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If we stop for a moment just prior to just one communication we make today, we could ask ourselves; "what outcome am I after with this person?" With this simple consideration we bring consciousness to our intention and shift the locus of control from the external to the internal. As we proceed with the communication, we pay close attention to how the other person is receiving our words and behavior and we adjust accordingly to shape the communication toward the intended conclusion. Bandler was perhaps the first to articulate the words of <u>Milton Erikson</u>, perhaps one of the most accomplished communicators of the last century: "The meaning of your communication is the response that you get. If you can notice that you are not getting what you want, change what you're doing. But in order to notice that, you have to clearly distinguish between what you are getting from the outside, and how you are interpreting that material in a complex manner at the unconscious level, contributing to it by your own internal state." (Bandler and Grinder, 1979, p.61)

Take a moment to reflect on all your communications today. Notice your intention but believe in the results you are getting. If you are not satisfied with the outcome, do anything differently. Be willing to adjust to achieve your goals.



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There is a paradox at the origin of our consciousness. As a parent, leader, teammate we must realize that we have a distortion of reality that we face on a moment-to-moment basis. Bohm describes it thus: "[when] perceptual input is fused with memory... [it produces] ... representations that guide us in our moment-to-moment experience" (Bohm, 1996, xiii).

When we are present for this paradox, we develop a capacity to discern the object of our awareness without being absorbed into the associations that arise out of the awareness of that object. However, to be present and related in an authentic shared reality with our child, colleague, or co-worker we need to have a participatory engagement with them in a shared reality. Consequently, mindfulness may disallow this engagement where Presence allows for it.

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"He (Bohm) has suggested that thought is, by nature, incomplete. Any thought, any idea, any theory, is simply a way of seeing, a way of viewing an object from a particular vantage point. It may be useful, but that usefulness is dependent upon particular circumstances – the time, the place, the condition to which it is applied. If our thoughts are taken to be final, to include all possibilities, to be exact representations of reality, then eventually we run up against conditions where they become irrelevant. If we hold to them in spite of their irrelevance, we are forced either to ignore the facts or to apply some sort of force to make them fit. In either case fragmentation is the result." (p. xi)

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"Before you can really help with anyone else's suffering, you first begin the path toward your enlightenment by addressing your own suffering. You want to do good in the world, but you must first meditate so that you really know how to help others with their suffering." (p.87)

"At certain moments, the ordinary rules of cause and effect are suspended. Living in a sacred space, surrounded by sacred images, following a guru, a teacher, or a prophet who seems prescient and nudges you toward a specific path – impossible things happen. Since you cannot explain them through reason, you must acquiesce to unreasonable theories. After that, everything begins to make sense again, but in an unexpected way: all impossible things begin to seem quite possible after all." (p.153)

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Often, perhaps in one moment, we are given an opportunity to listen. If we are still enough for only a moment, we may hear what is calling to us. We have a choice, "do I listen" or "do I move on or back into the pattern that is oh so familiar." Do I answer the call and take the risk inherent in its promise; to change me, riddle me, into being more fully who I am?

"Often in actual life, and not infrequently in the myths and popular tales, we encounter the dull case of the call unanswered; for it is always possible to turn the ear to other interests. Refusal of the summons converts the adventure into its negative. Walled in boredom, hard work, or 'culture,' the subject loses the power of significant affirmative action and becomes a victim to be saved. His flowering world becomes a wasteland of dry stones and his meaningless – even though, like King Minos, he may through titanic effort succeed in building an empire of renown. Whatever house he builds, it will be a house of death: a labyrinth of cyclopean walls to hide from him his Minotaur. All he can do is create new problems for himself and await the gradual approach of his disintegration." (59)

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"The profile at the beholder's left is male, that at the right, female; the presence in the center is the mask of Eternity, the ever-creating mysterium, out of which all pairs of opposites proceed: female and male, love and war, creation and annihilation. Though beheld externally, this mystery is to be known internally, as the indwelling Source and End of all that has been or is to be." (p. 13)

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"Society in general tends to overlook the untainted wisdom of children, when that obvious truth isn't convenient or profitable." (26)

"A true mentor is an adult who develops a special relationship with a child, who teaches the child skills, and creates a sense of wonder about the world. Someone who helps the child develop a sense of honor and knowledge of right and wrong." "Mentoring is a sacred trust." (37)

"If a child is allowed to pursue what he or she believes to be his or her gift without censorship from parents or teachers, he or she learns how to ask for help, how to be self-motivated and how to be connected to their world, rather than disconnected and lost." (39)

"The best gift and teaching that my father gave to me was his trust." (52)



"I know that if a kid feels that he or she is loved, wanted, and cared for even in the midst of the most difficult home situations, that boy or girl will usually turn out all right. It's the consistent love that overcomes the bad things that happen. I found over the years that kids who come to me without that kind of love or consistency in their life are the ones who struggle as adults." (51-52)

"Fear based parents, who want the best for their children, tend to overprotect them by sheltering them and depriving them of their own life experiences. The results are young adults who struggle later in life to make their own decisions out of fear of making the wrong one. They are paralyzed by false fear." (107)

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"A strong culture increases net revenue 756 per cent over an 11 year period according to a recent Harvard study of 200 companies." (paraphrase)

"Culture is a set of living relationships working toward a shared goal. It is not something you are, it is something you do." (p.xx)

"High-purpose environments don't descend on groups from on high; they are dug out of the ground over and over, as a group navigates its problems together and evolves to meet the challenges of a fast changing-world. (p. 228)

"Here is a surprising fact about cultures: many were forged in moments of crisis. . . . In order to move toward a target, you must first have a target. Listing your priorities, which means wresting with the choices that define your identity, is the first step. Most successful groups end up with a small handful of priorities (five or fewer), and many, not coincidently, end up placing their in-group relationships -how they treat one another – at the top of the list. This reflects the truth that many successful groups realize: Their greatest project is building and sustaining the group itself. If they get their own relationships right, everything else will follow." (p.227, 229)



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The Dionysian is daimonic and ecstatic, promoting intensity of experience rather than clear, structured meaning. It is a dissolver of limits and boundaries, bringing life without measure. In its extreme form it is wild, irrational, mad, ecstatic, boundless. It is the enemy of all conventional laws, rules, and established forms. It is in the service, not of safety, but of life and rejuvenation. The weak and immature may be destroyed by its onslaught; the healthy will be fertilized and enlivened like the land by the flooding of the Nile. (p. 64).

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"Orange suggests energy one step removed from its primal source. If we think of red as raw energy, then orange might be thought of as energy tempered by the yellow of insight, understanding, or thought. Orange is something like fire within rightful boundaries, such as the fire around which a group gathers for stories on a winter evening." (p. 59)

"Purple is a mixture of blue and red . . . an amalgamation of the energy of red and the serenity of blue. It is a "sign of life, alive for its own sake, blooming wherever it happens to be." (p. 61)

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"What must happen with most small business owners will continue struggling or fail because the small business owner fails to remove him or herself emotionally from the business and view the business dispassionately through the lens of an entrepreneur.

Most small businesses ultimately fail because the small business owner never set up the business to succeed without his or her involvement on a daily, personal basis." - from Hawaii news letter

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"One must have respect for the nakedness of these teachings and their ultimate correctness. Pure land Buddhism is the purest. It resolutely resists any and all programs of self improvement and stands only by tariki, which means 'other-help.' The 'other' that might help is mythologically described as 'Amida Buddha.' Amida is no other than 'emptiness' – the mind without conceptions or intentions, the Buddha-

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mind. In other words: 'Give up trying to improve yourself, let the true self be your self.' These teachings are frustrating for motivated people in that no real instruction is offered the hapless seeker." (p.161-163)

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