facilitated when a new level of understanding has been gained or vaulted upon us by our circumstances. I call these, "*ah-ha*," moments.

For me, the most profound of these occurs when seemingly insignificant, concrete actions reveal or fulfill major intangible needs. Think of this in terms of family life. When I do the dishes for my wife without being asked, offer to take the kids for the afternoon, or simply open the door for her even though we've been married for years, I prove to her that she has value to me. This, in turn, earns me her loyalty and respect for the times when I need it. And trust me, I have a strong need for a cheerleader - Joanne's the best!

I've also learned from other experiences about the relationship between tangible actions and intangible needs. Several years ago, a "good" friend and business partner taught me the hard way.

We had just come off several *rocking* years in business; awards were plentiful and cash flow was healthy. I decided that it was time to grow, not only for my own benefit but also for the benefit of my prized manager. So, when one of those *deals of a lifetime* opportunities for expansion presented itself, I jumped on it.

I talked to my manager and told him that if he could achieve the same level of profits we'd made together, but do it without my hands-on involvement, for five years, I'd give him 50% of the shares of the crown jewel outlet. No capital was required of him, just pure sweat equity.

Well, things rolled on for a year as I revived the newly obtained outlet. But I began to wonder why sales were dropping and profits were dwindling, yet the manager wasn't worried. When I questioned

him about the situation, he gave me a nebulous response. Then a few months later, there was a request for a raise in pay. I was stunned. I simply reminded him that he was in control of his destiny as a partner; he determined his take-home pay through a lucrative bonus plan that I hadn't removed, even though he became a partner with shares in escrow.

Well, a few months went by. There was no increase in profits nor did the bonus occur, yet there was no more complaining. I wondered why the wheel had stopped squeaking without any grease. I had my suspicions. They were fueled by two incidents. I was in the office one afternoon and witnessed him misleading a customer with an outright lie, and then overheard him speaking with his wife on the phone and telling her a blatant lie, even though I was right there and could hear every word he said.

That's when my *spidey senses* recognized a missing link. My complete inner being was alerted. I thought: "If he's willing to lie to his wife, he'll lie to anyone, so what makes me think he won't lie to me?"

Even though he had been with me 7 years, I couldn't deny the reality of what my mind told me. He didn't understand the Essential Foundation of Commitment. He wasn't faithful to his wife, the #1 person that deserved his faithfulness, so why would I be naïve enough to think he would be faithful to me, let alone be trustworthy.

My heart was wrenched, yet I couldn't deny the logic of what was happening. Then it really hit me. For years I had seen him mess around with me and others over small issues requiring his word. Many times I caught him telling little "white lies".

How stupid it was of me to think that he would mature or change just because I'd placed a mantle of trust upon him. He had proven that he didn't have the vaguest understanding of the essential requirement of trust, nor of faithfulness, in building a relationship. The only thing he was good at was being present. His life was purely physically based, yet I was expecting him to live a higher standard

simply by putting him into a situation that required it. It didn't work. He needed to create it himself from within.

Well, I decided to validate my new revelation and test the man's integrity - I wanted to be sure so I seeded the cash box. The money disappeared. But, I wanted to give him the benefit of the doubt, so I did it for three more weeks. Sadly, all the extra cash that didn't have a known work order or receipt attached was gone. Reality really hit me hard.

Needless to say, life changed after this awakening experience. I learned that the seemingly unimportant actions that relate to trust must never be tampered with in any shape, form or manner. I now clearly understood the relationship between physical actions and intangible needs. It was a rude awakening!

You may have had similar experiences. Hopefully, they won't be repeated in the future because this book will teach you how to adopt and utilize The Essential Foundations in your life so you know how to orchestrate successes, not disappointments. When you gain clear understandings of elements of this life that can govern your physical actions in fulfilling intangible needs, you will discover a *doorway* that can form an essential foundation.

The purpose of this chapter is to introduce you to The Essential Foundations, often referred to as the "True North" of the sage world because of their constant, stabilizing forces. Just as a metal link can join two separate pieces of chain and convert them into a powerful tool, so can these Essential Foundations link your *fundamental needs* to your *FaithSkills*.

These foundations are sometimes referred to as *understandings*. They are the intersections where intelligence, body and spirit connect. It is here that *understandings* become beliefs that are

Remember This

Essential means absolutely necessary.

Foundation means based on or supported by. Sounds like pretty good stuff to have, doesn't it?

Rene Says

The key to living by the spirit is communing with your spirit. You do this by physically stimulating your mind so your spirit can access and form your thoughts to influence the actions of your body. Indirectly, that's what occurs through the process of hypnosis. Fortunately, you can do this consciously by examining your behaviors to determine your own personal access points. For me, it's the shower, or a long drive in a familiar car. Both of these activities act upon my physical body and occupy my brain while stimulating and comforting both at the same time. While this is happening, my

Continued next page...

then expressed through actions. My manager's actions clearly displayed his beliefs, and thus the level of his *understandings*. Unfortunately, at the time, his wife didn't recognize this. Neither did I. Or, maybe we just didn't want to admit the truth.

I hope you won't be like my manager, or naïve like me. You won't, if you adopt these new *understandings* into your *auto pilot* behavior. Your actions will radiate a deep inner confidence, a *spiritual confidence* if you will, that will clearly tell others that you've "got it together". You will be recognized as one who has strong leadership skills because you not only "*talk the walk*" you "*walk the talk*".

However, one must clearly understand that the empowerment and permanence of these foundations occurs only when they are built upon each other in the correct order. *There are no shortcuts here*. If you ignore these important facts, be prepared for failure. You will literally be building your house of success on sand - we all know that's not a wise choice!

Now, at this point you may be wondering if we are preparing you to be a duplicate, a clone, of every other individual seeking to make *permanent positive changes* in his or her life. We're

not! As we explained in Chapter One, our goal is to help you understand the patterns that lead to enduring successes so you can then use them in your own way to form your *FaithSkills* Personal Operating System - one that meets your needs. It will most likely be quite different from the systems developed by others.

Now, let's talk about the way we've structured the following chapters that introduce and discuss the Essential Foundations. We hope that the organization we've used will facilitate your assimilation of the material into your life in a way that has value to you.

It's important to note that we have presented the Essential Foundations in specific categories. These not only reflect their "natures" as interpreted in the physical world in which we live, but also the way they will evolve for you as you implement these foundations into your *auto-pilot* of behaviors and form your own *FaithSkills* Personal Operating System.

Thus, as you discover these categories you will see that they too exhibit how understandings must be built one upon the other in order for them to have stability.

Rene Says

mind races away and is easily spoken to by my spirit. Nothing is more invigorating to me than a long drive or a 1-hour shower. Talk about getting re-energized. For some, music has a similar influence, while hiking does the trick for others. That's also why nature can be so soothing yet stimulating. Our physical bodies are in familiar surroundings and our minds are free to commune with our spirits. Discover a physical behavior that energizes you in the same way. I call this *conscious hypnosis*. Try it! You'll be amazed to discover the wonderful spirit you really are and the amazing power it can have upon your life -
TODAY!

The Essential Foundations are categorized as follows:

- the **fundamental** foundations: organization, order and purpose - they satisfy our *inward fundamental needs* for Acceptance and Knowledge;
- the **leveling** foundations: balance and opposition - they meet our *inward fundamental need* for Harmony;
- the **identifying** foundations: intelligence, body and spirit - they meet our *stabilizing* Need for Identity;
- the **empowering** foundations: law, agency and action - they satisfy our *outward fundamental needs* for Direction and Empowerment;
- the **resulting** foundation: the harvest - it partially fills our *outward fundamental need* for Fulfillment; and lastly,
- the **governing** foundation: commitment - it completes our *outward fundamental need* for Fulfillment

We will present the Essential Foundations and their accompanying *FaithSkills* in the order of these categories as stated above. We do so in the form of parables, or stories, so you can not only relate with them but also consider how they can apply to your life. Each story will present a combination of characters – parents, businessmen, sailors, etc. Some are just learning about the Essential Foundations, their associated *FaithSkills*, and how to implement them, while others already know how to use them effectively and are teaching others.

The chapter following each case study will analyze what happened in the story and also help you put yourself into it so you can *experience* the situation in *your own way*. We hope this will assist you in *assimilating* the information unto yourself.

We will present each Essential Foundation with its associated

FaithSkill. We are doing so in order for you to *clearly understand the relationship that the FaithSkill has to the Essential Foundation and the fundamental need it fulfills. It is important that you understand these relationships in order to better absorb and assimilate the process of building and mastering these FaithSkills as presented in detail in Chapter 19.*

To further assist in this process of relating the Essential Foundations to their associated *FaithSkills*, we have included “*Pro-Active Reflection*” boxes at the end of each chapter so you can record any thoughts that come to your mind as you read. As you write down these often rapid and unexplained thoughts, you will introduce yourself to the process of personal reflection, which will help this book become the revelatory experience it is intended to be.

We’ve also placed boxes within the review chapters to allow you to write your immediate answers to questions that we hope will facilitate your active participation, and thus rapid immersion, into these new understandings.

As you learn from the stories how to implement these Essential Foundations, you will be empowered to effectively exercise *FaithSkills* at will. This will allow you to harness the power of your spirit in your daily actions so you can *Live your life by the spirit*. When you do this, immense and powerful changes occur - it is literally how you can *move the mountains of your life*.

There is a lot of new information in this book, thus we hope that you will take time to not only review the material, but also to reflect upon it. I’ve been told “this book needs to be kept close at hand as a constant reference manual” - we hope it will become such a resource for you.

Now, before we close this discussion, I want to verify why we’ve taken this chapter to present the categories, or natures of these foundations. “There is a season for all things.” It’s no different than multi-tasking as a business owner/operator or a parent. Apply the wrong skill or understanding at the wrong time and disaster is

sure to occur. Try selling a customer your services when you're still wearing the "*production hat*". It just doesn't happen. You're trying to instill confidence in the customer, while at the same time, your mind is racing because you're wondering how the crew in the back is potentially messing up. Or, try wearing the "*checkbook hat*" when you're striving to inspire your child as you help with homework. You're just not there, *and that's not a good thing*.

You need to apply the correct skills, talents and abilities to the task at hand or else your juggling routine is doomed for injury! That's what happened to my manager. He thought the "key" was juggling, when in fact, it was to know what and when to juggle. Since our partnership had satisfied his physical need, he relaxed his guard and continued to perform his juggling routine with people's trust. All he was doing was manipulating, juggling us like he had all the other issues he *managed* in his life. Some things just aren't meant to juggle - trust being one of them.

We don't want this fiasco to happen to you and it won't, if you understand these Essential Foundations by their categories and assimilate them accordingly into your life. You'll move from one positive experience to another.

So now that we're both on the same page, take a look at the following chart to review what we've discussed. Then, on to the stories. Enjoy!

The Category Their Physical “Natures”	The Essential Foundation (s)	The Fundamental Need
GOVERNING	Commitment	FULFILLMENT
RESULTING	The Harvest	
EMPOWERING	Action	EMPOWERMENT
	Agency	
IDENTIFYING	Laws	DIRECTION
	Body	
	Spirit	
LEVELING	Intelligence	HARMONY
	Opposition	
FUNDAMENTAL	Balance	KNOWLEDGE
	Purpose	
	Order	
	Organization	ACCEPTANCE
This type of	Foundation satisfies	this need

Pro-Active Reflection

