



LIFE RESPONSE in Work



**how to attract sudden good fortune from out of
nowhere in your work activities and attain peak
levels of success**

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LIFE RESPONSE IN WORK



by Roy Posner

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PREFACE

'**Life Response in Work**' is a new book and workshop manual by Roy Posner based on the fundamental concept that you can quickly or even instantly attract good fortune in your Work activities by elevating your level of consciousness -- whether by overcoming a limiting attitude, by ridding one's self of a poor habit, by shedding a limited belief, by utilizing the power of silence, by practicing goodwill and self-givingness, by opening to the spiritual Force, and other subtle inner and outer behaviors.

The book is presented in a lively, colorful manner, dividing the methods by which you can attract miraculous-like response into seven areas -- Introduction, Physical, Vital, Mental, Heart, Spiritual, and the Character of Life.

The book contains dozens of astonishing true-life examples/case studies where people elevated their consciousness in work in certain ways and thereby elicited these astonishing and powerful work-related results, including-

- **sudden appearance of positive conditions**
- **sudden disappearance of nagging problems**
- **sudden arrival of unthought of solutions**
- **golden opportunities appearing out of nowhere**
- **huge spike in revenues, sales, income**
- **high paying work, wonderful new projects appear**
- **conflicts eliminated; goodwill and harmony prevail**
- **onset of a highly energized, enjoyable work environment**
- **purpose and meaning felt in work**
- **all stress, worry, fear, uncertainty turns into peace and joy**
- **never-ending career and personal growth**

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Pt.1 Life Response in Work
Introduction

Case Study:

Computer Sales Story



Many years ago I was working at a computer store. At that time, I was at the bottom of the barrel compared to my fellow salespeople.

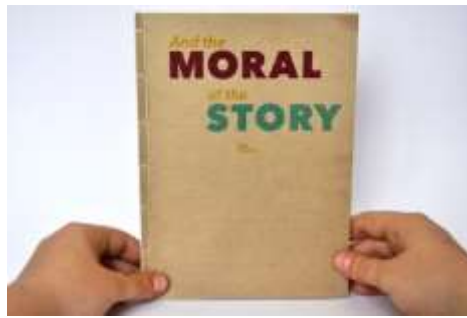
One day I was asked by my boss to work a second consecutive weekend. Having already worked the weekdays, and being continually exhausted I was unwilling to accept my boss's requests. I also felt that it was just asking too much of me.

However, later on when I considered my low monthly sales, my mediocre income, and now my wanting, reluctant attitude, I changed my mind and decided to come in to work that second consecutive weekend.

When I did, within five minutes of entering the store, a man who I thought looked like someone who would never buy anything approached me, and after several minutes ended up making the biggest purchase of my sales career.

In fact, that sale jettisoned me to #1 among my sales peers, and I would then go on to have the biggest monthly sales volume in the history of the four store chains' operation.

It also led to the biggest pay check of my career, not to mention the accolades and rewards that came to me at our company's Christmas party.



Then what is the moral of the story?

One moral is that reversing a limiting attitude can bring sudden good fortune

What Attitude was reversed?

It was my Reluctance. I shifted-

- from unwillingness to work that second weekend to acceptance
- from unwillingness to work hard and make the extra effort to embracing my boss's request

When I made that effort, LIFE RESPONDED as soon as I arrived in the form of the unexpected customer

... who made the purchase of my career.

Here's another true story ...

Case Study:

Business Referral Story



A while back, I had the good fortune to attend a meeting of managers and consultants at Microsoft's downtown regional headquarters in San Francisco, where the focus was on their project management software. I had been to this gathering numerous times before and enjoyed every meeting.

On this particular occasion, I knew that a representative of a company I had been referring business to wished to talk to me about a business issue. While I expected some results from referrals I sent to the company in the past, the report he handed me indicated that I had in fact generated staggering amount of revenues for the firm, and as a result I had now earned huge referral fees in return.

In fact, it would turn out to be largest one-day financial windfall of my life! In one fell swoop, I earned well over \$20,000, when in the past my biggest referral fee payday had been ~\$3500. Though I expected perhaps something similar to this smaller value, instead I garnered 7 times the amount! I was completely dumbfounded; actually I was in a state of mild shock.

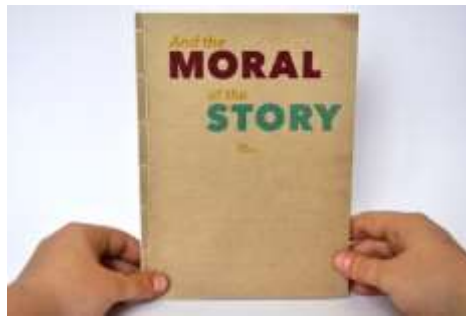
What happened?

For over a month, I was unable to figure out what I had done to attract this startling result. I knew it wasn't mere chance or dumb luck, because I don't believe in such things. Nor did I believe it happened because of something obvious or outward I had done recently with that company.

In the end, I could find no obvious clues. That is, until a friend of mine helped me see the light.

My conversation with my friend got me thinking about the fact that over the past several years, I have had a number of conversations with the owner of the firm from who I received the big paycheck -- dating back to before we had a business relationship. On those occasions, I expressed my admiration for the owner's exceptional technical skills and knowledge, as well as his winning demeanor. In response, he would offer his genuine thanks and appreciation for my insights. This dynamic went on every few months for several years.

But what my other friend helped me realize was that my persistent *goodwill* towards the owner returned to me in the form of that huge referral fee!



What then is the moral of this story?

The moral is that **Persistent GOODWILL can attract powerful positive response all around**

It brought enormous business for the recipient of goodwill

- \$1M of business for the owner from the biggest telecommunication company in the US.

It also brought enormous fees for the giver of the goodwill

- It was a shock for me to receive well over \$20K in referral fees for seemingly little effort

The results seemed so miraculous-like

They were in fact a response from life -- I.e. a **Life Response**

Concept:

What is Life Response?



“Life Response is the phenomenon where the conditions of life suddenly or very rapidly turn positive due to a shift in one’s consciousness.”

What normally takes days, weeks, months, occurs in a very short time; or in a matter of moments, or even *instantaneously* in the blink of an eye.

The response comes in such forms as the sudden onset of-

- more Money (as in the business referral story)
- more Work
- more Sales (as in the computer sales story)
- new Opportunities
- Improved Life Conditions
- Problems Disappearing
- And in many other ways

-Other Examples of Life Response



Over the years, associates of mine and I have experienced hundreds (even thousands) of Life Response incidents. Eg-

- A trainer without work for months **CLEANS** his refrigerator and at the **VERY MOMENT** he completes the work he is informed that he has been booked for work for the entire next quarter
- A man finally gathers the **COURAGE** to discuss a looming issue with his boss, and the **VERY MOMENT** he does so a six-month nagging backache disappears
- A woman **OVERCOMES HER RELUCTANCE** to work a short temp job, and the **NEXT DAY** she is hired full time after years of trying to secure gainful employment
- A business owner **UTILIZES THE VERY LAST PARTICLE** of a resource when none was available, and **SUDDENLY** out of nowhere he is offered **HUGE SUPPLIES**

These and hundreds of other instances of sudden good fortune are a common experience in life, but most of us fail to see this powerful connection.

Concept:

When Does Life Response Occur?



Life Response is actually happening all the time, but we miss it.

Why do we miss it?

It's because we don't see the subtle, invisible relationship between the inner person and the outer result.

Concept:

Inner-Outer Correspondence



We have continually observed that what is occurring outside ourselves is a direct reflection of our inner condition.

We think that the inner & outer are separate, but that is an illusion of our limited consciousness.

The inner and the outer are actually part of the same single stream of existence.

Thus, when we change our consciousness inside, life *instantly* responds in kind on the outside.

In that way LIFE is like a MIRROR, constantly reflecting who we are; what we think, feel, and believe.

We call this relationship “Inner-Outer Correspondence”

Concept:

Instant vs. Over Time Response



Now let's talk about Life Response and its relationship to **Time**

In examining hundreds of life response incidents, we have identified two types of response in terms of Time

1. The most dramatic form of Life Response is one that occurs instantaneous to one's change in consciousness

- My Computer Story was of this kind
- At the INSTANT I arrived in the store after changing my attitude about working weekends, there was the customer who brought about the sale of my life

2. The other form of Life response is one that occurs over time

- My referral fee story was of this kind
- I received the biggest referral fee of my life AFTER MONTHS of practicing Goodwill toward that client

Concept:

Positive and Negative Response



Here's a question to consider: **Is a life response always positive?**

Or to put it another way, do we always get beneficial results in the life response phenomenon?

Though we have often seen the power of positive life response, **it can happen negatively as well.**

I.e. negative conditions can also suddenly present itself.

What's then is the difference between the two?

Our continuous experience has been that life responds positively as a result of raising our consciousness.

- E.g. when I engaged in Goodwill over a period of time, I evoked the positive response of the big AT&T contract that brought great benefit for all parties.

On the other hand, Life responds negatively when we maintain or lower our consciousness.

- E.g. one individual consistently meddles and interferes in the affairs of another, causing the meddler to quickly attract negative circumstance for themselves as well as others.

Concept:

Planes of Our Being from which We Can Evoke Life Response



We'll get back to negative life response in later chapters, so let's focus on the positive side for now.

The issue at hand is to discover those human behaviors that evoke life response.

We have already seen the power of shifting our wanting **attitudes** to something more positive.

We have also seen the power of **goodwill**.

Are there are other powers or behaviors that we can utilize that have a similar life response effect?

To understand this, we need to understand **the parts of our nature and being**.

Concept:

Planes of Our Being from which We Can Evoke Life Response - 2



We are complex beings. We are an amalgam of sensations, feelings, thoughts, beliefs, actions, decisions, and dozens of others.

Any of these can evoke sudden good fortune.

Since we are such complex beings, one wonders if there is a systematic way we can look at ourselves so we can bring out those qualities in our nature that can evoke Life Response results.

In our research we have identified six “planes” that make up our existence.

They are-

- the **Physical** plane,
- the **Vital** or Life plane
- the **Heart** plane
- the **Mental** plane
- the **Spiritual** plane
- the **Character of Life** around us

It is within these planes of being that we will discover the powers to evoke life response.

Let's then examine each of these planes and see how they reveal the keys to evoking sudden good fortune; i.e. phenomenon of Life Response.

Concept:

The Physical Plane



The **Physical** plane is the material reality in the universe, which includes objects here on earth, such as rocks, water, land, et al; whether natural or man-made. It also includes our physical bodies as well as its actions and movements.

We will see that life responds in several ways at the physical plane or level. One is taking to higher levels of cleanliness and orderliness.

For example, one instructor who was completely out of work decided to clean his refrigerator and when he got up from that ordeal instantly attracted months of work where there was absolutely nothing before.

Another way to attract life response at the physical/material plane is by making maximum use of one's resources. I.e. conserving and not wasting anything.

One business person completely out of a critical resource told his people to clean out the place and find the last scrap of that resource and use it. When they did, suddenly out of nowhere arrived word that a huge source of supplies was now available.

A third way to evoke life response at the material level is to relate to physical objects from a higher consciousness.

If say they are not working properly and you give it greater attention, they will start working better. Even communicating with their essence will cause them to suddenly start working better!

How to evoke life response through each of these methods at the Physical level is covered in the 2nd chapter of this book.

Concept:

The Vital Plane



The **Vital** is the plane of life. It includes our very life force and being. It also includes our connection and relationship with the world, including others. It also includes our feelings and emotions, which together blend into our attitudes towards the world around us, including others, as well as our work.

We have seen that at the Vital plane life responds in a number of ways. One is that if we shed a negative attitude, good fortune suddenly will come our way.

E.g. we saw how in the Computer Sales Story the salesperson changed his attitude about working the second weekend in a row, and suddenly out of nowhere he attracted the biggest sale of his life. This is an example of how higher attitudes at the vital plane evoke miraculous-like conditions.

How to evoke life response through each of these as well as other methods at the Vital level is covered in the 3rd chapter of this book.

Concept:

The Mental Plane



The **Mental** is the plane of information and knowledge. It includes our ability to think and reason, to conceptualize things, and to aspire and have intention to have things come about. It is also where our personal values and beliefs reside.

We will see that when we take to certain mental movements, life will respond in kind. That includes having an aspiration to accomplish a goal, an intense will and decision to achieve.

E.g. the moment one individual focused on accomplishing a matter instead of ignoring it, the opportunity suddenly came to him.

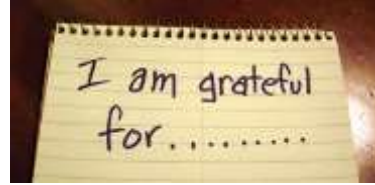
Also at the Mental plane resides our cherished values and beliefs.

We have often see that when people take to higher values, such as Honesty or Respecting Others, or Valuing the Customer to know end, life quickly responds.

How to evoke life response through each of these as well as other methods at the Mental level is covered in the 4th chapter of this book.

Concept:

The Heart Plane



The **Heart** plane is of one's higher emotions. It consists of our deeper connection with others, which we express through goodwill, self-givingness, gratitude, and other ways.

These higher emotions have a great capacity to evoke sudden good fortune from the environment.

We have already seen an example of that, where Goodwill by the consultant toward the company owner over time evoked the biggest commission check of his life.

How to evoke life response through each of these as well as other methods at the Heart level is covered in the 5th chapter of this book.

Concept:

The Spiritual Plane



The **Spiritual** plane is the domain of ultimate truth, of causality, of essence and being. It can take shape as experiences of stillness and silence, to a soul connection within and connecting to some Transcendent reality.

We will see that ANY movements or experiences from the Spiritual plane evokes overwhelmingly positive conditions.

That includes not reacting to other's intensities, as well as being silent and still within.

Eg we will see situations where taking to mental or verbal Silence evokes a positive verbal response from others; or it can clear up or cancels a current problem.

Also at the spiritual level we will learn about the power of the Spiritual Force, which has ultimate power to attract positive conditions. This is perhaps the most powerful method we learn of all in the entire training.

We have many examples of this phenomenon!

How to evoke life response through each of these as well as other methods at the Spiritual level is covered in 6th chapter of this book.

Concept:

The Character of Life



Finally, we can observe that like ourselves **Life itself has a certain Character**. Moreover, that character expresses through subtle patterns and powerful laws.

It is therefore our knowledge of and how we interact with these patterns and laws that can determine the outcomes of life, including bringing about startling Life Response outcomes.

Specifically, we will see that when we look at problems in a positive light, or see difficulties as opportunities, we tend to align ourselves with very positive circumstance.

Eg we have seen the enormous life response power of looking at problems when they arise as actually Opportunities coming to us.

How to evoke life response through each of these as well as other methods at the plane of Life is covered in 7th (and final) chapter of this book.

Concept:

Keys to the Book



In review-

We have identified Six planes of existence.

And within each plane, we have also identified a number of human behaviors that trigger the life response phenomenon.

As we examine these powers in the course of this book - each illustrated by astonishing true life incidents - you will begin to see **how to trigger such outcomes in your own life.**

And better still you will be able to **target just those behaviors that are best for you**; that tend to evoke powerful response in your life.

For example, one person might need to focus on having more positive attitudes with colleagues, and expressing goodwill instead of ill-will, while another needs to organize his work space better and get better control of the direction in his life.

And so forth for each person reading this book.

This is then the core of this 'Life Response in Work' book:

To evoke powerful positive response in your life by practicing a custom set of human behaviors fit just for you ...

so that you can reach the pinnacles of success and the depths of inner fulfillment in your work ...

and over time become the Master of Life.

What You Will Learn from this Book



Let's then review the benefits that you will derive from reading this book:

- ❖ **You will learn the Nature of the Life Response phenomenon.**
- ❖ **You will also learn how to EVOKE Life Response in Work-related situations.**
- ❖ **Specifically, you will learn the 25-50 KEY ATTITUDES & BEHAVIORS that evoke such powerful response**
- ❖ **In particular, you will identify the half dozen qualities that evoke response for YOU - based on your nature**
- ❖ **Moreover, you will CONSCIOUSLY practice those behaviors as you move through the book**
- ❖ **As a result, you will begin to CONTINUOUSLY evoke miraculous-like conditions**
- ❖ **And as you evoke this "instantaneous miraculousness," you will gain great power; and gradually become a MASTER OF LIFE**

Practical Work-Related Benefits of Evoking Life Response Results



Now let's focus on the practical work-related benefits you will derive from evoking these miraculous-like outcomes.

- ❖ You will experience Dramatic Improvements in your Work Performance
- ❖ Your Energy and Enthusiasm will skyrocket
- ❖ Problems you are having will quickly get Solved; or simply disappear!
- ❖ Unthought of new Opportunities will continually present themselves
- ❖ Your Sense of Self-worth will dramatically rise
- ❖ A “Can Do Anything” spirit will increasingly be felt

But there is more ...

- ❖ You will acquire a profound knowledge of the way life works,
- ❖ ... which will in turn lead to **Greater Understanding and Insights** in your daily existence,
- ❖ ... which will lead to **Decisions and Actions that produce Ultimate Results**
- ❖ You will also develop **Better Relationships with others.**
- ❖ ... with fellow workers, superiors, subordinates, family members; and others you come in contact with
- ❖ You will also experience a never-ending flow of **Challenging and Deeply Satisfying Work.**
- ❖ **Income will Skyrocket**
- ❖ **New forms of Financial Reward will continuously appear.**
- ❖ every day, every hour you will have one or more experiences of the miraculous; leading to deep feelings of joy in being alive
- ❖ And so on, ad infinitum.

So let's proceed!

Pt.1 Life Response at the
Physical Level

A: PHYSICAL ORGANIZATION

Concept:

Physical Expressions of Life Response



We're going to first focus on how sudden good fortune (life response) occurs at the physical plane of existence. That is, at the plane of Matter.

How does the physical plane express in life?

Examples of Physical aspects of life

- Physical things, objects.
- Our physical body
- The movement of our body
- Our interaction with physical objects

Concept:

Physical Expressions of Life Response -2



Certain Physical movements evoke powerful response when taken to at a higher order, including-

- Higher Levels of Cleanliness and Orderliness
- Making Maximum Use of Physical Resources
- Giving Physical Things More Attention
- Make a Greater Physical Effort
- Changing Our Physical Habits
- Increasing Our Level of Energy

Concept:

Higher Levels of Physical Organization



Before we discuss the first item, cleanliness, let's focus on "Organization"

What Is Organization?

Organization is that which establishes the solid foundation by which life can thrive

- In business, organization takes shape in the form of job positions, lines of authority, systems and activities, projects, and so forth
- For the individual, organization can take shape as the organization of job duties, standard operating procedures, the person's calendar and to do list, their assignment on projects, etc.

Without organization there would be chaos; life would come to a standstill or simply collapse.

Concept:

Higher Levels of Physical Organization – 2



We have also seen that taking to higher levels of PHYSICAL forms of organization evoke sudden good fortune from the environment

Among the forms of organization that evoke response include:

- Our level of Cleanliness
- Our level of Orderliness
- Maximizing Our Use of Resources

Let's start with Cleanliness

Concept:

Higher Levels of Cleanliness Attract



Perhaps the most fundamental form of organization is CLEANLINESS. It also has a special power to quickly, even instantaneously evoke startling positive conditions.

Over the years we have seen that **serious attempt to raise the level of cleanliness** in our environment will not only produce physically pleasing results, but life response results as well, including the sudden onset of-

- more money
- new opportunities
- higher sales
- and many other benefits

Let's consider some true life examples:

Case Study: Desperate Instructor Evokes Months of Work by Cleaning Refrigerator



One day many years ago, I found myself in an awful predicament. Because I had not worked in weeks, perhaps months, my financial position had completely deteriorated. To make things worse, I had no idea how to remedy the situation. And so I sat there confused, helpless, frozen in time; and with every passing day, my situation became ever more perilous.

Then one day, I thought of something rather unusual. Since I wasn't doing anything worthwhile, why not take the time and clean out my refrigerator. After all, it hadn't been attended to for months -- perhaps years! -- and besides, what else was there to do with my time? And so without further hesitation, I took up that daunting task.

First, I began to remove all of the foodstuffs inside the box. Then I got down on my hands and knees, and proceeded to scrape away all of the crust and grime that had accumulated along the edges. Straining this way and that, I scraped and scrubbed until the refrigerator was spotless. After I was done, I slowly raised myself up from that strenuous effort, and let out a deep sigh. As I stood there with my heart beating rapidly, I noticed that I still hadn't finished the job: that the food I removed earlier was still piled high on the counter. And so I proceeded to return each of these items to their proper shelves. With that last task completed, I now felt relieved that the grueling episode was finally over.

Except there was one more thing ...

At the *exact* moment that I finished putting everything back, the telephone rang. I then scurried over to my answering machine, and carefully listened to the incoming message. It turned out to be my agent -- the person who provided me with the bulk of my instructional work. She was now leaving a message that I had been assigned to a host of new projects, and would I please call back as soon as possible!

When I heard the news, I experienced a surge of energy, which expressed in two ways. On the one hand, I was both stunned and overjoyed that I now had a steady stream of

good-paying work to carry me through the coming months. On the other, I knew that because I had made the intense physical effort to clean my refrigerator, I had attracted a magnificent response from life.

Case Study: Gold Out of Carbon



Here's another true story that shows the power of cleanliness to evoke sudden good fortune.

A management consultant friend of mine was providing his expertise to an Asian company in the business of manufacturing carbon brushes -- a part used in the construction of automobile motors, starters, and other components. As it turned out, this particular client was a subcontractor that catered to a much larger manufacturing concern.

One thing often observed in these relationships is that a smaller company will be at the mercy of the larger one -- especially when it comes to money and price. In fact, in this instance, the larger auto manufacturer would twist the arm of the subcontractor at every turn. For example, though the smaller firm found it necessary to raise the prices of its products to its customers, the larger manufacturer ignored these terms for years, squeezing it in the process. It was at this point that my associate friend entered the picture.

When he arrived at the plant of the subcontractor, he noticed that the entire facility was littered with carbon particles. When **he suggested to management that a thorough cleaning was in order**, they looked at him in disbelief. This was after all a place where dirty black carbon was used in the manufacturing process of its products. Why would they clean that? One worker even exclaimed, "Do you expect us to derive gold from a factory using carbon as its raw material?" Despite their derisive remarks, my colleague stood firm, and in the end prevailed.

In order to carry out his recommendations, however, it was necessary for the firm to shut down the facility for several days. To assuage the directors, the consultant guaranteed them that any potential loss coming from the temporary closure would be more than offset by the positive results that would come through the cleaning. Whether or not they

understood this subtle principle, in the end they trusted the consultant and took up his advice.

A few days later, the director of the company saw the consultant shopping at a store nearby. He then rushed up to him, tightly held his hand, and proceeded to thank him profusely for the services he had rendered. The director then informed him that people at the larger manufacturing company had unexpectedly brought in high-ranking Japanese officials to visit the unit the subcontractor company just cleaned. Interestingly, the foreigners appreciated the cleanliness of the unit so much so that they recommended that their *entire* brush requirements be produced in the subcontractor's facility! In addition, the larger manufacturing company now agreed to change their position and fully accept the higher prices that the smaller subcontractor firm had requested earlier!

It was another astonishing example of how **higher levels of cleanliness evoke miraculous-like conditions.**

In this case, the initiative to clean out a very dirty place -- a request once mocked and ridiculed as absurd -- quickly attracted an astounding series of events that brought great benefit to a once vulnerable small manufacturing firm.

Concept:

Higher Levels of Orderliness Attract



Though taking to it can attract wonderful conditions, cleanliness reaches its apex and perfection when it is accompanied by orderliness. E.g. by

- putting things in their right place
- sorting things out
- arranging them in a logical manner
- categorizing and dividing objects for easy access and retrieval
- etc.

When we take to higher levels of orderliness, life likes to return the favor with good or great fortune!

Let's see this dynamic in action:

Case Study: Cleaning and Reordering Stockyard of Carpet Sales & Installation Business Attracts



A number of years ago, I was doing some management consulting work for a company in the retail and wholesale carpeting business. To create their custom products and services, they utilized a number of tools and machines that were stored in a large open area in the back of the large facility. Aside from making general recommendations on how to improve their business, I made one suggestion that may have seemed peculiar at the time. I asked top management to straighten out the storage yard containing their tools and machines. That not only meant cleaning up the mess that had accumulated there, but putting each tool back in its proper location.

Time passed and I met with the client for a follow-up meeting. Someone brought it to my attention that they had taken my advice and straightened out the entire tools/staging area. I was gratified to hear this, though I half-consciously expected a follow-up to that news. When I then shifted back to my primary role of evaluating big-picture problems in the company, I was told that there had been a sudden and most unexpected surge in sales. When I probed a little deeper, I also discovered that there had been a sudden upsurge in the firm's financial position.

Though I was quietly thrilled to hear these reports, I did not impress upon them that their effort at cleanliness and orderliness was what precipitated these results. But that is precisely what happened.

When we **clean up** what is filthy, or strewn about haphazardly, or otherwise looks unpleasant, and then add a modicum of **orderliness** to that effort, we generate concentrated energies that attract fortuitous circumstance, whether –

- a sudden spurt in sales

- an improvement in cash position
- or other dramatic results

Here are several other examples:

Case Study: Legal Secretary Attracts Needed Client for Firm through Greater Cleanliness, Orderliness



Sue, a legal secretary for a downtown firm, was not getting clients. She then decided to reorganize and clean her workspace. Sue created a 20 percent clearing of items in her drawers, closets and files; tossing the old and making space for the new.

Well it turned out the very next day, after a long drought, a client came to her with a new work assignment.

Case Study: Overcoming Social Media Clutter Attracts Old Client Who Needs More Services



An insurance agent friend of mine decided to declutter all the social media that was invading his life today and within 5 minutes got a call from a client he hadn't seen in 2 years who needs a lot of life & serious-illness life insurance coverage which he offers!

Cleanliness and Orderliness Checklist



Checklist:

- | | | |
|---|--|--|
| <input type="checkbox"/> My desk | <input type="checkbox"/> My to do list | <input type="checkbox"/> My living space |
| <input type="checkbox"/> My files | <input type="checkbox"/> My calendar | <input type="checkbox"/> My auto |
| <input type="checkbox"/> My computer apps | <input type="checkbox"/> My hygiene | <input type="checkbox"/> My storage facility |
| <input type="checkbox"/> My workspace | <input type="checkbox"/> My appearance | <input type="checkbox"/> My accounts |
| <input type="checkbox"/> My storage space | <input type="checkbox"/> My wardrobe | <input type="checkbox"/> Other? |

Concept:

Maximum Utilization of Resources Attract



Let's face it; we live in a throwaway society.

When a resource is depleted, we discard it -- looking for another to take its place.

Moreover, when we use a resource, we are more concerned with the benefits it brings than whether or not we are using every last bit of it.

- For example, if I drive my car to an important appointment, I am more concerned about getting there than whether I have received the maximum mileage from the fuel.
- Gas may be expensive and precious, but arriving at that meeting is far more critical.

And yet with a little effort, **we can also learn to derive the maximum use from the resources we employ** -- whether it is a machine, materials, or something else.

Doing so will not only save us money and help maintain supplies, but will also trigger powerful life response results.

To show you what I mean, I would like to share with you an entry from an associate of ours in charge of a manufacturing concern in India.

Case Study: Making Use of All Particles During Extreme Shortage Attracts

“Low Carbon Ferro Manganese is one of the main raw materials we use in the manufacturing of welding electrodes. One day the manufacturer who supplies us with this material informed us that their plant was shutting down for maintenance, and as a result, there would no supplies of the resource coming for the next two months.

Now this is an expensive material, so the stocks we kept on hand were held to a minimum. Also, there were only a few companies that manufactured this particular item. What’s more, the suppliers were all located in faraway places. In this dire situation, we had little time to arrange supply from other sources; and stocks on hand were now sufficient for only 5 days of production.

In this difficult state, we made the decision that not a *single particle* of LCFM should be wasted. To that end, we alerted all the workers to be extra careful in its use. In addition, the shop floor was swept thoroughly because in our desperation even *spilled* material was collected, screened and used.

Remarkably, two days later, from out of nowhere, the Managing Director of a company manufacturing LCFM in Orissa -- which is about 1300 kilometers away from our Pondicherry location -- visited our unit. Then over the phone, he instructed his plant to immediately dispatch all the needed material to us!

There was more to the story, however. Where previously we were buying the material from a supplier on a *cash* basis, the new company now offered us 30 days’ *credit*. In addition, we no longer found it necessary to negotiate any pricing terms with them, since they now agreed to supply materials in the future at that *same price*. (This is significant because they knew of our precarious situation, and yet despite our weak position, they did not take undue advantage of us.)

By the way, till this day we are continuing with this new supplier!”

As we see, when you try to derive the maximum use from a resource, life responds with more of it – arriving in ways you would never have imagined!

- When the manager of the company made the decision to make the most of

its current, scarce resource by using every bit available, life returned the favor with fresh new supplies at a time when conditions were dire.

- In addition, several other astonishing developments followed in its wake.

Maximum Utilization of Resource Attracts for the Entire Collective



Another phenomenon we have noticed is that when you fully utilize every bit of a resource available to you when there is a general shortage, not only will more of it come to you personally, but to the wider community as well!

Here's an example; also narrated by the person who had the experience:

Case Study:

"The powercut in the state of Tamil Nadu in India has been severe since February. Industrial units are receiving power only five days a week, and the supply is cut off completely from 10 am to 6 pm.

Ten days ago a Chennai entrepreneur agreed to implement maximum utilization of power to evoke a response from life. The method he followed was to ensure that every minute bit of available power was fully utilized by turning on operating equipment the moment power supply came on. The entrepreneur created a record of the exact delay in turning on each piece of machinery, which ranged from 5 to 15 minutes.

As it turned out, the first day, the 8 hour daily powercut was suddenly reduced to a mere 35 minutes.

A week later the entrepreneur agreed to augment his effort by following hourly consecration of his work (i.e. opening to the spirit). Yesterday the government announced

that the two-day weekly power cut has been completely eliminated, and the power cut on other days has been reduced by one hour daily.”

By making maximum use of the energy resource, tracking it down to the smallest differential, the entrepreneur was able to evoke a powerful response for his own company, well as for the wider community of the entire state.

Concept:

Greater Attention to Physical Things Attract



It is a basic law of life that everything responds to attention -- whether physical object or people.

For example, when machines are given attention, they not only start working better, as you might expect, but attract startling results that almost seem out of the realm of possibility.

Similarly, giving attention to money can elicit these startling results.

- For example, one small business owner with a limited cash flow we know of balanced eight months of back bank statements in a weekend, and received \$5000 from out of nowhere the next day.

Let's examine some other real life examples of the power of attention.

Case Study: Attention to Machine Becomes “Cash Cow”



Along the way we have witnessed a startling phenomenon: That when you give personal attention to physical objects you attract startling positive conditions.

When we clean, fix, test, or otherwise attend to and improve a physical object's working condition, not only will that object function better, but positive conditions suddenly come our way.

One day, a management consultant friend of mine was called in to help a proprietor who needed some sound advice on running his business. In analyzing the firm, the consultant noticed that one of the machines at the company was in a sorry state of disrepair. It had reached that point because the owner thought it was not worthy of any attention. After all, he reasoned, the machine was not being used to generate income, so why bother with its upkeep.

Familiar with the subtle workings of life -- including the life response power of organization -- the consultant asked the proprietor to go ahead and give the machine attention anyway. Specifically, he asked him to repair, repaint, and otherwise keep it in perfect working order: maintaining it as if it were actually being used for production purposes. When the proprietor heard this suggestion, he laughed, and told the consultant that the machine had been idle precisely because there were no orders that required its use; and, therefore, it was a complete waste of time and money to restore it. Instead, he would repair the machine only *after* his company received such orders.

Naturally, the consultant believed the owner was looking at things in the wrong way. He told the proprietor that if he kept the machine ready for production, *and* if he genuinely wanted the machine to yield profits, orders would come *on their own*. Uncertain of this

extraordinary claim, but still trusting in the consultant's advice, the owner followed the suggestion.

A day or two later, the owner's cousin, an engineer, suddenly appeared at the factory. For some reason, the newly painted machine attracted his attention. The cousin then told the proprietor that he wanted to start a new business, and, if the owner was willing to part with the machine, he would use it in the new venture. The cousin then told the proprietor that he could generate revenues and profits from the new enterprise within a month, and would gladly share in those earnings. As a result, an agreement was struck, and in a short order, the machine became a moneymaker for both individuals.

We see that when you give an underutilized and unattended resource like a machine more attention, it has a funny way of attracting luck

- in this case, the sudden and unexpected arrival of the cousin who took an interest in the machine and turned into a serious moneymaking venture.

Case Study: Wine Sellers Attention to Neglected Stocks of Inventory Attract Desperately Needed Sales



Another closely-related form of this phenomenon involves stocks of things, such as inventory or collections of materials, and the like.

Eg if you give greater attention to stocks of inventory, such as ones long neglected, you tend to elicit startling responses from life.

Here's a true life example:

A wine seller in Asia had very low sales. In an attempt to help him, the consultant noticed that the wine seller had ignored stocks of old wine that had been lying dormant in the cellar.

Using his subtle knowledge, the consultant asked the seller to make a full effort to *clean* those stocks, even though on the surface of things it did not seem that such an action could possibly bring about the sales the seller needed to improve his condition. The seller however out of respect for the consultant agreed.

Within a few short weeks, the seller not only found someone to purchase his old stocks, but out of nowhere suddenly received orders for new sales equal to a whole half years' worth of sales!

As we see, when you give attention to physical resources that have been neglected, in this case by cleaning them, life steps forward and gives you things you want; in this case, a boom in sales!

Case Study: Cleaning Client's Machines Attracts Long Overdue Payment



As we have seen cleaning long-neglected objects attracts miraculous-life response results. It can attract big sales, as well as **Big Cash infusions!**

Consider this example narrated by an associate of ours:

“There was a pending payment of substantial amount for past six months from a particular company. As I dearly needed that amount to pay year end taxes in the last week of March – I started working on the same from first week of March.

Knowing a bit of life response phenomenon, I engaged in correspondence with the firm, reviewed accounts that pertains to that company, cleaned our own office including my desk, and resorted to prayer. But nothing happened. Until the very last day.

On the evening 31st March 2014 while taking the stock I found that some of the client's machines had not been cleaned properly and I felt very awkward. And so I had all of them cleaned without care for the amount or any benefit that would come to us as a result.

By the time I closed the doors, I received an SMS about the amount I was expecting being credited. A six months' past due amount suddenly had been issued to us!”

Once again we are minded of the power of Cleanliness, and the power of Attention; here mixed together to evoke a Big Cash infusion result!

One Step Further:

Speaking to the Spirit of Objects



Though we ordinarily don't think it so, a case can be made that every object -- material or otherwise -- has an essence or being.

Moreover, if we are able to make contact with that Spirit in that object, we can evoke a powerful response from the field of life.

Here is a true-life example:

Case Study:

An individual's mother told him that few days back the AC stopped working. The AC repair person told her that he would be back the next day, but didn't show up for 3 days.

On the third day, his mother shifted the whole issue to the spirit- **i.e. the spirit of the AC**. She spoke to it saying "I do not know what the issue is. The repair man is taking so long and hasn't even got back to say what the problem is and how long it is going to take. I am not sure how much he is going to charge either. I request you to handle this whole situation and work well."

MIRACLE! Within 2 minutes of her heartfelt spirit prayer, the AC person called to say that he had found the parts, had finished repairing, and that he was bringing it on the same day.

We know that objects respond to very personalized attention. Now we know that that they respond to our communicating with them,

including talking to them or otherwise communing with them.

One woman we know of spoke to a leaky drum, and soon after it stopped leaking!

In that way, we can develop a deep repoire with anything -- object or human -- by relating to, connecting with their essence and being.

B: PHYSICAL EFFORT

Concept:

Greater Physical Effort Attracts



Another aspect of the physical/material plane of life are our own physical bodies.

That includes the actual physical movements and efforts we make using our bodies.

Here are some simple examples of Physical Effort

- Getting dressed in the morning
- Making our way to work
- Using our strength to move inventory from the warehouse to shipping department
- Using our smartphone to contact everyone on our contact list about new promotion, including speaking with each.

Normal View: We normally believe that putting out a certain amount of physical energy will produce a certain finite result.

Different Perspective: And yet we have discovered that by making the **full, exhaustive effort** -- expending all one's energy -- **life takes over and brings us overwhelming good fortune.**

Is this possible?

Case Study: Great Effort to Sell Attracts New Partner



One time early on in my career, I was selling a line of fashion ware to boutiques and gift stores in Northern California. Though I had worked assiduously to sell the products, in the end I had little to show for my efforts. The fact was that the line just did not seem to interest the clientele. However, rather than give up, I decided to make one final push.

So one day I methodically went store-to-store to sell these apparently difficult-to-sell wares in the chic Cow Hollow district of San Francisco. As I continued to push on, my effort began to take on the air of a quest. In essence, I was willing to do whatever was physically necessary to move the merchandise -- even if meant pushing myself to the brink of exhaustion. And yet at the end of the day, for all of my physical and psychological effort, I still had nothing to show.

Weary and too tired to go on, I then wandered into a small Italian restaurant to relax and have some dinner. To my surprise, I recognized an individual there whom I had met several years earlier. When he approached me, we talked about where we had first met, and then discussed how I got involved in the sale of imported goods from India. As we continued our conversation, I was surprised how intrigued he was about my work. Then most unexpectedly, he asked if there was a sales position available for him in my company. Taken aback, I wasn't sure how to respond at first, but then I told him that I would think about it and get back to him shortly.

When I arrived back at my office, I immediately thought about my friend's proposal. It quickly dawned on me that perhaps we *could* work something out. Besides, he had initiated the idea, which suggested to me that I should respond positively. A little while later, I called back and informed him that there was indeed a sales position available; and if he wanted it, he could start right away.

Not only did he accept my offer, but over the next several months, he would generate the overwhelming majority of the company's sales! In fact, we would soon go into business as partners, creating a new enterprise called Kenroy Company -- named after Ken and

myself. As it turned out, this new arrangement would change the entire dynamic of my career, as I now essentially moved out of day-to-day sales, and instead became the operations manager of the business. In sum, one day I was a struggling salesperson; the next, I had a dynamic new salesperson, a new company, and a new role for myself in the business.

As we see, when we make an exhaustive effort at our current level of functioning, life takes over and catapults us to the next one.

- When I made that one final all-consuming, quest-like effort to move a product that was not selling, I attracted circumstance that changed the course of my career.

When we expend ALL of our physical, emotional, and mental energies on the work before us, life tends to take over and lift us to an entirely new level. In this way-

- a project manager can quickly become an administrator
- a regional consultant becomes an international high-flyer
- a local leader is elevated to state official.

When we make a total exhaustive effort in our current work, expending every drop of energy, life takes over and lifts us to the stars!

Case Study: Man's Full Effort on a Proposal Evokes Surprise



Though we are focusing here on making the full, exhaustive PHYSICAL effort to attract sudden good fortune, we can also make a full exhaustive MENTAL effort to do the same.

Here's a true example:

A partner in a management consulting business worked very hard and diligently to develop a proposal for a prestigious global organization focusing on services his company could provide that would benefit the client as well of hundreds of clients of the client. At one point he could go no further, as he did not know what else to say. And yet he also knew that the proposal was very incomplete.

Having exhausted his efforts and gone as far as he could, the partner switched direction and went to his email to see what was there. In his Inbox he saw a message from the other partner. He also noticed that attached to it was another version of the same proposal he was working on it. However, when he read it he was stunned how good it was; how it touched on all the salient issues he could not come up with; how it said everything he hoped to say and so much more. It seemed like a miracle to him; as his deepest wishes to put together a coherent and insightful proposal were suddenly answered from out of nowhere. As a result of these developments, the two partners agreed to use the second proposal for the potential client.

This was another dramatic example of how making a full, persevering effort – in this case a mental one – compels life to take over and fulfill your aspiration, and then some.

That is precisely what happened to the partner as he put everything into the proposal he was capable of; exhausting his own intellectual capacities.

And as a result, out of the blue something instantaneously appeared that fulfilled his deepest aspiration.

Case Study: Erin Brockovich Makes Exhaustive Physical Effort, and Attracts Ultimate Results for Clients



And then there is the famous, true story of Erin Brockovich. Here it is:

Erin Brockovich, an impoverished young mother of two children worked at a law firm. Working on an extraordinary case, she had to gather hundreds of signatures in order to win a case against a giant utility corporation in California whose pollution was causing hundreds of people in Hinckley California to be very ill.

She pursued her goal despite the fact that she herself was experiencing severe illness. Despite these obstacles, she managed to marshal every fiber in her being and made the ultimate, exhaustive effort to achieve her goal.

When she was done, she went into a restaurant, and in a state of near collapse, she was greeted by a man who told her he had access to the key to case documents that she was championing. As a result of this information, she was able to win a titanic, several hundred-million-dollar legal case for her clients.

Because she made the exhaustive effort to the nth degree, life returned the favor in the form of an individual who provided the incriminating evidence that secured the biggest victory of its kind in history.

Concept:

Token Effort Brings Great Results



Finally, we would like to share one other phenomenon related to Physical Effort.

We call it the power of a “Token Effort”

It goes like this:

If when there is no obvious solution to a seemingly intractable problem and yet you make a small token effort in whatever way possible, life will soon reward with a relatively easy solution to the entire matter.

Here’s a true story example:

Case Study:

A friend asked me to retrieve a very difficult to get at important device held in storage. For months we discussed ways to dislodge it from its location, and then have it shipped back and returned. Then one day I took it upon myself to make an effort to retrieve the item, even if I had to climb over heavy, difficult to move boxes and other furniture-based obstacles.

After making a small, yet strenuous effort, I soon realized that I could get to the desired item much more easily than I had thought.

And so I was able to quickly retrieve it and then return it via airlines to my friend who was ecstatic when she received her beloved quilting device.

Months of anxiety on her part had now come to an end due to one small token effort on the part of her friend.

As we see, when we are in a difficult situation, we can try to make the smallest effort; in some fashion in some way where we perceive even the smallest opening of possibility. When we do, when we make this Token effort, life can suddenly open up before us, and bring a solution where none seemed obvious beforehand.

Concept:

Making the Extra Effort in *Your* Life



Your Past Effort History:

Think about a few situations where you took an extra effort which led to a very positive opening in your life.

- What caused you to make that extra effort?
- Was it caused by life's pressures?

Effort in Future:

Examine situations in your life where you need to take a greater amount of energy or effort.

- Take that extra effort.
- Thereafter see if you have a whole new level of capacity, energy, and success that wasn't there before.

C: HABIT, ROUTINE

Concept:

Changing Habits, Routines; Overcoming Negative Ones Attracts



Also related to the physical plane are the normal Habits and Routines we engage in.

Normal view: We keep doing the same thing the same way so

- we efficiently move through life
- make best use of our time, etc.
- accomplishment of the small details is second nature

Higher Perspective: If you overcome a routine habit and try to make it fresh, and somehow different and improved, life will bring you good or great fortune.

Let's see some examples:

Case Study: Road Not Taken Episode



One day not too long ago, I decided to break one such routine. On this occasion, I decided not to walk through a large hilly park that overlooks San Francisco bay, which would have deposited me in the touristy Fisherman's Wharf area. Instead of climbing through that elevated park with its lovely view of the Golden Gate, I decided to explore the three long piers known collectively as the Fort Mason Center. These edifices, left over from Civil War days, are now divided into dozens of sections -- including headquarters for renowned dancing and theater troupes, offices for environmental and global movements, various California cuisine restaurants, and other interesting and unusual facilities. It has become a kind of mecca for the cutting edge, and the sometimes far out.

The first place I stopped at Fort Mason Center was a store that was dedicated to presenting the concept of time -- in particular, to showcasing a number of magnificent, unusually large timepieces. For example, prominently displayed was a 10-foot computerized clock that was created to be accurate for up 10,000 years. It, like others on display, consisted of an astonishing array of gears and other moving parts.

At the time, I was the only one in the center, aside from the host. As I walked around the facility, I could hear soft, ethereal-like music playing in the background, which added to the already mystical atmosphere of the museum. Other than presenting these marvelous futuristic devices, the intent of the facility (longnow.org) was to capture the feeling of time itself -- or perhaps the *timelessness* of time. In fact, throughout the facility were posted a number of elaborate statements describing the nature of time -- including how we interact with it, what it really is, and others. There were also a number of books prominently displayed for sale on the subject. The entire experience was not only fascinating and thought provoking, but haunting and serene.

When I left the center, the guide asked me if I had any questions. However, finding myself in trancelike state, I could barely answer. As I exited the facility, I felt myself moving from the timeless like quality of that place back into time -- i.e. into ordinary life. I then looked

around to get my bearings, and continued on my walk. Not a minute later, I came upon San Francisco's most famous and venerable New Age restaurant, Greens. Now over 25 years old, it is recognized as the home of the vegetarian movement in America, and one of the pioneer restaurants in the use of locally grown produce in the preparation of its meals. This very large restaurant has a spectacular view of the Golden Gate and environs, and is one of the main gathering places for the intelligentsia of San Francisco and Silicon Valley.

When I walked into the facility to see how things had changed, I saw that it pretty much looked the same; except it was a bit more modern, and the people were younger. As I contemplated entering the enormous main dining area, a man standing a few steps above me suddenly interrupted and called down in my direction. "Excuse me sir," he said to me, "do you have the time?"

Indeed, I was bowled over by the question, when you consider considering where I had just been! I then quickly responded that it was 2pm. Then I looked at my watch once more and called out that it was actually five minutes to 2. (I guess I felt compelled to be accurate since I had just been in a place dedicated to the specificity of time!) Shaking my head and smiling at this extraordinary little response from life, I then headed out of the restaurant. As I looked around, I could still feel that sense of timelessness and peace enveloping me.

Now in the bright light of the day, I noticed that I could walk completely around the 300-meter pier, which would in effect deposit me at the bay's edge. And so I did just that, discovering one of the most spectacular views I had ever seen in this city of many such views. Also, I noticed that the weather was somewhat unusual, as it was overcast directly above me, yet the entire bay -- with its shimmering hills and mountains in the distance -- was crystal-like, bathed in brilliant sunshine. The contrast was at once breathtaking and surreal, which was for me yet another response on this startling little "road not taken" adventure. As I stood there all alone at the end of the pier with its magnificent view, I felt the wonder and magic of life compressed into a single moment.

After that stirring, almost cosmic-like experience, I headed back inland to explore the other two piers. In fact, I was really looking for a special place that I believed was located somewhere in the third. A moment later, I then came upon the bookstore that I was looking for: one that I had visited once before nearly a decade earlier.

When I looked around the large facility, it looked at once familiar, yet somehow different. As I am want to do, I then immediately headed over to peruse the books on spirituality

and religion. This time however, after rummaging through the shelves, I found nothing that caught my fancy. Slightly disappointed, and without much energy to peruse the plethora of other bookshelves, I decided to leave the facility. However, just before I exited the front door, I noticed a section of books prominently displayed that were marked down to half price. Immediately, I found an interesting book that I thought a friend of mine would enjoy. Then something very special happened. I found a book on the subject of how to write spiritual books, and, in particular, how to submit them to literary agents. In fact, the book contained a listing of a number of agents -- with explicit, detailed information about each. I found this utterly astounding because in the last several weeks I had been constantly thinking about how to find an agent and publishing house for my new book! Now in one fell swoop, all my prayers were answered! In fact, as I walked out of the store, it occurred to me that this book could turn out to be the most important discovery of my life!

Like shifting away from a fixed or dead habit tends to attract instances of sudden good fortune.

When I decided to get out of my dull walking routine and try something different, I was set on a journey that unfolded like a dream

- with unexpected occurrences, mystical like experiences, and infinite-like results.

Case Study: Author Takes Different Approach with Browser that Enables Self-Publishing of Book



It is said that we are creatures of habit -- i.e. we like to persist in doing that which is routine and familiar, rather than what is different, fresh, and new. Sri Aurobindo tells us that this is due to our material, body consciousness, which tends to remain the same, rather than progress: to repeat the same things, rather than take fresh, new initiative.

And yet we can learn to be more open to change in our moment-to-moment lives. In any given circumstance, we can become aware of our fixidity, our reluctance, our unchanging habit, and instead take a fresh, new tact. And when we break that routine and pattern, not only do we experience the joy of a fresh moment, but we open the portals of possibility, enabling sudden good fortune to come our way. Let me illustrate with a recent experience.

For several years, I have been self-publishing my books through Lulu Press, a wonderful online system that is an alternative to traditional book production. An author goes to their website, supplies the manuscript file, selects a look for the covers, and Lulu produces a book template available to the public. The consumer can then purchase a volume to order, 1 or 100, and have it shipped within a few days. It is a major revolution in the book-publishing field.

For several years, I have had little problems using the service. I would simply follow the steps and voila! new iterations of my books would be made available to the public. Recently, however, I have been trying to publish a new book, 'Higher Consciousness, Infinite Success', a compendium of the dozen or so major articles I have written at the Growth Online site, and have run into several problems. The main one is that when I send my Microsoft Word file to the site, the Lulu wizard would not accept it. I figured that it might be an error in their system, or that there is too much traffic at their site, or some other factor. For a month, I struggled to get a version of the file uploaded to Lulu so I

could complete the book publishing cycle. Recently I simply resigned myself to the plight, hoping it would self-correct down the line.

Then I recalled that several associates of mine were using the Mozilla Firefox web browser instead of Microsoft's Internet Explorer. It was something I had never tried before, nor did I see a reason to. I sometimes even wondered why my friends were using it. I heard it was a little faster, but that did not seem enough to take me away from Internet Explorer. In any case, one morning, frustrated with my lack of success in uploading my latest book, and not having gotten a credible response from Lulu, I decided to download the Firefox browser.

When I loaded it up, it did indeed seem to be somewhat faster, though that still seemed only a relatively minor benefit for continuing with its use. Then I went to the Lulu site and tried uploading my manuscript through Firefox instead of the normal Internet Explorer. A moment later, I was shocked to see that not only did my manuscript file take the first time around, but I was able to get through all the publishing steps in record time! Later in the week, I made further changes to the manuscript, and was very quickly able to create a revision at Lulu. For me, it was a marvel to behold, as weeks if not months of frustration had now suddenly ended.

Even as I was having the experience, I saw the great life response benefit of embracing change in the details of life: of taking a different path, rather than following old habits and routines.

When we perform an act in a fresh, new way, rather than in the tired old way, life immediately opens before us.

When we get off the dime, and move away from our physical consciousness that is fixed and wants to repeat, we open the portals of possibility.

It was another wonderful reminder that every moment we are offered the opportunity to break old habits and quickly attract the infinite to our doorstep.

Concept:

Overcoming a BAD Habit or Routine Attracts



There are not only routine and habits, but **bad ones** as well.

However, if you overcome a bad habit, life will respond in ways you never would have imagined.

Let's review a real life example.

Case Study: Man Gives Up Bad Money Habits Which Saves His Life



E.g. we have seen that as soon as you give up the one habit that has been driving your life down in an ever-increasing spiral, good or great fortune will suddenly descend on you, often from a most unexpected and unlikely source.

At a stadium in the US a man caught the baseball of a very famous home run hit. He later sold it for a fortune instead of relishing it, which then began a downward spiral of losing money. Borrowing, inability to pay, which eventually put his life in danger from a thug creditor.

Now at an upcoming meeting he was likely to be eliminated by the creditor's strong man. However, before the meeting, moved by an emotional situation, he decided to give up his life of borrowing and degradation.

When he arrived to meet his fate, the thug creditor suddenly got a call from his son asking his father if he hurts people. Mortified that his son had found out his vocation, he decided to stop this behavior. When the first man in debt who felt contrition for his past faced the thug creditor, the latter smiled and let him go, as he no longer could do something that would reinforce his son's beliefs.

The indebted man walked away happy that his life had been saved, and that he was going to follow a new course of right living.

When you break a long term bad habit that has sent you downward in a spiral of ill-fortune, life brings forth astonishing positive

circumstance that work on your behalf.



Bad Habits Checklist

- Procrastination
- Lying
- Stealing
- Money Schemes
- Tardiness
- 'Email Reaction Mode'
- Unnecessary Texting
- Poor E-Mail Communication
- Social Media Addiction
- Poor Grammar
- Bad Body Language Habits
(No Eye Contact, Etc.)
- Inattentiveness
- Unresponsiveness
- Unwillingness
- Indifferent; Aloofness
- Refusing to Do One's Part
- Lone Wolf Syndrome
(Do Things Own Way)
- Being Fixed, Rigid
- Lack of Manners
- Disrespectfulness
- Rudeness
- Temper Tantrums
- Inappropriate Humor
- Dress Inappropriately
- Lack of Personal Organization
- Planning Poorly
- Showing Up Unprepared
- Speaking Without Thinking
- Abusing Home Work Privileges
- Personal Life Before Work
- Non Work-Related Activities
- Taking Advantage of Freedom
- Taking Too Many Breaks
- Gooding Off
- Poor Health and Hygiene
- Coming in Sick
- Always Contrarian
- Badmouthing the Company
- Complain Too Much
- Spreading Rumors
- Excessive Gossiping
- Manipulating Others
- Back Biting
- Not listening; Interrupting
- Creating Unnecessary Noise
- Laziness
- Not Caring About Your Work
- Shoddy or Incomplete Work
- Talking Politics
- Drug, Alcohol Abuse

Considering Your Bad Habits



What bad habits do you have? List out several:

What are you going to do about it?

If you shift out of it, you are not just going to be better off, but life is likely to respond with good fortune.

D: ENERGY

Concept:

Energy Accomplishes, Attracts



Energy is the fuel of life. The more fuel we have, the more that we can accomplish.

Children have a nearly endless supply of energy.

However, as we grow older we lose a lot of the enthusiasm of our youth, and hence energy. That is not an inevitable course, however.

There are so many ways we can bring back our old energy, or increase our energy from where we are now, so that we can accomplish at a far higher level.

And yet taking to these strategies, will not only generate new founts of physical, emotional and mental energy, but they also tend to attract sudden good fortune from the environment.

Let's discover these energy increasing strategies, and the responses they evoked.

Concept:

Strategies for Increasing Energy that Attract



Aspire for Something

One way we can increase energy is to *aspire* to accomplish something in our lives. If for example you have a *new goal* you want to achieve and you *intensely* want it to come about, you will feel a *surge of energy* radiating throughout your being. Also just that intensity of feeling inside can attract positive things quickly to your person.

Learn Something New

Another way to increase energy is by *learning something new*, such as a new software program or some other technical or soft skill. Not only will energy stream throughout your mind, but it can evoke positive conditions from the world around you.

For example, a manager we know of decided to give his staff greater attention by training his illiterate workers. As a result, not only did his staff members become more energized, not only did it spread to other workers, but physical machines they used mysteriously started operating at double their rated capacity!

That is the energy attracting power of *learning something new*. Not only will you get energized, but so do the objects and people around you!

Shift Your Focus to Others

Another powerful way to increase your energy is to shift your focus away from our *own* self, and towards the *needs of others*. When you do, you will feel a burst of energy radiating throughout your being.

That's what happened to a trainer friend of ours. Instead of concerning himself about his own lack of motivation and energy, he decided to *give his all* in the *training session he was leading*. At the end of the class, he was just *bursting* with energy!

Holding Our Energies at Bay, Remaining Silent

One thing that depletes energy is expressing your emotions too intensely, which not only drains energy, but can lead to failure in work. On the other hand, holding your intense feelings at bay and remaining calm can attract astonishing positive results. One woman at the company Christmas party playing musical chairs with several dozen others remained very calm, and silent while her biggest challengers whooped and hawed. Yet at the very end of the contest involving dozens she surprisingly won the contest. By remaining calm and holding our emotions at bay, our energies build up and therefore attract success.

Expressing Our Opinions

Another one of the biggest drains on our energies is *expressing our opinions*. We love to give our thoughts on things in a social situation, but soon after the joy passes, we may find our energies falling down. If you restrain yourself from expressing your opinions, your energies will build up and attract positive conditions soon after.

Power of Speech

A related energy depletor is *speaking too much or too loudly*. Speech is a life power, and when we use it in excess, more than is needed, our energies get

diminished, and life responds in opposition to our desires. One company on the edge of bankruptcy decided to practice soft speech and fewer words, and within 2 years the owners were in a position to retire for life.

Practical Ways of Maintaining One's Energies

Of course, there are a number of *practical* ways to maintain a high energy level, including eating right, getting the proper amount of exercise, having a good night's sleep, avoiding alcohol and drugs, and others. And yet these too can elicit good fortune.

For example, one individual we know was very *weary and tired*. During that time everything seemed to be *going wrong in his life*, including the cancellation of all of his work. However, when he focused on getting the *proper amount of rest*, not only were his energies soon restored, but out of the blue *work started coming on its own!*

Concept:

Exhaustive Expenditure of All One's Energy Attracts More Energy



Normally, we believe that our energy is finite.

- I.e. if we have to do a work, our energies will be reduced commensurate to the effort.

And yet there is another perspective.

If you make a full, all-out effort in that endeavor, you will tap into a wellspring of energy you never thought you had.

- For example, instead of concerning himself about his lack of energy, a trainer decided to give his all in a training session he was leading.
- **At the end of the class, he was just bursting with energy!**

As we see, when you shake off any can't-do thoughts and give yourself fully to the work at hand, you tap into a vast fountain of energy just below the surface.

Try it some time, and you will see what I mean!

Case Study: Exhausted Consultant Gets Instantly Energized through Spirit

We would like to share one final power when it comes to Energy.

It is a spiritual approach to being energized when one is listless and without energy.

It is written by a colleague of ours well-versed and experienced in Life Response phenomena.

“Some 15 years ago I went to Europe to contact some computer software companies. I was traveling all over Europe on a tight schedule. On the last day of my tour I was in Paris to meet with a very large, important software company. When I went to their corporate office and entered the lobby, I realized that I had no energy at all. I had been traveling for two weeks and I was exhausted.

Then I thought this is the most important meeting of my entire trip and without energy surely I cannot accomplish anything.

So I started calling the Divine Mother intensely from the vital (emotional being) and asking Her for energy. Within ten minutes I felt like somebody had pumped me up. I felt buoyant and charged with energy. I met the Vice President of the company for one hour, and he was very excited by our proposal.”

As we see we have access to a universal power to energize ourselves when we are devoid of energy.

Obviously this opens the door to many issues and questions.

We will discuss other such spiritual approaches to Life Response in a major section of this book

Concept:

Raising Your Energy Level

Let's consider our own level of energy

Would you say you ordinarily have a low or medium or high level of energy?

If appropriate why do you think your energy is low?

Which of the energy building solutions just described would be appropriate for your own situation?



Life Response in Work at the PHYSICAL Level Summary

- **Higher Levels of Cleanliness and Orderliness Attract**
- **Making Maximum Use of Resources Attracts**
- **Giving Greater Attention to Physical Things Attracts**
- **Making the Full, Exhaustive Effort Attracts**
- **Overcoming an Outworn or Bad Habit, Routine Attracts**
- **Strategies that Increase Our Energy and Attract**

TIME OUT!

Concept:

Time Out: Life Response is Alignment

As we learn the secrets of life response we invariably will ask “what is its deeper cause?”

We have already mentioned the principle of Inner-Outer Correspondence: how the outer reflects the inner conditions. So if the inner changes, the outer life responds in kind.

It is because the inner and outer are not two separate realities, but rather are part of the same single stream of existence.

And yet there are other ways to explain the deeper cause of Life response phenomenon.

One is the principles of Alignment.

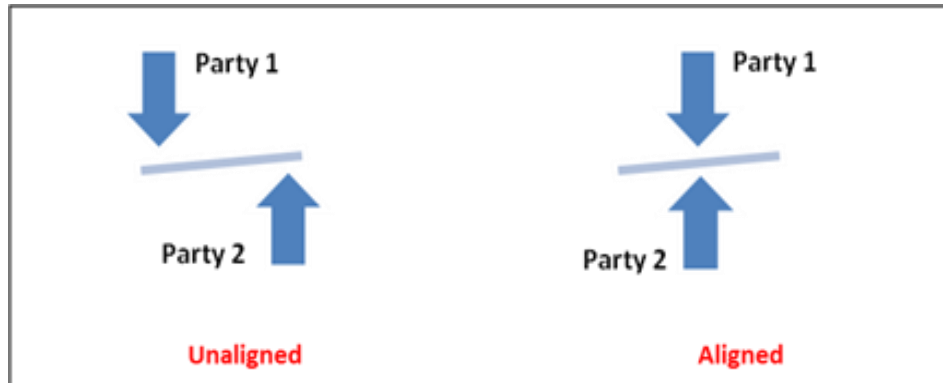
We have discovered in our research and study that when there is a Life Response outcome, the two parties involved have in essence moved into Alignment with one another.

Their shift to a higher level of consciousness brings them together in a common point in space and time.

Concept:

Life Response is Alignment - 2

Here we see a diagram of this process



For example, at the outset of this book I explained a story where I changed my attitude, was willing to come into work and work a second consecutive weekend even though I was exhausted. At the instant when I opened the doors to the shop, a customer arrived who then made the biggest purchase of my career, catapulting me from the bottom to the top among my peers in sales.

In essence, through both our shift in consciousness we came into alignment. He from his side making the decision to purchase the equipment and act on it by coming into the store, and my being there at that precise moment to take the sale as a result of my shift in attitude about working weekends.

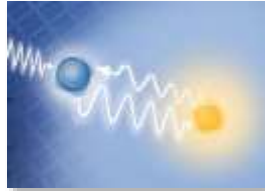
If we were to look at the situation from the sky, we would see how his movement from his office to the shop, and mine from my home to my car to the shop were in alignment.

And most importantly, it was because of our consciousness that we secretly moved together toward that common point in space-time where the great life response outcome took place.

TIME OUT!

Concept:

Time Out: Non-Locality and Life Response



- **Is there then any empirical proof that two parties can affect one another invisibly, leading to their alignment in a powerful positive life response event?**
- **Our research indicates that the life response phenomena is now explicitly corroborated by the now-accepted scientific principle of “Non-Locality,” also known as “Entanglement,”**
- **In Entanglement two objects at opposite ends of the universe from one another with no apparent material connection can instantly mirror the state of the other.** E.g. when a shift in the spin of an electron changes, another electron shifts at the exact same moment in the exact same way though they are on opposite sides of the galaxy, from one another.
- Thus the two objects are said to be “entangled” with one another.
- **This is similar to how in Life Response occurs.** E.g. if I shift in consciousness to the very positive, a person from around the

world instantly contacts me with good news, though I have never communicated with or known them before. Our consciousnesses have in essence shifted, causing us to move in alignment, which we experienced together in common instance of space-time.

- When I overcame my resistance to work weekends and at that very moment the other party enters and gave me the biggest sale of my life, we moved into alignment, we were entangled. From my side it was caused by a shift in attitude; from his side a willful need and action to get a thing purchased. The result was instantaneous miraculousness; i.e. an instant huge sale; in fact, the biggest of my life, catapulted me to the top of my peer group, and enabling me to earn the biggest pay check of my life.)
- **Life Response is thus a non-local entangled phenomenon where one thing shifting in consciousness can instantly evoke or align with a shift in another no matter how far apart.**
- **We will investigate this phenomenon even further (and deeper) in later sections of this book.**

Pt.3 Life Response at the Vital Level

Concept:

The Vital/Emotional Plane of Our Being



Beyond the physical plane of our being - i.e. material objects/forms, including our bodies -- there is an animated plane of life

We call it the Vital plane

It is where our life Force resides, including where our emotional energies express

Our vital energies express through our-

- Sensations**
- Wants**
- Desires**
- Needs**
- Emotions**
- Feelings**
- Attitudes**
- It includes our emotional associations with others, work, life, and even self.**

Concept:

Vital Attitudes and Life Response



Among all of these Vital qualities, we have found that ATTITUDES have an especially powerful tendency to evoke life response.

Let's then consider Attitudes

As we know we have a wide variety of attitudes – whether towards others, towards work, towards life even towards ourselves

Attitudes can express positively or negatively.

Positively – “I like to work with that person”

Negatively – “I don't like that individual. She has hard to work with”

Unfortunately, so many of our Attitudes leave something to be desired. Examples of negative attitudes are-

- pride and superiority
- ill-will towards others
- unwillingness to do what others suggest
- and dozens of others

However, our great discovery is that if we shift away from that

negative attitude, we tend to very quickly evoke positive response from life.

E.g. when I worked at the store that weekend and attracted vast sales results, it was a result of a shift from a negative to a positive attitude

In the final analysis our years of research and experience shows that overcoming a negative attitude evokes what we call “instantaneous miraculousness”

The response can happen over the course of some weeks or months or days or hours, or even instantaneous to the change.

Let’s then examine a list of several negative attitudes.

Concept:

Example Negative Attitudes



Here are some common negative attitudes that people express in the course of their day:

“I don’t want to work weekends”

“I don’t like my work: I want to work elsewhere”

“I don’t like that manager”

“I don’t like what he did to me”

“I hope she fails”

“I hate that company”

“Why are they holding up the line?”

“What’s the matter with this organization?”

“He’s to blame for the situation”

“Why can’t she be organized like I am”

“I won’t sell worldwide; only here”

“We will never sell that type of thing”

“He/she’s such a dumbbell”

“I’m upset he didn’t he show up!”

“It’s a hopeless situation”

“I feel so hopeless”

The good news is that if we shift out of any of these, sudden good fortune immediate rushes towards us! We have seen this many hundreds of times over the years.

Let’s examine a true life example:

Case Study: Overcoming Disdainful Attitude Towards Client's Staffer Attracts Overwhelmingly



Bill, the owner of a \$300,000 manufacturing company hated only one person in the world. His enemy happened to be the purchasing officer of Bill's largest customer.

Though he felt ample justification for his dislike, one-day Bill decided to reverse it. During the next one year, the sales of Bill's company rose to \$1.2 million, almost entirely due to increased business from that one customer.

What happened is that Bill changes his attitude, and in turn life changed his career!

Concept:

The Nature of Our Attitudes



Then why does life respond so powerfully to a shift in our attitudes?

It is because Attitudes are our deep-seated feelings about things.

- They are conscious or subconscious thoughts that express our emotions about people, life, and our own selves.

And when we change something so deep-seated and emotional, it sends our subtle, yet powerful energies that align with positive conditions.

In the story Bill had a deep-seated negative feeling about the purchasing manager.

But then he changed his feeling and attitude.

As a result of that shift, a positive vibration of energy was released into the field of life.

It aligned with and attracted back positive conditions from the client company in the form of overwhelming sales.

Attitudes are full of vital energy; and when they are raised to a higher level, vibration, consciousness, they then to call to corresponding positive conditions from life.

Concept:

Types of Personal Attitudes



If we know more about what attitudes there are, it would make it easier to identify problematic ones in our nature, enabling us to correct them and constantly be evoking the positive.

One problem in identifying attitudes is that there are so many of them in our human nature!

Fortunately, we have been able to identify at least three major Groupings of attitudes:

They are-

Attitudes toward OTHERS

- Positive example – “I really hope Bill does well in his career. He has what it takes.”
- Negative example – “I hope Bill doesn’t move up in his career, as I deserve it more.”

Attitudes toward WORK

- Positive example – “I’m going to bring my very best to this project I’m assigned to.”
- Negative example – “I don’t really care what happens on the

project. Just get it over.”

Attitudes toward Life, Ourselves

- Positive example – “I feel this is going to work out fine.”
- Negative example – “I’m sure this is going to turn out to be a disaster.”

Let’s begin by reviewing some real world experiences involving Attitudes about OTHERS

Concept:

Overcoming Negative Attitude toward OTHERS Attracts Positively



Perhaps the most visceral attitudes we have are our feelings toward other people.

When our feelings are positive, then we generally attract positive conditions. When they are negative they attract the opposite.

One encouraging phenomenon we have seen is that **if you have a negative attitude or feeling toward another, and reverse it, good things happen.**

- That's what happened to Bill in the earlier example.

Let's then review other real world examples of this dynamic:

Case Study: Overcoming Long-term Resentment toward Another, Even Wishing for the Best Attracts Overwhelming, Creative Result



A man was cheated by his cousin 20 years back, by which he lost all his rights over the properties he was about to inherit. Though he is well off now, he has always had a grudge and for a very long time he used to fume whenever he would think of that, and even went so far as to say that he should have killed him.

Last week when school final results came, when the whole of that Indian state received very good marks and passing percentages, the cousin's sons failed to pass. The man upon learning of this was so happy feeling that his "curse" brought the result, as that boy was normally more than average.

After a moment, he suddenly started thinking to himself that what has the poor boy have to do with the things the father has done. "Why am I like this," he wondered; "after all, Life who has given me more than what I had lost. Now I pray the boy should pass when they re-total the scores."

After a week when he was visiting a bank where he applied a loan for a project, the man met another person who applied for a similar project. They then engaged in further discussion about the possibility of collaborating in their undertaking. At one point when the man was learning the background of this person, he found that he was the relative of the person who cheated him 20 years back!

He also learned that investments that his cousins had gotten from his family and elsewhere turned out to be four times than what the cousin thought he would get. Plus, his son had received good marks when the re-totaling took place!

The man then thought to himself that when we change our attitude, extraordinary things happen!

This astonishing story indeed shows the power of reversing a long-

term negative attitude, here an intense resentment, even to the point of hoping for that best for those persons, thereby **attracting startling good fortune** toward that individual, as well as others' around him.

By shifting from ill-will, a negative attitude, to goodwill, we open up the floodgates of positive developments in life for others, as well as ourselves.

Case Study: *Additional: Grudge (Negative Attitude) toward Others Overcome Attracts Reversal of Fortune*



Here's another incident along the same lines, involving the same business owner:

“After a downslide in business in Madurai, India for about a year, I closed the Madurai office and looked after that region from the Chennai headquarters. Well it turns out that I always had a grudge against both Area Sales Manager and a Regional Sales Manager of the company for which I was distributor for Madurai. I even told my staff not to encourage them and take any job reference from them even if we were to earn in a million profit.

Time then passed and now the two individuals had resigned from that company and joined various others, which I discovered when we met in an unavoidable circumstance. There I could not show my grudge out of etiquette and cloistered virtue. After that meeting, I thought “why should we have than grudge, when we don't have capacity to survive without their product.” So, in the following days I became a bit more friendly, and amazingly and during our conversation each referred a client who needed the service that we provide!

We then attended those clients, and after those jobs were completed, we earned a profit on each equal to the amount to what I thought as I lost by closing down the Mudurai office.”

Again we see that when we shed our grudges and feelings of ill-will, we can attract remarkable positive circumstance, including balancing out losses from the past.

Several Negative Attitudes toward Others



From this experience as well as the earlier one, we see several negative attitudes at play, including ill will and resentment.

Fortunately, both negative attitudes were overcome, eliciting the wonderful positive life responses that followed.

In fact, we have identified a number of negative attitudes towards others when overcome attract extraordinary results. Among the are-

Ill-will

Arrogance

Resentment

Deception

Jealousy, Envy

Disloyalty

Callousness

Disappointment

Suspicion

Fear

Concept:

Negative Attitude toward OTHERS Attracts Negatively



So far we have explored the Life Response power of overcoming a negative attitude, such as towards another person. That normally attracts a powerful positive response from life.

There is another type of situation: It is the tendency to attract negative life response by engaging in, reinforcing negative attitudes.

E.g. you feel hostile towards someone, and quickly thereafter something untoward happens to you.

Case Study

That's what happened to an employee at a company Christmas Party. When it was announced that a woman she did not care for won one of the big prizes, the woman got very upset. A few minutes later she got a call from her son that he was in some serious trouble.

Her negative feelings went out as vibrations of negative energy that aligned with negative conditions with someone she was related to.

Had she caught her ill-will she might have attracted extraordinary positive results as we saw in the earlier cases.

Let's review several other real life examples where having a negative

attitude toward other people attracted negative conditions for them as it related to their work.

Case Study: Broadcaster Broadcasts Ill-Will Toward Company that Attracts Negative Conditions for Show at Studio



A man was watching a favorite podcast technology-oriented show on Twit TV. In this case the show actually allows the viewers to watch the hour or so of preparation of the show before it comes on for its two-hour duration. While watching the before-show activity, the very good-natured and extremely knowledgeable host (and also founder of the very popular station) came into the studio set and immediately shouted out that he hated X, America's largest provider of internet and TV services. Never known for its great service, the host then railed into the company whose services his podcast organization (of about 30 people) used on a regular basis to broadcast their two dozen or so technologically-oriented shows around the world.

Now that the show was about to begin, the three remote guests needed to broadcast themselves so viewers like myself tuned in could see each on their corresponding monitors surrounding the host who was live in the studio. Yet when two of the guests broadcast themselves, they immediately encountered serious technical difficulties. This frustrated the host/station founder to no end, which could be clearly seen by thousands of people like myself who were watching. For a half hour he was hand-wringing and simmering as technical issues prevented the show from getting under way.

Finally, one of the guests had to drop out completely because her audio and video was poor, and a second was barely audible because of another weak connection. Now the show was ready to begin, but I sensed that this was not the show to watch based on these developments.

This was a classic case of life responding negatively to negative attitude.

Because the host called out "I hate X!" -- the company providing his

company's audio and video internet connection, -- everything started going wrong for his guests with their connections to the show.

The end result was the loss of an intelligent and influential guest panelist, a poor connection for another one, as well as other problematic technical issues.

- **It was clear that the show had completely gotten off on the wrong foot due to a single, but intense expression of a negative attitude of the host!**

Let's examine several other examples of this phenomenon:

Case Studies:

More Examples of How Negative Attitudes toward OTHERS attract Negative Circumstance



Man's Argument with Another Loses Him Accounts

A man got embroiled in an argument with another person at work, which caused him to lose focus. As he was preoccupied with that matter, another sales rep and rival stepped in and took over one of his critical accounts, a terrible blow to the argumentative sales rep.

His negative attitudes and feelings in the form of anger and hostility toward another individual quickly attracted a negative outcome for himself.

Here's another example; this one narrated by the person involved:

Individual's Irritation with Another Exacerbates the Delay

"I and a dozen others were in a line waiting for our photo to be taken for our driver's license at the state offices. A few minutes into the wait, there was a slowdown up front due to the fact that a woman was trying to help her autistic son stand and smile properly for the picture. It turned out that the picture had to be retaken three or four times because the young man was not responding quite normally and the mother insisted he do things correctly, which he did accomplish in the end. As a result, the line was stalled for a good five minutes.

Upon completion of this episode a man behind me complained to me that the woman should have given the autistic child more slack and allowed him to be himself, even if it meant being imperfectly photographed. While there was merit to his claim, it was also true that he was unaware of the fact that his own irritation toward the woman and her

son was attracting the continued delay in the line.”

We do not see that **we perpetuate the difficulties around us by taking to anger, hostility, irritability and other negative attitudes and feelings toward others.**

A careful observation of the world around us on any day will reveal this negative dynamic.

Concept:

Overcoming Negative Attitude towards WORK Attracts Positively



In addition to attitudes toward others, we also have **attitude towards our Work**.

They too can express positively and negatively. Let's start with the negative side:

Examples of negative attitude toward work include such expressions as:

“why should I work weekends”

“I don't like the work I am doing”

“I feel we are going nowhere in the work”

“This work is doomed to failure”

“There is no way this is going to succeed”

“I don't want to be bothered with that task.”

And yet at each point where we give up our limiting negative attitudes and beliefs toward work, we see powerful positive conditions present themselves.

Let's explore one true life incident that bears this out:

Case Study: Overcoming Negative Attitude About Work Environment Attracts



A man was concerned about his business as he wasn't getting the orders he usually received. He then began reading negative news about his area of business and before long he had convinced myself that everything was a disaster and it would only get worse!

So he meditated - and then focused and said to himself 'My business is incredibly successful, money and opportunities constantly flow in'.

He then further focused on an excellent review his business got in the local newspaper, and other positive aspects of his work.

Within minutes of concluding this approach, he felt so much better.

Later that afternoon he received an email telling him how amazing his service was, and thereafter three orders came in at once!

He didn't ask for benefits in words - but the Universe clearly 'heard' his shift in consciousness – and quickly gave him what he was secretly after.

That is the Life Response power of shifting away from negative attitudes toward work, that in turn instantaneously attracted positive conditions.

Concept:

Constrictive vs. Expansive Attitude toward Work



Let's now focus on a particular type of negative attitude.

A common negative attitude people have revolves around **what one believes can be accomplished in a given work.**

Eg some people have a very **constricted attitude of what is possible**, while others are more **open and expansive**.

- **Constrictive**: One person might see a limited market; where another perceives a wide open one to be grasped.
- **Expansive**: One person feels anything is possible, while another has a set of biases that constrict his point of view.

The difference between these two attitudes towards can be the difference between things remaining the same (or even regressing), and life taking over and attracting the world to you!

Let's review several examples of how **overcoming a constrictive attitudes towards work** attracted powerful positive conditions.

Case Study: Businessperson Overcomes Limited View, Becomes Expansive, and Sales Takes Off



A businessperson wanted to expand his business. He developed a plan to do so, and focused only on the US market, while others suggested the market could be wider than that. However, after six months of his approach he was having no success.

He then switched his view and began selling his wares globally, as was suggested earlier but which he had shunned.

From that point **his business took off** and he far exceeded his sales goals.

By shifting his attitude to a more expansive view of the market, life responded with good, actually great fortune, fulfilling his aspirations and then some.

Let's look at another example of this dynamic:

Case Study: Expansive View of Labor Shortage in India Attracts Workers



When there was an acute labour problem for a business owner in India, including high attrition rates for workers he had trained, he was bitter.

To compensate he thought that he would have to pay more, or retain part of the worker's wages, or delay their certification, or take some other draconian methods. He was obviously not happy with the situation.

However rather than continue with his negative attitude and grudge toward the labor situation, the owner was asked by a consultant to give it up that view and instead look at things in from a more expansive perspective.

Specifically, the consultant asked the owner to consider the fact that he was having this labour problem because his country India was beginning to prosper, and he should therefore he share in that good feeling, instead of retaining the negative attitude.

The consultant also added that if he took that perspective, good things would happen. As a result, the owner changed his view, and held it deeply inside.

Not long after this incident, the owner found himself in a situation where he was able to obtain already fully trained workers, which was itself a remarkable development. Plus, for the first time his firm was given the opportunity to engage in an environmental project that enabled the business to expand into vast new areas!

Because the owner shifted away from a negative attitude and grudge he felt about the external condition of the rising labor shortage and higher labor costs, and instead embraced the changing needs of society, life quickly responded and offered him trained workers as well as an enormous opportunity to expand in new areas.

Case Study: Steve Jobs (overcoming “hell freezes over” with iTunes for Windows)



Here’s one more example of the power of shifting from a narrow view to an expansive one.

This is actually one of the most remarkable developments in modern corporate history.

Steve Jobs of Apple proclaimed to the public that it would be “before hell freezes over” before he would allow personal computers using the Windows operating system to run Apple’s iTunes and thus give access to the Apple iPod music player. He only wanted to let Mac Pcs run iTunes.

But for some reason he switched views, which had the effect of immediately increasing the iPod market, but not by say 50 or 100%, but by an incredible 20 times (2000%). That in turn propelled the company upward into the stratosphere, as Apple would use the iPod technology to power the iPhone, and setting the stage for Apple to become the most successful company in corporate history.

In essence, by shifting his attitude in work from contrition to a wider market, Jobs changed the course of business history. Indeed, hell had frozen over!

Concept:

Overcoming Negative Attitude about LIFE, OURSELVES Attracts



So far we have studied Life Response in terms of our Attitudes towards Others, as well as towards Work.

We can also consider the effect of our Attitudes towards Our Own Selves, as well as Attitudes toward Life Itself

Examples of Negative attitudes towards ourselves or life are:

“I am not capable of doing that”

“I just never have any luck”

“No matter how much I try I never get ahead”

“I am not comfortable being involved with that”

“I feel so powerless in this situation’

“I don’t have the time for anything”

“I just don’t want to that”

“It’s too much trouble”

“Don’t bother me; leave me alone”

“That will never work out”

“I am so disappointed how that turned a”

“What a waste of time!”

“Here we go again” or “Oh no, not again”

“I always get stuck in lines”

Once again, we have seen that when these particular attitudes are positive, life responds positively; and when they are negative life responds negatively.

Let’s then begin by seeing the enormous life response power of overcoming a negative attitude toward one’s self and life.

Case Study: Shedding Negative Attitude towards Self, Life in Bagger Vance (with video)



"The Legend of Bagger Vance" is a simple but powerful sporting tale that reveals very important truths about success in life.

Its main thrust is that our thoughts and attitudes determine the results of our actions.

That includes the negative attitudes we have about ourselves and life.

[[Watch this video clip where Bagger Vance imparts this important lesson to Junah.]]

<https://www.youtube.com/watch?v=60PQRpo9T-Q>

Until that point Junah [a modern version of the warrior Arjuna from the Bhagavad Gita] has been failing. He was so focused on his ego and how the other players were so far ahead of him, and the bitterness he felt inside and a mindless urge to catch up.

Because his attitude had been so negative, he attracted negative.

However, he succeeded when he forgot about himself and concentrated totally on performing the work at hand; i.e. by totally

identifying himself with the field in which he was acting; **not being distracted by wanting attitudes he harbored.** [This is what his caddy Baggar Vance - aka Krishna of the Bhagavad Gita - makes him aware of.]

So too in our own work lives WE can discover any negative attitudes we feel about the external conditions or about ourselves, catch them, and toss them aside. When we do, overwhelming good fortune will quickly descend on us.

What are the negative feelings you have about yourself and life, and what can you do to overcome them?

Concept:

Replacing Psychological Weakness with Strength Attracts



One particular attitude about ourselves and life has to do with our capacity to meet the difficulties and challenges of life.

It is our capacity to exercise **psychological strength**.

Psychological strength involves such things as-

- The ability to handle pressure
- The ability to stand up in the face of adversity
- The ability to do the right things when there are forces that are in opposition
- Not to shrink in the face of others' power and influence
- The capacity not to be bothered by others intensities and indiscretions

We have seen that **those who have psychological strength succeed in life**, while others who are weak, who are on unable to meet the exigencies of life remain the same or fall back.

We have also seen that **any time we exercise our inner strength, life responds in our favor** -- whereas if we perpetuate our weakness, life

responds in just opposite.

In Junah's case, he developed the capacity to put aside his past difficulties, and rose to the challenge. As a result, he succeeded beyond compare. He would go on to win a prestigious professional golf tournament, rising up from being a nobody to the pinnacles of success.

Let's then examine some real life examples where people exercised psychological strength and evoked powerful positive response from the field of life.

Case Study: Bill Gets to Heart of Matter with Potential Client



Bill, a management consultant as trying to put together a huge deal in the construction business, but was not getting results to a proposal he made to a higher up in a prospective financial company.

After trying different approaches, he decided to **find out what was really going on**. **He was not afraid to upset the apple court as he realized now that he had nothing to lose.** When he made the call to Bob, an important, but lesser higher up, very unexpectedly Neil was there, who then explained that the entire matter had been held up because of his own actions. Bob was stunned by the fact that this revelation was made coincidentally by a man who unexpectedly answered the phone!

By courageously getting at the heart of the matter and calling Bob, Bill had attracted Neil being available and responding at that very moment who explained the cause of the six-month delay in that company in getting back to Bill.

It's an example of strength and determination to get at the heart of the matter, and not let things drift any further, and the startling life response results that follow.

Case Study: Summoning Strength to Tell Another the Truth



Here's another example of the life response power of exercising our psychological strength.

One man we know of developed and handed in some content for a project that was getting under way. He did not know yet what the evaluator thought of it. It was the content provider's very first submission for the project. In fact, the very first submission among all the content providers!

When discussing other matters with this same evaluator, our content provider friend was asked by the evaluator if he (the evaluator) should pursue a certain course of action with a new client. The content provider felt a little uncomfortable discussing this subject as it involved serious personal issues. However, he overcame his hesitation, welled up the psychological strength, and stated his opinion on the matter.

One minute after doing so, the evaluator told him that by the way the content he had provided earlier to kick off the project was wonderful! The content provider was naturally thrilled to hear this news!

He also understood that because he earlier overcame his hesitation to discuss a tense issue and acted from strength by giving his asked for opinion on the matter, he attracted the wonderful news about the content from the evaluator.

As a result, the project had now gotten off to a tremendous start!

We see that when we overcome our hesitation and weakness and exercise our fortitude and inner strength, we attract the infinite potentials of life.

Concept:

Life Response & Attitudes So Far



We have looked at the life response power of Attitudes from a number of angles.

- How overcoming a negative attitude attracts positive conditions.
- And how engaging in it attracts negative response.

Let's then consider some of the most common attitudes, and also put them in a SCALE from negative to positive.

We'll then see how we fare on this scale in our own lives.

Concept:

Attitude Scales from Negative to Positives



Below we have developed a group of attitudes, with each pair ranging from negative to positive.

As we have seen, when you shift from the negative to the positive on any of them, you can sudden good fortune.

Unwillingness to **Willingness**

Arrogance to **Humility**

Self-Importance to **Respect for Others**

Impatience to **Patience**

Suspicious to **Accepting/Trusting**

Doubt to **Faith**

Unreliable to **Reliable**

Pessimistic to **Optimism**

Defensive to **Expansive**

Insecure to **Self-Confident**

Closed Minded to **Open-Minded**

Self-Satisfied to Aspiring

Resentful to Goodwill

Sarcasm to Sincerity

Weakness to Strength

TO DO:

1. Along the scale of each attitude for each dual pair, rate yourself from 1-5, with the item on the left of a dual pair being a 1 (it is fully negative) to the item on the right being a 5 (it is fully positive).
2. After you have done that, add some comments below on the areas where you fared the worst. Also if you wish add any comments such as ways you might want to overcome that behavior.

Concept:

Maintaining a Generally Positive Attitude Attracts Positively



Aside from a wide variety of negative attitudes, one can simply have an Overall Positive Attitude.

A Positive Attitude can express in a variety of ways, among them-

- Being optimistic
- Having a sunny disposition
- Being cheerful in all circumstance
- Maintaining one's poise
- Having an open, expansive view
- Sees the utility of everything
- Sees opportunities everywhere
- ... even where there are problems!

To remain positive in all circumstances, no matter how difficult is the simplest and most effective way to attract the best conditions.

Let's examine several true life examples:

Case Study: Positive, Expansive Attitude Secures the Job

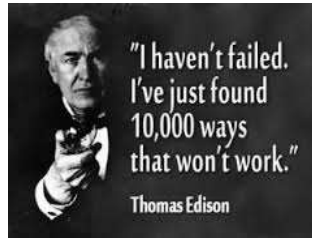


A professional woman I know of in Europe hoped to secure a new job. At the same time, she needed to purchase an expensive new computer. Because she had to deal with both issues simultaneously, she found herself in a pressure-filled situation. And yet she had a unique ability to maintain her poise and retain a positive attitude in these sorts of circumstance.

And so the first thing she decided to do was apply for the job; which she then followed up by purchasing the computer. Well almost *immediately* after buying the machine, she received word that she had secured the job she was after.

Because her *attitudes were positive and expansive* -- boldly taking up the challenge without complaint in a difficult situation -- life instantly cooperated, bringing her precisely what she had hoped for.

Case Study: Edison's Cheerfulness in Face of Disaster Attracts



Here's another example; this time involving a famous inventor in history:

In 1914, Thomas Edison's factory in West Orange, New Jersey, was virtually destroyed by fire. Although the damage exceeded \$2 million, the buildings were insured for only \$238,000 because they were made of concrete and were thought to be fireproof. Much of Edison's life work went up in smoke and flames that December night. At the height of the fire, Edison's 24-year-old son, Charles, searched frantically for his father. He finally found Edison, calmly watching the fire, his face glowing in the reflection, his white hair blowing in the wind.

"My heart ached for him," said Charles. He was 67 - no longer a young man - and everything was going up in flames. When he saw me, he shouted, "Charles, where's your mother?" When I told him I didn't know, he said, "Find her. Bring her here. She will never see anything like this as long as she lives."

The next morning, Edison looked at the ruins and said, "There is great value in disaster. All our mistakes are burned up. Thank God we can start anew." Three weeks after the fire, Edison managed to deliver the first phonograph.

Case Study: Evie's Positive Attitude in 'House of Elliott'



Now let's take two examples from film that show the life response power of taking to a positive attitude in work.

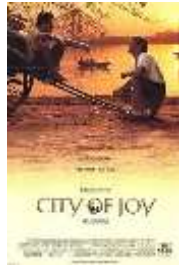
[Remember literature and film reflect underlying truisms of life, including the phenomenon of life response.]

In the 34-part British TV series *The House of Eliot*, two sisters have built up a high-end dress-designing business in 1920s London.

As you might expect, periodically they encountered difficulties; sometimes involving a recalcitrant and problematic employee; other times, unscrupulous individuals seeking to take advantage of them. In such circumstance, there was ample reason to feel wronged, angry, or hold a grudge against the offending party. And yet Evie -- the younger of the two sisters -- had this unique ability to look at these sorts of situations in a positive light. As a result, every time she expressed her cheerfulness and positive attitude amidst the problem, good fortune would quickly follow; often in the form of as a spike in sales or the sudden arrival of a most unexpected opportunity.

When you maintain a positive attitude; remaining cheerful, enthusiastic, and upbeat when difficulties arise, life quickly moves in your favor! There is no more powerful secret to life's success.

Case Study: Power of Positive Attitude in ‘City of Joy’



Life can respond overwhelmingly with good fortune when you maintain a generally positive attitude. This is especially true if conditions are very difficult.

If for example, you are straining to accomplish something in your life, and yet you maintain a positive attitude that things will work out fine; that you will succeed, bringing a solid confidence to your efforts, life will conspire and give you all that you wished for and more.

There is a wonderful example of this life principle and dynamic in the American film *City of Joy*, which is set in India. In the story, Hasari Pal, an Indian farmer, arrives in Calcutta with his family, desperately seeking work. Lost in the teeming masses as they move about the city streets, Hasari is not only frantically looking for shelter, but is hoping to find any type of work to support his family.

At one point, Hasari is alone with one of his three children, and in a tender and inspiring moment one of them asks if he will ever find work. Hasari responds that he is fully confident he will find employment soon, despite what looks like a desperate situation. Quickly a series of dramatic events transpire, the end result of which is that within 24 hours he finds employment as a cart driver (a “human horse”), which gives him a source of employment for years to come, fulfilling his earlier wish and then some.

It turns out that Hasari’s employment not only takes him off the street -- providing a comfortable place to live for his family -- but enable him to save for his daughter’s dowry, who will marry into greater fortune for the family. In addition, through his job he is put in position to help overcome the wickedness of the local mafia boss and his cronies who dominate that part of the city, including the cab company he works for.

In other words, Hasari’s focused intention in a desperate situation married to an enormously positive attitude attracts a result within a day that changes his life forever, affecting not only himself but the collective he is part of.

That is the power of taking to and maintaining a generally positive attitude towards the conditions one encounters.

Life then instantly moves in favor, overcoming obstacles, while fulfilling your fondest dreams.

Concept:

Strategies to Evoke Positive Response through Attitudes



We have targeted certain specific attitudes that are best to overcome, plus we have discussed having a generally positive attitude. Both evoke powerful positive response from our surroundings.

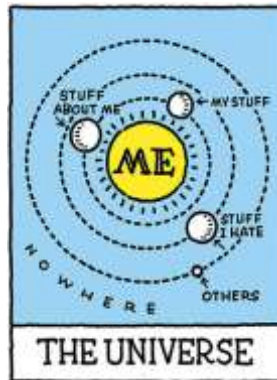
Here then are several attitude-related strategies to help you evoke sudden good fortune in YOUR life:

1. At any given moment become aware of your thoughts and feelings, determine if anything is negative, and reverse it.
2. Take any negative condition that has occurred, is occurring, and relate it back to one or more corresponding negative attitudes you have, and then reverse it.
3. See the difficulties you are having in life as opportunities to grow. Try to understand what higher attitude life is wanting you to adopt, whether related to others, work, or yourself/life.
4. At any moment when a decision needs to be made, take the path that is of a higher consciousness, rather than a lower one.

5. Try to feel as positive as you can in any given situation. Make the effort to feel optimistic and cheerful.
6. Ask the Universe to help you identify and rid you of any particular negative attitudes.
7. If life conditions are positive to you, think about what inner attitudes made that possible. Now go to the well and feel that positive quality again and again.
8. Examine the higher attitudes that others have that you do not and try to emulate them in your daily life.
9. Each time a positive life response occurs due to a change in or higher attitude, write it down, and review it often to remind yourself how to feel in future.
10. Identify and feel genuine contrition for past wrong attitudes that have led you to your current difficulties.

Concept:

A Word about EGO



Most of our negative attitudes have their roots in Ego-

What then do we mean by Ego?

Ego is the sense that we are the center of the universe, and that is what matters.

Ego is separative consciousness that divides us from others and the world.

We normally think of Ego in relationship to being egotistical, such as being proud, self-centered, and the like.

However, virtually *every* negative expression of attitudes has an Ego component to it: whether it is pride, selfishness, unwillingness, irritation with another, boasting, not listening, and many others.

Thus, Ego -- like the many forms of negative attitude that embody it -- also has a tendency to attract negative circumstance.

Here's an example:

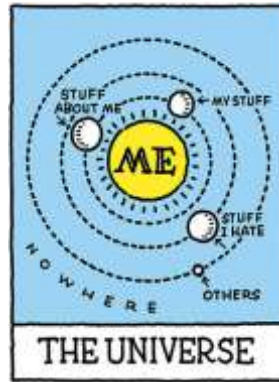
A man slightly egotistically told his friend how lucky he was to have fast security processing at the airport when he flies.

However, the next time he prepared to go through security for his flight, he discovered that he had lost those special privileges!

As soon as you gleefully narrate or boast about a special benefit you have been given, life tends to quickly take it away.

Concept:

A Word about EGO – 2



On the other hand, if we catch Ego, -- i.e. catch and halt the types of corresponding negative attitudes that demonstrate our Ego, -- we tend to quickly attract positive conditions from life.

Let's examine several true life experiences demonstrating this:

Case Study: Book Review Surprise



If we observe ourselves closely, we will see that our Ego constantly takes control of us during the course of our day. Our obligation then is to catch it each time it presents itself and then suppress it, which will enable us to maintain harmonic relationships with others and life, as well as avoid negative life response consequences. The other benefit of suppressing our ego movements is that it can instantaneously attract positive conditions. Here's a recent example:

A man was thinking about his communications with a fellow business associate. In particular, he dwelt on the response he received to an email he sent to that colleague. Thinking about the content, the man got a little irritated, believing that the associate was restating the obvious. He then began to rationalize his viewpoint to such a degree that his higher self came to the fore, enabling him to recognize that his Ego was getting the best of him. Now clearly perceiving that fact, the man stopped his egoistic thoughts in its tracks, and as a result, his mind resumed its normal quieter state.

When he then opened his email to begin his work day, he saw a message from a journalist that the book he had written about a famous spiritual sage had been favorably reviewed; the first such response since he had published the work.

In other words, by catching an Ego movement and halting it in its tracks, the man instantaneously attracted a ray of good fortune from out of nowhere.

Case Study: Dee Hock Overcomes Ego in Garbage Incident & Attracts Trillion Dollar Business!



Here's one of our all-time favorite true stories. And it again shows how discarding Ego can attract marvelous conditions... even one's Infinite-like!

In Dee Hock's book *Birth of the Chaordic Age*, he describes an extraordinary situation where many years ago, he was trying to get a new concept -- the credit card -- established. At one point things apparently were not going well in his life, as he was reduced to learning franchise banking at a mere branch office.

One time while working in the bank, he and his assistant were unable to balance the books at the end of the day. The brusque assistant suggested that the missing deposit was likely in the basement in the garbage. Dee was now utterly humiliated by this turn of fortune in his life, considering his previous position as a major BofA executive; but shakes that off as pride, and goes through 10 barrels of garbage to find the missing slip! At one point his co-worker arrives on the scene and indicates that she has found it, solving the problem. Hock then narrates that only a few days later an official contacted and informed him that Bank of America had decided to go ahead and franchise the BankAmericard credit card scheme he had worked so hard to develop, and his help was also needed in the implementation. This was a great moment in Dee's life, and in the history of the credit card. Essentially on that day the VISA credit card and corporation were formed.

Dee Hock had overcome his bout with his ego in the garbage incident and thereby attracted a trillion-dollar business!

Case Study: Withdrawing Broadcasting about Friend at Prestigious Conference



In Dee Hock's case he caught and overcame his Ego-feelings when asked to do something that he didn't want to do, that he found humiliating.

There are other ways we can withdraw ego, such as not broadcasting information that props up your own self or someone close to you.

For example, an individual we know of wanted to let others know that a friend of his had a successful meeting at a prestigious conference. To do that, he had to add some additional information about his friend.

The man then realized that by giving out this information about his successful colleague, he was actually propping up his own self by indicating his relationship with him. Realizing the ego-related principle involved, he withdrew the added information.

Twenty minutes later a new entry was broadcast by the organization with his friend prominently featured!

When you withdraw Ego in any form, normally a formation of a negative attitude, good things start happening!



Life Response in Work at the VITAL Level

Summary

- **The Vital plane is that of emotions, wants, needs, and attitudes**
- **The nexus of life response in the Vital plane are our Attitudes**
- **Attitudes express towards others, work, ourselves, and life**
- **Attitudes can be positive or negative**
- **Attitudes that express positively tend to attract positive conditions**
- **Attitudes that express negatively attract negative response**
- **When we overcome a wanting attitude, we attract positive conditions**
- **Maintaining a generally positive attitude attracts positively**
- **Ego is at the heart of our negative attitudes**
- **When we express ego we attract the negative; when we catch it we attract the positive**

TIME OUT!

Concept:

Time Out: The Web of Life



We have previously offered the principles of Inner-Outer Correspondence as the cause of life response events.

Eg when I change my consciousness within the outer changes. That's because the Outer and Inner are not separate but one thread of a continuous reality.

We have also indicated that in a Life Response outcome in essence the two parties move into Alignment with one another. Even science has supported this startling arrangement through its theory of Non-Local connection; also called "Entanglement."

Yet one wonder is there something even deeper taking place that causes particular people, circumstance, and event to move into alignment.

Is there something in the universe that causes such a disposition?

We believe there is fundamental communication and transport system at work in the universe.

Imagine that the energies we generate move out across a kind of **cosmic highway -- a “web of life” if you will -- that correlates and coordinates related elements and circumstances along those pathways.**

Thus, e.g. when I change my attitude from a limited view of the marketplace to a broader one, I set in motion a burst of mental and vital energy that move out along one or more of the strands of this cosmic system, connecting and aligning me with the intentions and movements of corresponding energies, elements, and circumstance.

Just as a telecommunications system coordinates currents of electricity that allow sound waves to be transported between particular points on a grid, so too energies produced by our change in consciousness are directed and correlated with corresponding elements and circumstances along specific pathways through this cosmic web of life.

Concept:

Time Out: The Web of Life - 2



Mira Alfassa, known to her followers as “The Mother”, and the partner of the Indian sage and seer Sri Aurobindo, commented on this apparent cosmic transport system in the early 1970s:

“I have a curious impression of a kind of web -- a web with ... like very loose threads, I mean not tightly meshed, connecting all events, and if you have power over one of these webs, there’s a whole field of circumstances that apparently have nothing to do with each other but which are linked together there in such a way that one necessarily implies the existence of the other ... And I have the impression it’s something that envelops the earth.

And it’s not mental. They are circumstances that depend on one another, in a completely invisible way outwardly, without any mental logic, and yet as though connected to one another.

If you are conscious, really conscious of that, that’s how you can change circumstances.”

Pretty amazing, isn’t it!

But let’s go a little further.

If this extraordinary cosmic transport system really exists, then one wonders what could account for it in the first place.

It is our view that behind this cosmic web -- in fact, behind all existence -- there is a **fundamental spiritual plane of existence**. That **spiritual Reality** in turn provides the ultra-Intelligence and Power behind the cosmic web of life, giving it its subtle power to bind and coordinate all activities, purposes, intentions, and circumstances among individuals and objects in the universe.

Pt.3 Life Response at the
Mental Level

Concept:

Mental Movements that Evoke Response from Life



We have identified four essential planes of being:

Physical, Vital, Mental, and Spiritual

- **Physical** essentially involves material things, objects, including the human body
- **Vital** is life force in the world/universe, and for us includes our emotional-related qualities, feelings, sensations. et al, including one's personal attitudes
- **Mental** is the plane of information, knowledge and includes those things related to thought of the human Mind
- **Spiritual** relates to higher realms of consciousness beyond the other three planes. It is transcendent above and imminent within us.

In this module we will focus on the Mental plane; in particular, how certain mental movements in consciousness can evoke positive response from life. Among them are-

- **Focusing on a Thing or Matter Attracts**

- **Power of Intention to Attract**
- **Making a Decision Attracts**
- **Following the Process of Accomplishment**
- **Higher Personal Values Attract**
- **Honesty, Integrity, Customer Service, Perfection, Aiding Society Attract**
- **Organization of Knowledge Attracts**
- **Problem Solving and Life Response**
- **Power of Belief and Accomplishment**

Concept:

Taking an Interest, Focusing on Something Attracts More Related Information



The first power of Mind that also attracts work success relates to our ability to Take an Interest and Focus on something

When we intensely take an interest and focus our thoughts on a particular thing, object, idea, person, events, etc., more of that thing tends to come to us from out of nowhere

Here is an example:

Case Study

A man thought of the fact that a 2-page proposal a group of his had developed had turned out so perfectly.

At the very instant, he looked up from having that thought, he saw a sign in front of a store that said they do perfect work, with the word PERFECT standing out like something highlighted.

Because he intently focused on the achievement, it moved him into alignment with more information related to it.

It turns out that this is one of the most common forms of Synchronicity or Life Response. Many people experience this often.

One example of this type is that you think of something you are (at least for

the moment) intensely interested in, and suddenly more information appears related to it. E.g. for no particular reason you think of a rock band you liked years ago, and suddenly there is a report that the band is appearing locally after many decades. You had no idea the band even still existed!

Those who have developed a more subtle consciousness, experience these sorts of synchronicities often. They are constantly attracting very closely related additional information to that which they have taken a keen interest or otherwise focused on.

Here's one more example of this phenomenon:

Case Study

A Startling Experience at the Cinema

I was sitting in the darkness of a movie theater with a friend waiting for the movie to begin. A series of advertisements played on the screen. In fact, they repeated ad nauseam until we were familiar with nearly every nuance. It turns out, I had arrived a little too early, and the on-screen film quiz continued in an endless loop.

Finally, there was a change from the quiz to a series of public announcements, such as the need to keep one's cell phones off, the opportunity to purchase refreshments in the lobby, etc. etc. Then an advertisement for the theater itself came up. It was something I had seen before in other locations. In essence, a woman on screen was presenting the idea that companies could rent out the theater to hold local meetings, or even broadcast it around the world to interested viewers.

As I watched the familiar ad, I leaned back and whispered to my friend half-jokingly, "And now presenting The Miraculous Phenomenon of Life Response!" (a reference to the subject of the phenomenon I have just written on and am associated with). We both laughed at the outrageous idea of renting the theater for a worldwide presentation, and then watched the ad continue.

Our smiles however suddenly turned to utter amazement when the ad stopped and a new one came up announcing the imminent release of a new film, "Beyond the Secret." We were stunned because the film is in essence the very same thing as Life Response, which I had just jokingly referred to!

We sat there startled at this one in a billion "coincidence", and could not help from crying out in amazement.

Concept:

Taking an Interest, Focusing on Something Attracts Beneficial Results



A closely related phenomenon is that if you take a deep interest in something, you attract not just more related information, but **useful results** from the field of life.

Here are several true life experiences that bear this out.

Case Studies

Focus on Technology Brings More of It

An instructor intensely discussed a media technology he had used for years with several of his students. He hadn't thought of the item in months; plus, there had been little technological advances on it in a very long time.

The next morning when he opened his favorite tech news site, he was astonished to see this little-reported technology as the lead story, and how it was about to take a huge technological advance for the user!

Because of his intense interest in the subject matter, he attracted a result from the field of life. And that result was beneficial; beneficial to a wide swath of humanity!

Training for the iPhone

I thought about the pending release of the Apple iPhone. The thought I had was that this was indeed a monumental undertaking -- where everything needed to go just right to insure its success in the marketplace, especially in several key areas

One was would people know how to use it right out of the box after purchasing it? Apple, as well as their competitors, have rarely included training with their products, but instead require the user to fend for themselves by purchasing a book on the subject, or go to a training class, or use on-line training of sorts if available. How then was Apple going to provide user help with its fledgling, yet sophisticated iPhone product?

The next morning, I turned on my computer, and then went to Apple's site. Normally on the startup page, there is information about new products -- such as new models of computers released, an ad about an operating system upgrade, or a presentation about a new technology breakthrough -- such as the iPod, or even the iPhone. Well to my surprise on the start page for the entire site was an invitation to watch a 20-minute video on how to use the iPhone! There in front of me was a huge graphic imploring the audience to watch this video in preparation for purchasing the device so that users would be up and running from day one!

What I had shown a keen interest in had now manifest as a reality. And reality consisted of beneficial results to a wide swath of people.

TRY IT OUT!

Taking an Interest, Focusing on Something Attracts



Here then is a suggestion: During your day pay close attention to information that comes to you or to certain outer beneficial results in life.

See if it is related to something you have been recently taken a keen interest in or intensely thinking about or focused on.

If you perceive this synchronous association even once, you will thereafter tend to see it again and again.

It is one of the first entry points into the higher consciousness world!

This dynamic therefore implies that if you wish to receive related results from life on a matter, think about the issue deeply; with serious interest.

When you do, life will send you either more information related to that subject as a kind of magical synchronicity or you will see developments around you in the world take shape that reflect your interest and intent.

Concept:

Focusing On a Concept Instantly Attracts Related People



A closely related phenomenon we have seen is that when you focus on a certain idea or concept, **an individual who shares a common interest to that idea or area suddenly appears in some form.**

Again for those on the Life Response/higher consciousness path it is a fairly common occurrence.

Here's a typical example of this phenomenon:

Case Study:

The day progresses and we see nothing related to a colleague or friend, such as in Skype when their name pops up indicating they have access or are using the program.

Then in the course of our day we focus on some idea or work. Suddenly within a few seconds that person pops up that he has just logged onto the program such as Skype. Moreover, it turns out that this is a person deeply related to the idea or matter you were considering. Not once during the day have they popped up all day, but the instance we focus on a particular topic that he is knowledgeable in or involved in, he instantly appears.

In fact, they alone pop-up at that very instance from among your many friends and associates in that contact list.

When you think about it, you realize that he closely believes in that idea or is involved in it somehow in his work. And he does not appear until you have focused on that very subject that he related to. Instantaneously he pops up!

Though some may call this “coincidence,” the real cause is **your subtle relationship in space-time to a common idea or issue or circumstance.**

When you focus your interest in a particular area, those who have some common connection to that thing or object suddenly present themselves.

In fact, they often appear instantaneous to your focus!

It is astonishing that life works this way, but it does.

Concept:

Power of Intention Attracts Positive Conditions for Yourself



In addition to our intense focus and interest on a matter, life also responds to **our intention** – i.e. **what we truly want to accomplish and achieve in life**.

Eg if you are clear in your mind what you want to achieve - focusing on the specific goals to be attained - life tends to quickly brings forth corresponding opportunities for that to manifest.

Let's examine several examples:

Case Study: Man's Clarity of Intention Enables Him to Find Software Tool



In the past whenever a developer searched for a certain appropriate web development tool, it was hard to find, or if he found it, it did not quite live up to his expectations.

The one day the developer clearly realized he wanted to do a certain level of web development for his associates and partners.

As a result, with hardly any effort he quickly found a teaching tool that made that possibility far easier.

When he focused his intention to accomplish a particular goal, life cooperated and quickly brought him the appropriate tool he was after.

Interest vs. Intention

Please note that this inner behavior of True Intention is a step beyond merely taking an interest in a matter as we saw earlier, which merely attracts more related information about it the matter or results that might not have a direct bearing on our own life.

Yet when there is True Intention to have something manifest in the world as a real for our benefit, such as the desire to accomplish a goal, then that force tends to move out into the field of life and attracts results that are directly beneficial to us.

Let's then examine several other examples of the life response power of one's clear, focused Intention to create a result.

We'll look into the realm of film to see instances of the life response power of Intention. In this case, a film based on true life historical events.

Case Studies:

Power of Intention to Attract in Seabiscuit



Having a clear, focused Intention to manifest some reality, to achieve a particular goal, is perhaps the most important factor for attracting the object of your desire, and therefore success in life.

One truth about Intention is that when you take to it to a higher degree or with greater intensity, life tends to quickly cooperate with us, directly fulfilling the very thing we intended to happen.

We see this clearly in the real life story depicted in the film Seabiscuit.

The Story:

In the story three men who have had bad luck in their lives gradually come together around a racehorse named Seabiscuit. As a result of their collaborative efforts their fortunes blossom as Seabiscuit wins race after race, and they are propelled onto the national stage where the horse wins the biggest races in the world.

The three main characters are Tom, Seabiscuit's trainer; Red, the jockey who rides Seabiscuit to Glory; and Charles, the owner of Seabiscuit who has the belief and vision to bring about the true, spectacular results that follow.

Tom (the Horse Trainer's) Deep Aspiration for the Success of Seabiscuit Attracts Red



Let's then examine the first instance of the power of Intention to attract.

Early on in the story after Tom the horse trainer first meets up with Seabiscuit, he tells Charles, the owner that the horse has spirit, and if it could be calmed down and trained, it could become a legitimate racehorse. Thus, Tom has a deep aspiration and intention for it to come about.

Well it turns out that right after he expresses that intention, Tom encounters Red, the jockey interacting with Seabiscuit and sees how Red and the horse share something in common -- an intensity of spirit, which would enable them to work together.

This serendipitous event is an immediate response to Tom's earlier desire and intention to turn Seabiscuit him into a legitimate racehorse.

Because Tom deeply believed in the horse and wanted that to happen, life presented him with the opportunity for its realization form of Red's appearance out of the blue.

When we want something bad enough, life tends to take over and creates conditions for its occurrence.

It is one of the great secrets of life, and an expression of its subtle Character.

Red's intensity to succeed, quickly attracts the vehicle that fulfills his intention and dreams



Like Tom's story, there is also a powerful example of the life response power of Intention involving Red at the center of things.

Early on in the story, we see that the aspiring young jockey Red is desperate for work. In fact, he is willing to do anything to keep going.

At one point his boss at the time at the race track decides not to have him ride a horse in race, but instead asks Red to "hot walk" one of the older, slower horses to energize and improve that horse. It involves just walking the horse round and round in circles near the stables, a far cry from racing the horse in front of thousands of spectators.

Red however accepts the work in full as he needed the money, and was willing to take on any job to raise himself up and fulfill his deepest aspiration and intent to become a successful jockey.

Well it turns out that just a few moments after Red begins that hot walking chore, Tom, the trainer walks up to him and sees Red for the first time, and as a result their destinies are altered and forever linked together. It is through Tom, the trainer that Red the jockey will meet up with Seabiscuit the horse and ride a tidal wave of national success.

In other words, because Red so intensely wanted to succeed, and was willing to accept the most menial job to make that happen, he instantaneously attracted the very vehicle – Tom (and therefore Seabiscuit) -- that would fulfill his ultimate dreams.

That is the power of an intense, underlying Intention to attract the infinite potentials of life.

Charles' deep interest and intention of getting into horseracing and purchasing horses quickly attracts the person to accomplish it.



Finally, in an earlier episode still, we see the power of intention in Charles the horse owner's life. We witness how Charles after arriving at the Mexican track shows a deep aspiration in getting into the horse racing business. Soon after he sets out to purchase several horses, he meets with Tom who is stroking a horse he had earlier saved. Tom tells him that everything has a purpose and is worth saving, which moves Charles, and thereafter they strike up a friendship. That relationship will bring great success for Charles through Seabiscuit.

In essence, **because Charles had a deep interest and intention getting into horseracing and purchase horses for that purpose, he quickly attracted the man, Tom, who would enable it to happen.**

In essence three men come together; each with an aspiration of their own. And the *combined* aspiration generates an intensity of energy that will have the long lasting effect of turning Seabiscuit into a world champion and an inspiration for America and the world.

Concept:

Ancient Indian Wisdom on Intention



The ancient Indian texts known as the *Upanishads* declare-

'You are what your deepest desire is. As is your desire, so is your intention. As is your intention, so is your will. As is your will, so is your deed. As is your deed, so is your destiny.'

What then do you want? (particularly as it relates to your work)

Make a list of the things you most want in your life. Also indicate if you have an intense desire for it to come about.

Concept:

Life Response Power of Making a Decision



Just as having an intense aspiration for something to come about attracts good or great fortune, including the fulfillment of the intention, so too **making a decision** about a matter has that effect.

So what is a Decision?

A Decision is the inner mental commitment to carry out and fulfill one's intent. It is a personal pledge to a course of action to fulfill an intention or goal

When we make a decision, we release powerful energies that move out into the field of life.

We have seen that a decision seriously taken has a tendency to quickly attract powerful positive results from the world around us, including the fulfillment of one's original intention, or if not that, something even greater.

First here, is a simple example:

Case Study

A man in charge of cleaning a swimming pool in an apartment complex was reluctant to act. He then changed his point of view and made the decision to overcome his reluctance to take up the task.

He then began to make a small effort to figure out what compounds would be needed to clean the pool.

Suddenly a professional pool cleaner appeared on the scene to take up where he left off!

By reversing himself and making the decision to act and then make the smallest effort thereafter, the work was accomplished for him by someone with the skills to do so.

Here is an even more dramatic example of the power of making a decision

Case Study

In 1968, Greg left his house with a trunk containing all his belongings and \$47. For the first time in his life, he was poor. Instead of taking stock of what he didn't have, he focused on one overriding thought. *"From this day forward, I can be anything I want to be."* This was his inner decision and commitment.

Three and a half weeks later, he got a low-level job quarterbacking an ice cream parlor. A friend's father was president of the nearby bank. It didn't take long for Greg to go over to the bank, sell himself to the father, get into the banking business, and later into his own multimillion-dollar sales organization.

Selling more than 100 loans a month for borrowers in Albuquerque, New Mexico, Greg Frost is one of the most successful loan agents in the United States. He closes one in every 11 loans for people buying existing homes, giving him a 9% share of the existing market. Greg Frost is believed to be the first loan agent to generate a \$1,000,000 annual commission as a mortgage broker.

All of these events began when he first made the inner decision and commitment to overcome his condition of poverty.

Concept:

Decision without Need to Act Can Attract



In the above cases, individuals made a decision that was followed by certain action that thereby evoked the response. And yet we have seen instances where just making a decision to act - without even acting on it at all - will evoke an instance of sudden good fortune!

Here's an example:

Mr. Bennet's Decision

In Jane Austen's *Pride & Prejudice*, Mr. Bennet, the father of five daughters, finds himself in a terrible predicament. His youngest daughter Lydia has run off with a scoundrel, threatening to scandalize and therefore ruin his family.

After anguishing over the matter, he realizes that it has been his past neglect in rearing his children that has led to the current dilemma. As a result, there wells up in him a deep aspiration to change his ways. That in turn leads to his firm decision to deeply involve himself in bringing up his daughters in the future. As a result, life quickly responds in overwhelming fashion.

He soon learns that the crisis has most unexpectedly been resolved! The scoundrel has agreed to marry the runaway girl. As if by magic, the ruination of his family is avoided.

How did this happen? In essence, life had responded to his powerful decision by bringing forth a positive response from life.

And even though he never got around to physically acting on his decision, the decision itself released energies that moved across space and time, and

aligned with related energies and circumstances that were decidedly in his favor.

Here is another example of the life response power of decision and commitment to attract, even without the need to take any outer action.

A New Commitment to Prosperity Attracts

A man wondered why no matter how hard he tried that he never really became prosperous. He then thought back on his life to his early 20's and remembered how idealistic he was; how he really wanted to write about the new changes in the world, and otherwise educate others to new developments and possibilities. He later became an instructor who taught others, and he edited a web site where he explained new age ideas for personal and social growth.

Up to that time he never became prosperous because gaining wealth was never critical to his life. He could, of course, change course and could make prosperity a central driving force in his life if he truly wished to do so. It's his choice.

So the man decided he wanted to really become more prosperous. Within a few days he got work from a number of sources that paid triple or more what he normally receives in his daily rate.

His inner decision to change attracted the positive results from out of nowhere.

And finally here is this dramatic case:

Decision to Keep Family Together

A man was looking for housing in a new area of the state, and had great difficulty securing the type he wanted. It looked like his family would have to separate for all to accommodate his need for a comfortable and inexpensive place to live. However, he was committed above all things that the family would stay together, and not break up. He made that inner decision with great emotion and fortitude.

A short time later without taking any outer action the man unexpectedly received word that he had secured a home where the entire family could live together at an affordable rate. It did not seem possible that things would break in this direction, but it did.

That is the power of making an intense inner commitment and decision for something to come about. Life responds in short order, fulfilling one's dreams.

What About You?

What is it that you need to make a decision about? In your work; in family life, or elsewhere?

Are you ready to make it?

If you do so with great seriousness and intensity, life will bring forth marvelous results

Concept:

Following the Process of Accomplishment Attracts



So far we have seen two elements related to accomplishing something that attract: **Having an Intention for something to be achieved and Making a Decision to see it through**

In researching the process by which people accomplish greatly in life, we have identified a half dozen elements that work in tandem to generate that success, including through the Life Response phenomenon.

They are:

- **Intention** – The mental focus on wanting to accomplish a particular thing or goal
- **Will** – The driving emotion to want to see that goal achieved
- **Decision, Commitment** – The inner strong affirmation to act on achieving the goal
- **Right Strategies** – Selecting the best course of action to manifest the intention

- **Execution/Action** – The to dos to execute the given strategies to accomplish the goal in a time bound manner
- **With Right Attitudes and Skills** – Executing the action plan details with the highest positive attitudes, and the necessary knowledge and skills

We have seen that if we follow and fulfill these factors, we will attract results beyond our wildest dreams, often life-changing in their effect.

Here's a personal example from my own life that I would like to share with you that demonstrates this Process in a nutshell.

Case Study: Securing the Job at the Computerland



At one point in my life many years ago my sales company had failed and then I did not succeed as a sales manager at an energy conservation company. Fortunately, however at the latter I had learned about spreadsheets and thought it might be useful to enter this burgeoning field.

As I thought about the impact personal computers were having on the world, I reminded myself that I had *already* joined the revolution! I did so when I collaborated with the programmer to develop the cost-savings spreadsheet at the energy conservation company. Energized by that thought, I just knew that there had to be a way to combine my sales experience and business acumen, and apply it in this new field. And yet, I also understood that I didn't really know much about the technology -- save for my limited foray in my previous position. The dilemma was then how to enter the field with very limited technical knowledge and hands-on experience.

The first challenge then was how to increase my skill levels on the computer. I soon realized that the easiest way to become familiar with the machines was to visit local computer shops and get some hands on experience. That way, I would at least get a feel for the technology, which would give me the confidence to pursue a job in the field. And so over the next several months, I scurried from store to store, trying out various combinations of hardware and software, while trying not to draw too much attention to myself!

In addition to these short bursts on these systems, I began reading several arcane books on the subject, including titles on computer operating systems and applications software. Though I struggled at first, I slowly began to master the technical jargon, to the point where I actually *enjoyed* working with these formerly alien concepts! As my knowledge and confidence grew, I felt I was getting closer to committing to a career in personal computers. Then, one day, I made the firm decision to pursue that path, and soon after, set out to find a job.

Though I was now committed to this new course, I still had to figure out what *type* of job to pursue. For example, one choice I had was to work for a company that actually manufactured computers -- like Apple or IBM. But would I be qualified for this type of work; and, if so, was I ready for the rarified atmosphere of the corporate world? Yet another possibility was to seek employment at a company that manufactured software; but again, there were the same issues of qualification and joining the very formal business environment. Then there was the prospect of working as a sales rep at a nearby Silicon Valley firm -- perhaps selling PC peripherals to businesses or resellers on the West Coast. After all, I had a solid sales background, and I enjoyed being outdoors. Finally, I thought of working for a firm that needed spreadsheets developed, since I had some experience in that area.

Over time, I considered the pluses and minuses of each option, and tried to see my way clear to a final strategy. That turned out to be rather daunting because one-minute I would be excited about one approach, only to realize its limitations a moment later. With the entire matter becoming a bit too overwhelming, I decided to seek out the guidance of others.

And so several days later, I arranged a meeting with two attorney friends of mine. After listening to my plight, one of them suggested that the best place to start out in the personal computer field was to work at the retail level. Because his wife had already worked in the tech industry for a prominent Silicon Valley company, and because he himself was familiar with the field, I respected his opinion.

Though I had thought about working at the retail level before, I must say I was not particularly enamored with the idea. In the first place, I would be entering the personal computer field at what was probably the lowest rung on the ladder. Second, I would be working *indoors* all day under the watchful eye of management -- something at odds with my natural inclinations. Third, the idea of working in retail sales felt like a body blow to my self-esteem, after having managed a staff of my own at the energy-conservation company, and having earlier built up my own business. In fact, the more I thought about my attorney friend's suggestion, the more I felt depressed -- maybe even a little bitter. And yet, I also had to be realistic that working retail sales in a computer store was the most practical way to enter the field.

After several days, I made the rather difficult psychological adjustment and finally came around to my lawyer friend's point of view. (In fact, I secretly suspected that this was going to be the case all along!) When my emotions then endorsed that position in full, I crossed over a threshold that compelled me to pursue that goal. Now the question was how was I going to achieve it?

Though computer retail stores were popping up like mushrooms, I still needed to consider what type of store to approach. On the one hand, there were the small mom and pop outlets -- often run by technically oriented people with an entrepreneurial flair. On the other hand, there were also several "super-chains" emerging -- the most prominent being Computerland, a very successful franchise operation that eventually grew to 500 locations worldwide. As it turned out, there were a number of outlets in the greater San Francisco Bay Area, including several not too far from my home.

After considering the issue from various sides, I finally decided that Computerland was the best place to begin my job search. Though my original goal was to interview at as many stores as possible, I decided that targeting a more professional-like chain like Computerland was the right choice. And so in the days that followed, I updated my resume, dusted off my best suit, and arranged interviews at several Computerland outlets in the area. The first one I set up was at the Oakland store -- a 15-20 minute drive from my home.

As I headed out to the interview, I thought about the qualities I was bringing to the table. I sensed that though my sales skills were strong, my computer knowledge was still quite limited. Now as I drove the highway, I wondered if *anyone* would hire someone with such limited technical experience. Fortunately, I soon shook off my doubts and reestablished my usual level of confidence. In addition, I offered the entire matter -- including the upcoming interview -- to the spiritual Force.

When I arrived for the meeting, a very nice woman named Janice greeted me. Aside from her friendly manner and engaging smile, the first thing I noticed about her was that she was *very pregnant!* In fact, when we first walked into her office to begin our discussion, I was as concerned about her own comfort and well-being as I was about the meeting itself. After she made several self-effacing remarks about her condition, we got down to the matter at hand.

One of the first questions Janice asked me was why I wanted to work in a computer store. After I answered that somewhat challenging question, we discussed my past work history, as well as my current qualifications for the job. As the interview proceeded, I managed to scan the facilities and observe the day-to-day operations of the store. In addition to its professional look, I noticed how smartly dressed the sales staff was; as well as how friendly, engaging, and technically savvy they were. When the interview finally ended, Janice escorted me to the front door and said she would get back to me shortly with her decision.

When I exited the building and walked out into the bright sunlight, I was not really sure how the interview had gone. Yes, I thought, we had gotten along very well, and yes, she

did acknowledge my considerable sales experience, but there was no obvious indication that Janice was going to hire me. Now as I headed down the street toward my car, I reminded myself that it was time to change gears, forget about what had just taken place, and get ready for my *next* interview!

However, a few seconds later, I heard a voice calling from behind. I turned around, but could not tell where the sound was emanating from. I then heard the voice again, but this time I realized that the person was actually calling out my name. When I then strained to see who it was, I saw that it was Janice, calling me from a distance, trying to get my attention. Then of all things I noticed that Janice -- pregnant and all -- was now jogging in my direction!

Without thinking, I immediately started walking toward her; and a minute later, we met around half way. There she breathlessly told me that she wanted me to work at the store, and begin *immediately*. Stunned by this development, I took a deep breath, thought about the offer for a moment, and then agreed to start straight away.

If we examine this story we will see that I followed the Process of accomplishment I outlined earlier. Moreover, as we see when we follow it, it leads to the great cooperation of life; i.e. in comes about as powerful response.

To review the process consists of these steps.

- **Intention**
- **Will**
- **Decision, Commitment**
- **Right Strategies**
- **Execution/Action**
- **With Right Attitudes and Skills**

In the story I had the mental **intention** and aspiration to seek a computer-related job.

I also had the deep **will and desire** to make it happen.

In addition, I made a **decision and commitment** in my being to accomplish that goal/intention.

I then developed the **right strategies** to make it happen. In this case target one or more computer retail chain outlets.

When I then **executed my plan of action** with **positive attitude** and **necessary skills**, I got the position on my very first interview.

Because I had **followed the Process of Accomplishment to the tee**, I not only became the most successful salesperson in the four store chain but I was launched on a career path that would last over 30 years.

When we follow the Process of Accomplishment we concentrate our energies and attract conditions that can alter the course of our lives.

WHAT ABOUT YOU?

What do you want to seriously accomplish in your life? What is your deepest intention and aspiration?

Do you have the driving emotion and will for it to come about?

If so, have you made the decision and commitment for it to occur?

If so, have you developed the best strategies to make it happen?

If so, have you developed time bound plan of action steps to take?

If so, have you executed the actions with the highest positive attitudes, and the necessary knowledge and skill?

Please enter your thoughts below:

Concept:

Infinite Power of Work Values to Attract



Our intention and goals we aim to achieve come in two forms -- quantitative and qualitative.

When I decided to secure a computer position I had something very tangible in mind. This is an objective goal, also called a **Quantitative** goal.

Likewise, a goal to earn \$100,000 a year is also tangible, objective, i.e. a qualitative intention or goal

There are also subjective i.e. **Qualitative** goals. E.g. though I may want to double sales in my company for \$1M to \$2M (quantitative), I also want to do it in a progressive way, such as through service to the community or by implementing a plan to make my staff happy.

This is a subject, qualitative goal

Such subjective goals are known as “Values.”

Concept:

Infinite Power of Work Values to Attract -2



Then what is a Value?

A value is a belief, a mission, or a philosophy that is really meaningful to one's self, one's company, the society one is in, etc.

An example of a personal value is **being Ethical and Truthful.**

An example of a business value is **Customer Satisfaction.**

An example of a societal value is **Fairness or Justice.**

Interestingly in our research over the years we have discovered that nothing energizes the individual or the collective more than engaging in a deep-seated value.

Values inspire, engender innovation and creativity, and therefore great success.

While hard work, right attitude, et al leads to success, applying a value to any work can increase the result 10 or 100 times.

Every major progress in society has been based on a value newly applied.

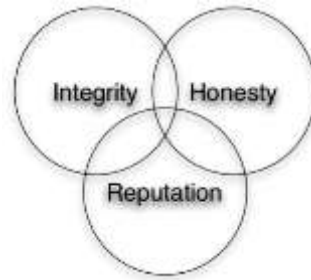
Perhaps most interestingly, Values also have the power to attract

unexpected good or great fortune when applied in work, in any organization.

Let's examine several examples, starting with the values of **Honesty and Integrity**:

Concept:

Value of Honesty and Integrity Attract



There is no more important value in work, business, or for that matter in life itself than **being truthful**.

In **personal life** being truthful is essentially telling the truth instead of lying, or being forthright instead of deceitful.

In **business** truthfulness is called "Integrity." It expresses essentially as-

- doing those things that you say you will do; that you have promised. It is keeping to your word.
- being forthright with the customer; not deceiving

We have also seen that if you shift toward these Truthfulness-related values, then life will respond on your behalf.

Here are several examples:

Case Study: Value of Honesty/Integrity Attracts Marvelous Results for Government Agency, Private Beneficiaries



A young Indian woman narrated this story to us:

“I was working in a company whose business was executing government contractual jobs, in what is predominantly noted for corrupt practices and compromising qualities.

But I wanted instead to follow the higher, spiritual principle and was therefore reluctant to follow the regular “govt contractor procedure” for executing the jobs. Instead I concentrated on giving quality by other cost cutting measures as best as I knew.

Life responded and within few months gave abundant projects to the company in the private sector- particularly for foreign clients who expect perfection in execution of the details as well as transparency in their dealings. These abundant job caused the company for whom I worked to concentrate on government, and completely abstain from doing those kind of jobs in the Chennai branch for which I was the manager.

(On the other hand the company’s Coimbatore branch continued to depend on “such job and those type of methods” where their belief was on the normal social way of engaging in transactions.)”

Because the woman applied higher values of non-corruption and integrity, not only did the company attract a plethora of new work, but did so from the private sector, which created a golden new opportunity for the organization.

One woman taking to a higher value had such a profound collective effect.

Case Study: Refraining from Acting Dishonestly by Cheating on Exam Attracts Good Fortune



Here is another striking true life story involving another young woman who was in a somewhat similar situation:

A young Indian woman we know was in college and was about to take a test for admission to a company. It turns out that her fellow students *knew the answers to the test in advance*, which would have substantially increased her chances for admittance if she went down that path.

However, she decided *not* to get the answers from her friends because she *valued honesty*.

As it turned out, when the day of the test arrived, the class *was cancelled*, making the test a moot point.

And yet what was *truly* remarkable was that soon after these events she was *accepted at that very same company*, something she *never realistically thought would happen!*

As we see, when we *refrain from acting dishonestly*, life conspires to bring us good fortune, including the fulfillment of our heart's desire, such as securing the job of our dreams.

Case Study: Power of Higher Values of Refraining from “Tipping” Evokes Doubling of Business



Here is a powerful story about the power of honesty and integrity from an Indian friend business friend of ours.

“Payments are getting delayed now days from almost all clients owing to decline in exports and general electricity problem prevailing in all industrial areas. Even blue chip companies are asking for 60 to 90 days credit-whereas I have to get materials on 100% D.D. This is constantly keeping me in financial crunch and tense. I had to honour a cheque last week.

Somebody suggested taking the “tipping” route to the Finance Managers to get the payments at the earliest. As all payments, rentals, instalments, salaries - were so important to be honoured - to keep my name “as prompt payer,” I also followed what others have done - tipped - and got payments and felt happy that I kept my word.

In the process I went back to corrupt practices, losing an opportunity to evolve, as well as going away from the divine Mother.

However, the next time when the same thing happened a few months later, I resisted the temptation to engage in the low values of tipping. I was particularly curious to see what happens if we stick to principle of “good name / reputation” of keeping one’s word, paying at the right time, etc.

The day came, nothing happened and the cheque bounced.

I am writing about it easily now with a smile. But that day was a most torturous one for me emotionally, feeling isolated, dejected and humiliated. I even felt that everyone was talking about me, about my default, to the point I was ashamed of going outside, completely shattering me inside, even losing faith on “Mother” and Her ways.

Interestingly, I received the money the next day - took D.D and met the GM of that company. In the course of that conversation, he learned of my area of expertise and introduced me to a marketing person to make use of my talent for the new product they were going to introduce for premium sector. They needed a distributor who was familiar with the needs.

Now due to this my volume is twice last year's."

When this introspective individual shifted away from the dishonest social practice of "tipping" to secure payment, it opened the door to an extraordinary opportunity that enables him to double his revenues. That's the life response power of taking to higher personal value.

Case Study: Value of Transparency Beyond Truthfulness Attracts



It is always helpful to be honest and truthful. It creates trust, as well as life response results. However, one can go even further than these two personal values, and become Transparent in all one's dealings, revealing the Truth about yourself and other conditions.

Venugopal was a database developer in a Chemical Company. He received a monthly salary of Rs. 3,500. He was happy with it. He wanted to go to the United States, just like every other Indian software engineer. He asked his friend Rajeev, "Can I create a life response that will take me to the United States?" Rajeev told him, "You have the qualification, experience and passport, if you do something positive about your present job, life may respond."

"I don't understand. How can my present job influence an American Job?" Venugopal asked.

"We differentiate between an American job and an Indian job. For the life, a job is a job. The Life does not give a damn to the prefixes and adjectives." Rajeev said.

"What should I do now?" Venugopal asked. Rajeev explained to Venugopal about values and said, "Try to follow a value fully even if it means a pain to you. Can you follow a value that is missing in your company? Indian employees generally don't work sincerely. Some of them are not truthful to their employers. Do you think you are truthful?"

"I think all the employees in my company are truthful. We don't lie," Venugopal said. "That's great! Can you think of some other values like extreme hard work, transparency or other value that others don't follow," Rajeev said?

"I'll try," Venugopal said.

After a month, Venugopal's employer hired a consultant to review the salary structure as he thought his employees were not happy and motivated.

The human resources consultant reviewed the pay structure and recommended an increase by more than 60%. Everyone was happy. But, Venugopal did not have a smile on his face. It was time to create a Life Response. Even though he had not told a lie to his employer, he decided to go one step further. He decided to be transparent about his job and the salary. "Venugopal, are you not happy with the pay increase?" the Employer asked. "No sir, I feel upset and embarrassed," Venugopal said. "Why? I believe it's fair," the Employer tried to defend the new salary.

"My problem is different; I don't have the work even for the old salary. I am trying for an overseas job and my plan is to leave this job as soon as I get an overseas job. Please don't increase my salary," said Venugopal. The Employer looked at him for a long minute in silence and said, "You are not only truthful, but also transparent. I like it! Actually, your transparency deserved lakhs. I won't reduce your salary." Venugopal said, "Thank you, sir."

"You exposed yourself without holding back anything from me, just because you did not want your employer to lose money. Sometimes you can be truthful without being transparent, but you can't be transparent without being truthful," his Employer said.

The Employer's brother was in the United States, he was a senior officer in Cisco, a big corporation. He spoke to his brother about Venugopal, and got him a job with a fabulous pay within two months. After ten months, Venugopal, through his new friends at Cisco got a big order from the United States for his old employer!

As we see, when we move to Transparency beyond honesty we arrive at the essence of Truth. It is where the finite in life evokes the Infinite.

Concept:

Dishonesty and Deception Leads to Negative Life Response



Now that we have seen the positive life response effect of taking to higher values like honesty and integrity, let's consider the negative life response effect of absence of such values.

Perhaps you are familiar with the well-known statement that “dishonesty attracts an ever-widening circle of problems.”

It happens in a practical cause and effect sense, but it also occurs in dramatic Life Response sense!

Let's then see an example of that and how life responds negatively to a lacking value; in this case, lack of truthfulness.

Case Study:

There was an attorney whose practice was faltering, and he was desperate to shield his family from the problem. One day the attorney convinces a judge that the court should make him the guardian of his client who is suffering from dementia, and thereby receive a stipend of \$1500 a month. It is pure dishonesty because the attorney should have been left in his own home, and instead has found a way to take advantage of the situation to garner the \$1500 a month in order to keep his practice and his family financially afloat.

However, after that, **one problem after another arises for the lawyer**. Suddenly the client's daughter shows up and wants custody of her father, the lawyer's client, including

his substantial estate. Also the woman's son gets wind of the lawyer's deception with his grandfather. And so forth, as the attorney attracts an ever-widening circle of problems.

When the truth comes out, the attorney is forced to change his actions, but not before creating much unintended suffering for others.

Though he lied to keep his own financial position secure, life turned around and revealed his false actions, quadrupling the problems he now had.

If he had considered an alternate approach to dishonesty and deception, he could have solved his problem without creating so much additional misery for others and himself.

In fact, had he made even the small effort in the direction of honest, even far down the line as things had gone, a flood of good fortune would likely have suddenly gone in his direction!

Concept:

Why People Lie or Deceive



So why do people lie or deceive?

There are many reasons; e.g.-

- in order to hide something
- in order to protect themselves or someone else
- or order to simply gain from circumstance.

That being the case, consider where in the past or currently you have been dishonest or deceitful or lied for any reason.

Try to see the falsehood in that attitude and behavior. Perhaps you can even detect ill-fortune that came your way as a result.

Now aspire deeply that you never feel and act that way again.

Offer that aspiration or prayer to the universe.

And also do whatever is necessary to undo what needs to be undone to be fully truthful.

If you do, life will reverse from evoking negative response to evoking powerful good fortune.

Concept:

Power of Valuing the Customer, Society



Almost all human values when taken to a higher order (or when reversing from their opposite) will attract positive conditions.

Two values that we have seen that have this particular life response power are –

- **Service to the Client or Customer**
- **Concern for the Well-being of Society**

Let's examine several true life experiences:

Case Study: Belief in Value of Service Over Money Attracts Great Relationship Benefit to the Believer



Power of Service to Customer

Two brothers owned a music recording concern. The first brother Crosby **deeply believed in the studio and the services it was providing**. The second brother Adam wanted to sell the company for a high price he was offered because his family expenses were piling up. However, the first brother Crosby, **expressing values of the Essence of the relatively new firm**, refused to sell.

Suddenly out of nowhere his estranged girlfriend who he was once engaged to returned to him, proposed and they were then married. Crosby's higher values toward the studio attracted the girlfriend who had broken his heart, but which was now mended, and then some!

Values applied with deep sincerity and belief tend to attract positive results -- whether directly related to the issue at hand, or even something along a completely different line.

Case Study: Businessperson's Rising to Higher Needs, Concerns of the Society



While dedication to the value of Service to one's own clients and customers attracts one level of response from life, applying a value that relates to the **wider society** one is a part of can attract enormous results for that party.

Here's an example of this dynamic; this time narrated by the principal individual involved:

"I am giving a synopsis of what happened from September 2012.

I am in labour intensive field in which I need many semi-skilled or skilled in protective coatings. It was very difficult to get labour for physical intensive works. What we got for Rs. 200-300 per day two years before that is now Rs. 700-800 + transport a day. Even for that wages it was difficult to secure people. Even if I train some recruits-they will join another company after some time sending me back to square one.

At that time as per my mentor's advice I started taking a higher view that prosperity in India is growing. That we don't get labour at an average monthly income of 18000-20000 means that they have opportunity elsewhere, which shows indicates that prosperity is descending on India.

I was thinking of how to take this consciousness forward. I tried to do the best in projects where this team is employed.

One day I got a call from TWAD board for certain protective coating work in Darmapuri and I quoted for the same. As you know usually all government tenders - whatever be the technical specification – will have favoritism and L1 method. So I didn't have much hope on that. It is Hogenakkal Integrated Water Supply project.

It has one part as - Fluorosis Mitigation Project. This is aimed at providing potable Water Supply to Dharmapuri and Krishnagiri Districts in Tamil Nadu, which comprises of 3 Municipalities, 17 Town Panchayat and 6,755 rural habitations in 18 Panchayat Unions which has the property of mitigating the fluorosis.

Due to the consumption of fluoride contaminated water in this area over a prolonged period, people in the above two Districts are suffering from Skeletal Fluorosis, dental Fluorosis, non-skeletal manifestation or combination of the above. Central Public Health and Environmental Engineering Organization (CPHEEO) and world health Organisation (WHO) has advised for treated water supply to counter that and it is funded by a consortium comprising of M/s. Nippon Koei Co. Ltd. Japan, M/s AECOM, Metcalf Eddy, Hong, through Tamilnadu water supply and Drainage board. (TWAD).

When I explained about its coating method to the labours, they said they have already done this abroad and so the sampling came out well. After many negotiations with many contractors **this has been offered to us** – and initial trial order for one treatment plant for Rs. 25 lakhs not taking into consideration, the L1 rule.

Now I am part of a social welfare scheme that serves many Indians across society not just a scattered set of business clients.”

Because the owner rose to caring about the higher wages for the Indian workers as it reflected **his caring also about the emerging prosperity of the nation (which is a higher social attitude and value), life gave him the opportunity to partake in a great social-related project, taking his firm into an entire new level of opportunity and success.**

Whenever we move to a higher plane in consciousness inside ourselves, sooner or later life returns the favor and comes to us at the same higher corresponding plane.

It is one of the true winders of human accomplishment; and another indication of the “Character of Life.”

Sample List of Work-Related Values



Let's then review a sample list of common Work-related values

- Accuracy
- Cleanliness & Orderliness
- Collaboration and Coordination
- Communications
- Community Involvement
- Content Over Form
- Continuous Improvement
- Creativity
- Customer Delight
- Embracing Change
- Expansiveness
- Family Feeling
- Focus
- Freedom
- Friendliness
- Fun
- Growth of People
- Harmony
- Honesty
- Individuality
- Openness, Tolerance
- Perfection
- Personal Growth
- Quietude, Silence
- Reliability, Dependability
- Respect
- Safety
- Simplicity, Ease of Use
- Sincerity
- Social Change Embraced
- Society's Needs
- Systemization
- Teamwork
- Thrift
- Timeliness
- Trust
- Truth
- Innovation
- Integrity
- Learns from Mistakes
- Open to Opportunities

Examples of Work-Related Values Applied



Here are some examples of values implemented by some of the MOST profitable companies of our time:

Apple:

- **Simplicity, Ease of Use** – makes its products elegant, simple, and easy to use
- **Intune with changing needs of society** – eg people want to easy access to a variety of forms information in one device – this smartphone, tablet, etc.
- **Radical Innovation** – e.g. combine features of IPod, phone, PDA, etc. all in one new device.
- **Perfection of the details** – every part of their devices perfected to the utmost
- **Design: Seamless form and function**

As a result of these deep values, profits for Apple are off the scale

Google:

- **Open work environment**
- **Let people experiment** – Let's each staff worker develop their own products and service innovation.
- **Open, free platform (Android)** – It is a form of sharing of technology so others can build on top of it, enabling all to benefit

- **Embracing change** – Looks at many facets of society and seeks solutions there.
- **Venturing into unusual areas** – (same as above)
- **Do the right thing in relation to society** – “Do no evil” philosophy. I.e. do things that are fully helpful for the world

Here too at Google profits are off the scale!

Concept:

Abandoning Values Attracts Negatively



While implementing social values in a serious way tends to attract good fortune circumstance, we have seen that abandoning the positive high personal, business, or societal values that got you where you are tends to attract very negative conditions.

Here are several examples:

Case Studies:

-A sports team dedicated to teamwork, state of the art execution, and catching the progressive way -- thereby winning title after title -- resorts to machismo attitude, hiring players who advocate such, lack of concern for the community that helped it succeed, leading to failure in big games, the onset of acute losses, continuous embarrassment in the press by the foolish deeds of its players, and the loss of coherence and faith in themselves.

-The largest department store chain in the world famous for trusting in its customers as well as utilizing latest resources and technologies, maintains the trusting value, but abandons seeking new methods/technologies of offering its products, as it gets fixated on the old ways, which leads to its ongoing path toward imminent collapse.

Case Study: Negative Response to Panelist's Questionable Value



Here's an unusual case we discovered, where someone advocates a highly questionable value, which has the effect of attracting the negative.

A young, intelligent woman on a talk show indicated that once hackers had broken into an entertainment company, the press had a right to reveal any of the hacked company's secrets to the public; a dubious conclusion on her part.

Well it turned out that right after making that remark she had trouble staying on the air due to technical problems, mainly caused by her husband who was playing video games, disturbing the speed of connection.

In fact, the discussion amongst the panel members went on about the particular game he was playing, instead of the issues at hand, thoroughly embarrassing the woman on the air in front of thousands of people.

This shows that any opinion ventured, including questionable ones as it relates to society, can come back to one on a personal level.

We present the case here as it brings up some interesting life response consequences.

Concept:

Value of Perfection in Work Attracts Overwhelmingly



Now we are ready to address one of the key values listed in our earlier list.

It turns out that “Perfection” is a kind of ultimate work value to subscribe to, as it creates the potential not only for common-sense positive outcomes, but also of the startling Life Response kind!

By perfection we do not mean the work that comes from Perfectionist as meant in the usual sense. After, all, Perfectionists mean that way can be too rigid and formal in their work ways.

Rather by perfection we mean the capacity to bring out the greatest result in a work by perceiving and acting on all of the factors that can bring it to that highest state

And when through our action we bring each factor to its penultimate state, life breaks out with good or great fortune.

PERFECTION FACTORS

How can we know the factors that we want to maximize in any

work?

In any work we can list out all of the key factors that lead to perfection, and then measure to what degree we have reached the high end of the scale.

When we reach the highest level on each factor, we approach Perfection. As we approach and attain perfection, we witness startling positive conditions move in our direction.

In business we call it “Standards of Performance,” though it applies to any type of work.

For example, if we were developing designer quilts for our clients, we could devise several factors for which we can aim for perfection.

Among them are:

▪ Design	▪ Concentration
▪ Final Result in Mind	▪ Determination
▪ Materials	▪ Patience
▪ Color	▪ Aspiration for Result
▪ Tools’ Functioning	▪ Focus
▪ Skill	▪ Time Allocation, Adherence
▪ Quality of Work	▪ Creativity

What follows are several true life case studies that bear out the principle that as you reach Perfection in all factors “infinity breaks out”; i.e. sudden good or even great fortune will come your way.

Case Study: Tiny Business Gets Major Franchise through Perfection of Letter



One common sense observation about the value of Perfection is that you can perfect the smallest activity or the largest. Each has a power to attract powerful positive conditions.

Yet, we have discovered that you can attract Infinite-like results just as easily from a relatively small activity as a major one!

Here's a true life example:

The CEO of a small local beverage company in South India wrote to one of the largest multinational soft drink companies applying for a distributorship in that area. He put enormous concentration into preparing the letter without a single error or imperfection. To his utter amazement his small company was selected over much larger firms. When he asked the VP of the multinational why his small company had been selected, the VP replied that he was extremely impressed by the letter the CEO had written.

High achievers know that perfection in any matter -- great or small -- is powerful.

Those even further along the path of self and life knowledge also know that perfecting the smallest activity can attract VAST, miraculous-like positive conditions.

It is said that to the Divine there is no small or large, and that each has the capacity to bring out the Infinity of things. As we know, the breaking up of infinitely tiny atoms can release the great power surge known to man.

So too can perfecting the smallest activity.

It is but another confirmation that "God is in the details." Even in the tiniest of acts or activities the Infinite – a divine property- can come out.

Here are several more true-life examples of the power of perfection to attract the infinite potentials of life:

Case Study: Consultants Effort of Perfection Rewarded in an Unexpected Way



A management consultant and businessman was putting the finishing touches on a proposal that was to be sent out to a number of prospective decision makers. He had made a great effort in developing the proposal and accompanying brochure, gathering information from various sources, and doing everything he could to make things just right; in other words, to perfect it.

Now the moment arrived when he was going to email this proposal in which he sought backing for a very innovative software system his associate had developed. He then clicked his computer mouse and out went the message along with the detailed proposal document to a host of important decision makers.

Interestingly, at the very INSTANT he clicked the mouse, he also received an email message from a client. When he reviewed the contents he realized that he had been contracted to do consulting work at a considerable fee every month with that organization. It was an incredible moment, as he needed the funding to sustain himself, plus it was an opportunity to engage in some interesting management consulting work.

Though the click of the mouse did not to garner the specific results he hoped for from the intended audience (the decision makers for the software program), it did simultaneously attract an overwhelmingly positive result from an entirely *different* area.

What was the underlying cause of this synchronistic outcome?

Because the consultant made the full effort to perfect the proposal and brochure, life responded instantaneously with a great opportunity and result.

This episode indicates that when you make the full, persevering, relenting effort to make a thing perfect, life responds out of all proportion. And often in the most extraordinary ways!

Case Study: Perfection in Business Cards



Here's one more example:

Patricia was a salesperson for a printing company. Her goal was to give the very best service to all customers. Her most memorable sales came when an insurance agent came for new business cards.

Patricia decided that the customer's card should be one that no one would ever want to throw away or bury in a drawer. Her experience as a typesetter helped her understand styles, graphics, printing methods and paper types and she did her best for the cards. The insurance agent was so pleased with her design that he brought two of his fellow agents the next week to get similar cards.

Two weeks later the insurance company's regional manager wanted to see her. He ordered new cards for all his agents (257!) in a five-state region. As a result, Patricia gets 2,000 orders of these cards each year.

Patricia focused completely on giving her best to the customer.

Concept:

Organizing Knowledge to a Higher Level Attracts



Now we will shift directions a bit.

Previously in the first section of this book we covered organizing things at a *physical* level, as in cleanliness and orderliness. It requires physical effort and energy. And as we saw it evokes powerful positive response from life.

There are also forms of organization beyond the physical that require a great deal more **mental** energy and effort.

Two examples of mental organization are [Systemization](#) and [Categorization](#).

We have seen that efforts to create proper relation, association, and integration through mental efforts have the power to evoke powerful response from life.

This is especially true when one goes the extra mile to organize in the highest possible manner.

Let's examine several examples:

Case Study: 'The First Order'

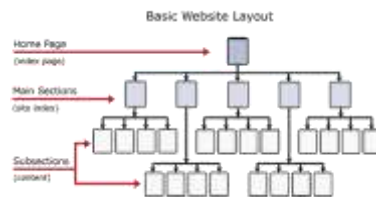


Several years ago, GuruSoftware, the company I founded in the mid 1990s, launched a new software application for business users. Though we put considerable time and effort into developing the product, after several months we had nothing to show for it. The fact was that our target audience was simply not responding. I then figured that since we had not yet secured a single order, *any* effort to improve the product would attract positive results.

Therefore, the first thing I did was reorganize the software's manual for greater consistency and clarity. Then I adjusted several parts of the application itself to make it more accessible for the user. Finally, because I now understood the program that much better, I developed several new features, which were then integrated into the software's existing components. Through that effort, I was able to improve, standardize, coordinate, and integrate the product -- providing more simplicity, utility, and power for the user.

The next day I turned on my computer as I do every morning. But then when I went to our company's web site, I discovered that we had secured our *first order* for the product! At first, I sat there stunned at this most unexpected development, but then I quickly understood what brought it about. **Because I made the effort to organize and systematize the software, life responded with the product's first order. By streamlining, clarifying, coordinating, and integrating the application, a concentration of energy was generated that quickly aligned with and attracted the object of my desire.**

Case Study: Mental Effort to Create New Category of Ideas Attracts Corresponding Response



Here's are three more powerful example of the life response power of organizing information to a higher level:

Periodically it is my task to categorize the thousands of thoughts in the knowledge base area of Growth Online: a web site dedicated to personal growth that I founded in 1997. Well one day I was gathering together a number of these ideas for a *new* category I was developing. Essentially, I would sift through the knowledge base area, look for a trend, and compile them into the newly formed category. Once I complete that task, I would normally upload the content to our web server so that the thousands of people worldwide who visit the site daily can have access to the information. However, in this instance, I decided that before uploading, I would check my email for any messages. After I opened my Outlook application, I noticed that I received a single message in my inbox. It turned out to be from a Growth Online reader who was inquiring about a particular subject matter. When I examined it a little closer, I was astonished to see that it was on the very subject I had just created a category for!

To appreciate why this was astonishing, consider the following facts. First, there are hundreds, perhaps thousands of topics addressed at Growth Online. Thus the chance of receiving a response on any particular subject, like this one, is extremely low. (I only receive a few emails for Growth Online per day.) Second, the inquiry was on a subject that did not even exist at the site, since I had not uploaded it yet. Third, the response was on the very topic I was *about* to upload. And finally, the reader's message was the *only* email I received when I opened my Outlook email program just before uploading that information. The chances of any one of these things happening are extremely remote -- perhaps one in ten thousand. The chance of *all four* happening simultaneously is off the charts. For all intents and purposes, it was an impossibility. Yet it occurred.

When you make the effort to organize information in a creative and dynamic new way, life responds with startling results along the very

same line.

Case Study: Task Breakdown and Sequence Breakdown Attracts the Book



The other day I was on my way out of a mega bookstore after reading a few articles and looking at a book I was considering to purchase. However, before leaving I needed to put a magazine and a book back to their original locations. Normally, I would just go ahead and do that quite unconsciously, without distinguishing the components of the task very much, if at all. This time however, I decided to think about each thing I had to do, and what order to do them in. In other words, I was breaking down the while into its constituent components, and then setting about meticulously focusing on and accomplishing each.

I then rode down the escalator with the intention of first returning the book, and then taking care of the magazine. Interestingly, when I came down to the plethora of book shelves, I immediately saw a duplicate of the orange book I was holding in my hand. I therefore knew precisely where to return the book. This was startling to me since there were thousands of books in the area, yet this one stood out amongst all, guiding me to the precise place to return the book.

I later understand the principle behind what had happened:

Because I broke down a normally unconscious act into its constituent components and then devised a sequence to accomplish each, I attracted a result that overcame the necessity of looking and hunting for the return location.

In other words, through task breakdown and focus on each step, I overcame laws of space and time, as I was instantly able to find the space and do so in a matter of seconds, overcoming time. 95% of the effort was thereby reduced.

Case Study: 'Clarifying Dense Metaphysical Concepts'



Here's one final incident:

Over the years, it has been one of my tasks as an educator to take difficult ideas and present them in ways that are easy for others to understand. I have performed this function countless times -- not only for the thousands of students who have attended my training classes, but for the hundreds of thousands of readers who have read my articles at Growth Online. Of course, in order to offer such pre-digested knowledge to others, the concepts have to be clear to me in the first place. That has not always been the easiest of chores -- especially when it involves turning arcane technical jargon or dense philosophical arguments into simple, easy-to-understand concepts. What has been particularly striking, however, is that nearly every time I exercise my mind in this way, a powerful response follows.

For example, one time I was straining to understand a complex metaphysical concept. After considerable effort, however, I still could not grasp the underlying principle. Then I tried to break it into smaller components; but the divisions I developed were still incoherent. After racking my brain, I finally gave up, hoping that a clearer understanding would come on its own if I forgot the matter.

The next morning, when I opened my email program, I saw a message from my spiritual teacher. After reading a portion of his remarks, I soon realized that he had written to me on the *very subject* I had been struggling with the previous evening! It was remarkable not only because he had no idea I was thinking of that topic, but because out of the *hundreds*, if not *thousands* of subjects we have discussed over the years, he happened to pick the one I had been struggling with. Perhaps even more striking was the fact that the email contained not merely a few paragraphs on the subject, but an *entire paper* on it -- with extensive *detailed analysis!*

When I thought about it, I realized that **my efforts to organize a dense metaphysical concept into a series of newly developed precepts triggered**

this remarkable life response event.

The response from my teacher not only clarified the overall issue, but through his extensive paper, illuminated in painstaking detail all the salient points. In the end, **because I made a small effort at organizing knowledge, life responded with a torrent of information on that very subject.** It was for me a breathtaking moment: an instance of pure magic.

Concept:

Power of Problem Solving, Decision Making to Attract



Life is filled with problems.

We try to do our best to solve them.

Yet there are subtle ways that we can attract the resolution or resolution of a problem.

By taking to these we can gain the cooperation of life, and what may have taken a long time, or through great difficulty occurs in precious little time.

Let's focus on one of those approaches: It can be stated as:

The solution to a problem lies in the cause

I.e. we often seek the solution to a problem by merely trying to reverse the effects, but **we are better off examining the deeper causes and finding solutions there.**

Let's examine an example of this, and also see the life response effect of practicing this approach:

Case Study: Engineer Directed to Consider Fundamental Cause, Issue Involved



Case Study:

E.g. an engineer ran into a serious problem in the system he was involved in, and tried to solve it from there. He had no luck.

However, a person of greater wisdom suggested that they look into the fundamental cause of the problem, which they then came to understand,

Though the engineer could not see into the cause as clearly as the wise man did, the engineer did see a practical solution based on his understanding of that deeper causality.

The engineer then went ahead and made the necessary adjustments; and the problem was instantly solved!

So the next time you run into a problem, rather than panic or take a hurried or drastic approach, take time to consider the cause of the problem itself. Once you perceive the cause, your mind will tend to come up with a reasonable solution.

In fact, just by getting to the cause, the solution will tend to appear in your mind without having to think it through at all. We call that “intuition,” which is a higher functioning of the mind. The solution will just appear in your mind without your having to reason it out.

Concept:

Great Attempt to Solve a Problem Attracts Solution to a Different Issue



One fascinating dynamic we have witnessed is that when we try to solve a difficulty or challenge, life often quickly reveals unexpected new possibilities; often fulfilling aspirations previously had that we may have forgotten.

For example:

Case Study

A man was struggling a bit to overcome a technical hurdle in building a web site. He pushed forward despite the obstacles. While trying to solve the problem, he suddenly discovered how to do something he did not expect to accomplish with his current software and knowledge. He thus fulfilled his forgotten aspiration to include these very features.

As we see, when we make the extra effort to get at the root of a current problem, not only do you have a much better chance of solving it, but solutions to previously unsolved issues or challenges get resolved.

Concept

Using the Subtle Sense to Solve a Problem



Reality is presenting Truths to be understood at every moment, including for every problem.

However, it is hard to perceive those solutions because they express in very subtle ways.

Those who approach the problem with anxiety, frustration and expectation, miss the subtle messages that can solve the problem, and also complicate the issue further.

Yet those who look into a problem with calmness and aspiration to get at the heart of the matter are far more likely to come upon solutions; even ones that seem to appear from seemingly out of thin air.

Here is a series of interrelated experiences told by an engineering associate of ours that bears this out.

Case Study: Taking Deep Interest Solves Maintenance of Equipment Problem, and More



In our company during annual maintenance activities, our mechanical team faced critical issue with opening particular piece of equipment for quite a few years. We used to employ contractors who uses special tools like bolt tensioners to loosen/tighten the bolts of that equipment. We faced issues with bolts/nuts got stuck and as a result we had to try various other means to loosen the bolts. However, that had resulted in various other issues like damaging the bolt thread, bolt hole thread, damage nuts, need to re-machine and so forth. Overall, this had caused us additional maintenance cost, schedule delay, production outage and so forth. This was going on for few years. We had implemented number of practices and procedures in order to resolve that issue in the meantime, yet none had able to solve the issues totally.

Last year, during the maintenance activity the solution came by itself, perceived by the two engineers worked closely with that activity. **They perceived that from out of nowhere (like intuition) on one fine late evening.** When that method was validated and proved successful during the recent maintenance activities last month, everybody was amazed how subtle the solution was, how we all had missed and didn't understand that for so many years. **All the years of agony, frustration, and disappointment had vanished in a fraction of second and as a result we managed to complete all the activities in a remarkable timeline.**

I was aware of the problem but didn't fully understand how the new method or the solution worked initially. As a result, I went on to inspect the tools personally, studied on internet and finally felt happy that I had learnt something which I had not fully understood before. On the same day itself, I got an inquiry from my colleague about some of the mechanical valves that came back from service. **I went on to personally check all those items. During the process of checking, all of a sudden, life indicated the root cause**

behind another piece of instrument which we were facing issues for quite few years as well! After that finding, I was flabbergasted.

When we take efforts to sincerely learn about an issue, life responds and returns the favor by indicating the solution for that problem as well as other similar problem.

Thus we see that buried deep within every problem contains within it the subtle solution. It is just a matter of how sincerely and deeply we look!

Concept:

Ignoring, Forgetting Problems Can Attract their Resolution



One of our favorite strategies to take when things appear to be in limbo -- such as when an order is pending, or an important shipment is on its way, or an invoice is not yet paid -- is to shift our attention *away* from it and bury myself in something else, such as hard work.

In other, words forget about it!

Invariably, when you do, the thing delayed or held in suspension is suddenly unleashed!

What happens is that by forgetting or drawing one's attention away from the matter, it is no longer burdened by our worry and concern, which in turn creates a better atmosphere by which the issue can resolve itself.

Case Study

That is precisely what happened when a software developer was waiting on for payment to arrive in order to send a link to a client so the client could start using the web-based software application.

Rather than worry about the fact that the check had not yet arrived, he consciously shifted his attention elsewhere, losing himself in another project. When he later checked the status, he learned that the payment was being processed, and he could now send the client the precious link the customer was after.

As you see, when you shift your focus and attention away from the tense situation -- from over-concern to non-concern by putting things out of mind and focusing our attention elsewhere -- things in limbo start working themselves out.

Ignoring It Works for Many Problems

It turns out that this Problem-solving “Strategy” can actually work for any type of issue, including problems.

We have seen countless instances where a problem arose, and by simply ignoring it, it went away on its own!

By shifting our attention away from it, we prevent ourselves from “energizing the problem,” releasing positive energies that aligns with positive conditions that resolves it.

Caveat

Of course this is NOT the right strategy for every problem. In many case, one needs to give even greater attention to the problem and its course issues to solve it.

However, there are certain instances where avoiding the problem certainly works!

Being able to discriminate between the two is wisdom!

Concept:

Making Right Cross-Road Decision Attracts



A decision in the process of accomplishment is the commitment to do something we have already envisioned doing.

Often during the day, we are required to make decisions; and we do our best.

Often they take shape as a “crossroad decision;” where we perceive choices of which way to act.

If we make the more positive decision, life tends to respond with good fortune.

Here’s an example:

Case Study

A man had a choice whether to update a somewhat frivolous app. If he did, it would use precious bandwidth that others were sharing. He decided to update other smaller apps but not this one. After the others updated, he soon discovered that somehow the big frivolous one updated as well, saving time and effort for himself and the parties involved. By making the right, higher consciousness cross-road decision, life instantly cooperated in everyone's favor.

Concept:

Choices Available in a Crossroad Situation



Now let's consider which direction we should choose in a given crossroad situation.

The best choices to make generally are:

- **those that are HELPFUL** (over that which is uninvolved or harmful)
- **those that FOCUS ON THE NEEDS OF OTHERS** (over that which serves our own self-interest)
- **those that are POSITIVE AND UPBEAT** (over that which is negative and glum)
- **those that engender CALM AND PATIENCE** (over that which is disturbed and impatient)

When we make the right cross-road decision life tends to respond in our favor.

Moreover, the power of the response, depends on the intensity, significance, of the situation.

We have also seen that you can evoke a response from life by shifting

from the negative to the positive, such as away from a negative attitude or intention behind the choice in that particular situation, or by simply envisioning and doing the right positive thing as indicated above.

Eg say I go into a store and see that someone has sneaked in line before me. I have a choice of reacting or not-reacting. If I catch myself and do not react, something good will quickly happen, such as another register opening up, greatly facilitating the check-out process.

On the other hand, when the other person moved in line in front of me I might have seen it in a sportive light, perhaps because they are elderly or handicapped or need to get to a meeting soon. When I then feel positively toward that circumstance life will also tend to respond in some fashion. Eg I suddenly see a good friend behind me, who know tells me about a great new work opportunity for myself!

Concept:

Power of Belief and Accomplishment



Finally, we will focus on another power of the mind. It is the power of BELIEF.

In an ironic way BELIEF is really a subtle inner thought and feeling that you have faith in the outcome of an endeavor.

So in that sense BELIEF can be thought of as **a spiritual-like quality**. In this case, **trust and faith in a product, person, place, or things**, as opposed to some divinity or spiritual power.

We can take it a step further and say that if you are open to and intensely believe in the possibility of something taking place, life tends to fortify and manifest that possibility as a living reality.

And when life responds to that belief, you are energized even more and therefore believe even more in that thing.

With that in mind let us examine several case studies where intensity of Belief evoked sudden good fortune for the players.

Case Study: Power of Belief to Become Anything One Wants Comes True



In 1968, Greg left his house with a trunk containing all his belongings and \$47. For the first time in his life, he was poor. **Instead of taking stock of what he didn't have, he focused on one overriding thought. "From this day forward, I can be anything I want to be." This was his self-conception and attitude.**

Three and a half weeks later, he got a low-level job quarterbacking an ice cream parlor. A friend's father was president of the nearby bank. It didn't take long for Greg to go over to the bank, sell himself to the father, get into the banking business, and later into his own multimillion-dollar sales organization.

Selling more than 100 loans a month for borrowers in Albuquerque, New Mexico, Greg Frost is one of the most successful loan agents in the United States. He closes one in every 11 loans for people buying existing homes, giving him a 9% share of the existing market. Greg Frost is believed to be the first loan agent to generate a \$1,000,000 annual commission as a mortgage broker.

Case Study: Mary Kay's Heart and Soul Power of Belief in Selling



When Mary Kay Ash was a young housewife, Ida Blake — a book salesperson, stood at her door selling the Child Psychology series. A mother could look up any problem in the index, and find a related story with a good moral to read to her child. Mary thought these books were the best she had ever seen. However, she could not afford buying them.

Ida made an offer that if Mary could sell 10 set of books, she would give her 1 set free. Mary was enthusiastic about the deal and believed she could sell.

Mary spent much of that evening on the telephone calling up lot of friends, telling them about the best books she had ever seen. Her enthusiasm was such that without even showing the books to anyone, she was able to sell 10 sets — in a single evening!

When Ida, came the next morning she exclaimed "This is incredible. I've never seen anything like this" and gave Mary the promised set of books. Ida also offered Mary a sales job in her company. Mary accepted the offer. She went on to sell \$25,000 worth of books during the first nine months, making her one of the company's top salespeople. Mary BELIEVED in what she sold. She later started her own company Mary Kay cosmetics in 1963 which is a \$2.6 billion corporation today. The key to her phenomenal success was her belief that she could sell ANYTHING.

WHEN YOU BELIEVE IN WHAT YOU SELL — HEART AND SOUL — OTHERS ARE BOUND TO FEEL THE SAME WAY!



Life Response in Work **at the MENTAL Level** **Summary**

- **Focusing on a Thing or Matter Attracts**
- **Power of Intention to Attract**
- **Making a Decision Attracts**
- **Following the Process of Accomplishment**
- **Higher Personal Values Attract**
- **Honesty, Integrity, Customer Service, Perfection, Aiding Society Attract**
- **Organization of Knowledge Attracts**
- **Problem Solving and Life Response**
- **Power of Belief and Accomplishment**

Pt.4 Life Response at the
Heart Level

Case Study: Generosity of Spirit in Julie and Julia



The 2009 American comedy-drama *Julie and Julia* depicts the real life events in the life of chef Julia Child in the early years of her culinary career in the 1950s through 60s. This is set in contrast to the life of Julie Powell in the 2000s, who aspires to cook all 524 recipes from Child's cookbook during a single year, a challenge she described on her popular blog.

At the high point in the story, Julia Child discovers that her book of French recipes will be published by a large publisher, setting the stage for her illustrious career. Her book would go on to be one of the bestsellers of all time in that genre, and she would become the most famous chef and culinary teacher in the world through her TV series.

After watching the highly entertaining and breezy film of these true life events, I wondered what propelled Julia to the heights; i.e. what brought about the great response from life when her book was accepted by a major publisher? I then thought back to an earlier scene in the film. It is the one where she is gathered around a table with her two co-authors to discuss the future of the book that was now rounding into shape and ready for a publisher and sponsor.

In the gathering, the three women sat around a table and discussed the manner in which they would be listed on the cover of the book. One of the women was bitter and complained that the third (not Julia) would be listed prominently with the others since she had contributed so little to the writing. Julia however was more than conciliatory and was willing to have the third woman listed equally with the other two despite her limited literary effort. In fact, when this third person during the discussion revealed that she had just gotten a divorce, Julia instantly shifted the discussion, as she was more concerned with this issue than the order of or how prominently their names would be displayed. When pressed on the matter by the bitter woman, Julia noted that she did not give a fig about the matter and would be perfectly happy if all three names were listed equally.

It has been my experience any act of goodness comes back to that

person in one form of another. Some refer to this as the "Law of Karma;" others, like myself call it a Life response; I.e. an instance of sudden good fortune due to expression of higher consciousness by that individual.

Because Julia was so generous and self-giving when it came to the prominence of the names on the book, life rewarded her with a contract from one of the world's great book publishers, setting her on a road of fame and fortune that she never would have imagined.

When we honestly and spontaneously give of ourselves to others, showing deep concern interest in their concerns, life returns the favor with good, or in the case of Julia, great fortune.

The great French spiritual personality known as The Mother said that **generosity is to find one's own satisfaction in the satisfaction of others**. It is to forget one's own self and share in the happiness and joy of other's experiences.

Moreover, that spontaneous act of goodness and solicitude not only brings joy to both parties, but evokes powerful response from the world around us; often changing the very course of one's life.

Concept:

The Heart Center and What Issues from It



Julia's effort issued from something inside; sometimes referred to as the **"Heart Center."**

What is the Heart Center?

It is the plane of higher emotions, feelings, and human values.

You could even say it involves spiritual feelings toward others.

But then how does the Heart Center differ from the Vital which is also of emotions?

While the Vital often expresses negatively, as in negative feelings and attitudes, the Heart plane only expresses positively.

(We could therefore say that it is an expression of the Higher Vital.)

Then what are some examples of the Heart Center?

Here are a few:

- **Giving Greater Attention to Others**
- **Acts of Goodness**
- **Goodwill toward others**

- Gratitude toward others, the world around us, and life
- Genuine Affection towards others

And like other areas of our being, **when we take to qualities of the Heart, we tend to attract good fortune.**

In fact, often GREAT fortune!

So now we will take a tour of these qualities of the Heart, including real world examples of Life Response for each.

Concept:

Power of Giving Attention to People Attracts



One of the ways we can relate to people in a positive way is to **give them more attention**. When we do, they tend to **come alive!**

If you look closely at **companies that continue to perform at high levels** year after year, you will find that they consciously **believe in the power of attention**.

They encourage their managers to shower it on their people for their growth and the growth of the company.

Let's examine some real life stories where **giving attention attracted positive results**, often from seemingly out of nowhere.

Case Study: Giving Attention to Workers Through Training Attracts Doubling of Output and Sales



Here is an episode of personal attention involving a manager friend of ours in Asia who was in charge of a group of workers. I will let him narrate his own remarkable story.

“I was overseeing a small unit engaged in the manufacturing of general-purpose welding electrodes. The unit employed 10 workers. Most of them were from a nearby village and had a minimum level of education. That is, they could sign their name, but they could barely read and write.

The packing operation in the unit involved sealing cartons and boxes with adhesive tapes, and then strapping them with nylon tape. These operations were done manually by the workers.

I noticed at one point in their work that there was no uniformity in their application of the tapes. So I talked to the staff and taught them how to strap in a uniform manner. I also made the effort to show them how beautiful their work was when they did it correctly.

To help them in their efforts, I made a template that they could emulate -- marking the position and level of tape/strap on the boxes. After some time, the workers developed the skill and experience to do proper packing without the aid of the template. Soon after, they were very happy when they received compliments about their packing from our distributors.

This has had the effect of energizing the company so much that not only are the workers constantly beaming, but now the *machinery* has suddenly started yielding results double its rated capacity!

In addition, the market has responded in a similar manner. Without any publicity or advertising effort on our part, our sales have unexpectedly *doubled* from their previous level!

And in one final surprise, a bank came forward out of nowhere and extended additional funds to support our growth!”

When you give others attention, not only are practical results generated -- such as development of new skills, or an uptick in energy and enthusiasm -- but extraordinary **life response ones as well!**

Examples include-

- **machinery unfathomably outputting at double their rated capacity,**
- **a sudden explosion in sales**
- **financial supporting arising out of nowhere.**

This being the case, why not **consider who in your work environment (or for that matter anywhere in your life) deserves more of your attention.**

Once you make that determination, **shower that person or group of individuals with all you can give.**

When you do, not only will they come alive; not only will they deeply appreciate your efforts; but a burst of good fortune will move in your direction!

Case Study: A Class to Remember: Commitment to Giving Students Greater Attention Attracts Great Response from Them and Client



Here's another story involving the power of attention. Here is my own personal story.

One day early on in my training career, I decided that I wanted to improve the quality of my instruction. I therefore not only committed to being more passionate and energetic in the classroom, but to giving my students more individual attention.

Several days later, when my next class rolled around, I did my usual pre-class run-through to make sure I was prepared. I also remembered that this was the day I would begin to fulfil my earlier promise.

And so after the students arrived and settled in, I stood up to start the class. However, just as I was about to begin, I was interrupted by a small disturbance over to the side. I then looked around and noticed that a small group of students were engaged in a lively conversation. Wondering what they were discussing, I soon realized that they were debating one of the topics I had planned to cover that day.

When I then stepped forward to get a handle on the situation, another discussion broke out amongst a second group! Then I noticed that the more people expressed themselves in their group, the more others jumped into the fray. Suddenly, it seemed like everyone was talking at once!

Now as I stood there, open-mouthed before a very animated collection of students, I wondered what to do next. Then when the ruckus intensified, I decided that I had better

take control. But when I stepped forward and tried to garner the group's attention, they completely ignored me. In fact, the intensity of their discussion only increased!

At that point, I thought to myself, "Well, if that is the way things are; if they are so interested in debating these issues on their own, then perhaps I better not interfere." And so I took a deep breath, retreated a few steps back, and simply watched the students go at it!

As it turned out, the remainder of the day unfolded in a somewhat similar fashion. I.e. throughout the morning and afternoon discussion, I would introduce a topic, and then the students would break out into highly animated debate without any direct involvement on my part. In my entire training career, spanning two decades, I had never experienced anything like it!

And yet the irony of it all was that my day could not have been any easier. Because the students required little input from me, aside from basic explanations of the concepts, the class was exceedingly simple to conduct. Perhaps most dumfounding of all was the fact at that the end of the day the students gave me glowing reviews in their personal assessments!

Well, the story did not end there. Right after the class, I dialed into my voice mail and listened to a message from a client I had not heard from in years. I wondered why in the world he would be calling me after all of this time. It turned out that his company needed consulting work in an area that my firm was expert in, which was certainly good news. But what was so startling was the fact that the services he required was precisely in the area I addressed during that day's training session. Since I taught *many* different courses on a variety of subjects, the fact that he contacted me on this particular one struck me as nothing less than astonishing.

Later on, of course, I saw that all of these extraordinary events were the result of the earlier commitment I made to improve the training -- including my pledge to put more of myself into each class and to give each student more individual attention.

In fact, in the incident I actually received a life response *before* I even had a chance to implement my plan!

Because the students engaged in their heated discussions before I began my opening remarks, they were already giving one another

the increased individual attention I pledged to give them on my own!

Concept:

Goodness Attracts



There are other powers of the Heart center that good or great attract.

One is **Goodness**.

Goodness can be defined as the ability to step over the boundaries that divide us from others, and do what is in their interest, rather than merely be concerned with our own.

We saw a great example of this at the outset of this section, involving Julia Child.

When Julia allowed her “co-authors” to be listed at the top of the book’s cover, she embraced what they wanted, forsaking her own needs. In fact, her act of goodness was really an act of selflessness, where she cared little about her own position.

As a result, life reacted to this self-giving gesture and propelled her to the top of her industry; making her the most famous cooking personality of all time!

Case Study: Concern for the Best Needs of the Customer Attracts Overwhelmingly



Here's another simple example of Goodness; in this case showing real concern for another person's interest, instead of one's own.

Here is that true sales experience:

Paul Roos was a technical sales representative for a well-known computer company. A customer wanted to buy an HP product for a particular application. Paul knew that the HP product would not work well with the application. Paul refused to sell the customer what he wanted by convincing him that it would not solve his problem. Finally, when the customer asked what he should buy, Paul took his competitor's catalog off the shelf and took 15 minutes to select a product that would meet his needs. The customer finally bought the product from his competitor.

The customer came to Paul after a few months with 100 times more sales value than the first "lost" opportunity.

Paul wanted his customer to get the best solution for his problem. Thus, he focused on the needs of the customer, not what he had to sell, and attracted an astonishing result far beyond his initial intent.

Case Study: An Act of Self-Givingness Returns in Its Right Time, and in Same Measure



Here is another example where an act of goodness, of caring about another's situation attracts a powerful positive response at the very best time down the line.

“When a decade old competitor of mine feared my entry into the field he started a price war. However, once I tried to save him from a huge loss by revealing a product secret in spite warning from well-wishers. The Truth in my act touched his Spirit, after which he never competed again.

After some time, I lost touch with him, as there was a slowdown in industrial flooring. And so I concentrated on other form of business. After a two-year hiatus, a few days back I was called to do similar type of work.

While entering my details in the entry register I saw that person's name. I called him before going inside, to ask whether he is interested in and had quoted for this site. He warned me not to get caught in that site as the quality is very poor and they have just hidden to escape our general visual inspection. He came to know that as he met one of his friend inside the factory and so he is not quoting for the same.

I went inside and asked to sign a check list on inspection on quality of concrete which they refused and I came back sitting the same as reason.

If I calculate the loss I would have incurred had I agreed in usual terms - it is almost equal to the loss I prevented recurring to him few years back.

This episode shows how an act of self-givingness returns in its right time, and in same measure.

When you look out for the best interests of another, they will tend

to unexpectedly do the same or something similar down the line.

Concept:

Goodwill Has Great Power to Attract



In addition to giving other greater Attention and performing acts of Goodness/Kindness, there is another Heart-centered method of evoking the miraculous.

It is the life response evoking method of **Goodwill**.

What then is Goodwill?

Goodwill is one's deep-seated positive attitudes and feelings towards another party, in which we wish for the best for them; aspire for their success; for their happiness and well-being.

When we feel goodwill, we establish a more positive atmosphere that not only brings benefit to that other person or party, but also attracts startling positive conditions back to our own selves.

Let's examine several powerful examples where practicing Goodwill evoked positive response from life.

Case Study: Referral of a Lifetime



A while back, I had the good fortune to attend a meeting of managers and consultants at Microsoft's downtown regional headquarters in San Francisco, where the focus was on their project management software. I had been to this gathering numerous times before and enjoyed every meeting. On this particular occasion, I knew that a representative of a company I had been referring business to would attend in order to discuss a variety of issues. While I expected solid results from past efforts, the report he handed me indicated that I had not only generated staggering revenues for the firm, but that I had earned a huge referral fee in return. In fact, it would turn out to be largest one-day financial windfall of my life!

In one fell swoop, I earned well over \$20,000, when in the past my biggest referral fee payday had been ~\$3500. Though I expected a similar amount this time, instead I garnered a 700% increase.

What happened?

For over a month, I was unable to figure out what I had done to attract this startling amount. I knew it wasn't mere chance or dumb luck, because I don't believe in such things. Nor did I believe it happened because of something obvious or outward I had done recently. Though I am normally able to make an association between an outer result -- especially as startling one -- and the inner cause that precipitated it, in this case, I could find no obvious clues. That is, until a friend of mine helped me see the light.

It turns out that over the past several years, I have had a number of conversations with the owner of the firm -- dating back to before we had a business relationship. On those occasions, I expressed my admiration for his exceptional technical skills and knowledge, as well as his winning demeanor. In response, he offered his genuine thanks and appreciation.

But what my other friend helped me realize was that my persistent goodwill towards the owner came back in the form of that huge referral fee! Not only was the amount large (and is still expanding to this day), but the quality of the companies who signed on was

remarkable. In fact, through a series of unfathomable events, the firm was able to secure a huge contract from the biggest telecommunication firm in the United States.

As we see, when we express our heartfelt goodwill towards others, life responds with marvelous conditions. And if our concern, good intentions, and benevolence are unwavering and constant, then we can attract *unprecedented* results, as we saw in this episode.

Concept:

'Goodwill Broadcasting' Attracts Enormously



In addition to expressing our goodwill directly through our interactions with another, we can also offer it through a startling, spiritual-like approach.

If we from within ourselves we can well up genuine positive feelings towards an individual, and then “broadcast” it through the air, it can generate extraordinary results for the recipient.

Here is an astonishing goodwill-related life response experience demonstrating this subtle, yet infinitely powerful phenomenon.

By the way, it is narrated by the same friend who helped me recognize the life response power of goodwill.

Case Study: 'Goodwill Broadcasting' Attracts Overwhelming Results



“One recent morning I sat down and concentrated in order to generate an attitude of goodwill to specific people I knew, and to aspects of work or life that I was directly related to. As it turned out, during that day I received back a series of reports of good news that related to the very things I had been concentrating on -- as well other aspects of work I had put aside because of lack of time. Here are the details:

I had been concentrating on the health of a friend who had developed diabetes, and whose ailment I felt responsibility for because of my attitude, and the pressure I had placed upon him in work. Later in the day, I received word that his blood sugar levels had declined almost back to normal following treatment.

I had also been sending goodwill to a client company I was working with, and praying that their revenues should increase. As it turned out, during the day, they closed a good-sized order that had earlier been in doubt.

But there was still more. The previous day I had asked a marketing manager at the company about the progress on a proposed collaboration with another company that could generate big dividends for my client. The manager had said he had not made any progress on the proposal for the last six weeks. During the day of my concentration, however, he reported that the other company had suddenly contacted him and proposed flying into our city for the first meeting within five days' time.

There was also the senior manager of the company's Bangalore branch office, who had been badly demotivated by the harsh words and treatment he received from the company's Chief Financial Officer, which had in effect caused local morale to suffer. I concentrated on sending him goodwill as well, so that he could recover his usually cheerful, enthusiastic disposition. During the day, his assistant reported that the senior manager's mood was back to normal for the first time in a month!

I had also been praying that rain should come to drought-stricken Madras (India), where

drinking water is in short supply. That day it rained heavily.

Beyond these responses, there were two encouraging responses to my efforts of concentration concerning projects I had not been thinking about, but were high on my list of work to be accomplished. In the first case, I found myself seated on the plane exactly across the aisle from the head of a non-profit organization I had met nine years before. During the flight, he introduced himself and expressed serious interest in a development project that we wanted to promote but had not found the right agency for. It turned out that his agency would be the ideal candidate.

In the other case, a newspaper headline carried information that another project we had worked on to promote for the past year may now have been received by the concerned parties.”

As we see, consciously welling up and broadcasting goodwill to others has a staggering capacity to evoke positive response for the targeted party.

Though on the surface it does not seem possible, we really do have this infinite-like capacity to gather our best emotions, feelings, attitudes, and aspirations, and broadcast them across space-time, eliciting good or even great fortune for the recipient.

Your Turn!

If you are so inclined, why not experiment with this spiritual-like technique in your own life.

Begin by thinking of those individuals or parties you would like to send positive feelings.

Then concentrate and try to evoke an attitude of genuine goodwill toward them.

Finally, imagine that FORCE going out to that person(s), generating the very best of conditions for them.

In the days that follow, watch closely for new, positive developments on their end.

If sudden good fortune comes to the targeted parties, then you know you have practiced this profound, spiritual-like broadcasting technique with genuine sincerity and affection.

By the way, the targeted parties are not the only one garnering benefit, because in many cases **you yourself will benefit from their benefit!** Your goodwill will return to you through their good fortune.

Concept:

Various Expressions of Goodwill



Let's take a moment to consider who could be the potential beneficiaries of our Goodwill and its powerful life response results as it relates to Work. Among them are-

- those We Have a Very Special Feelings For
- those We Are Working or Collaborating With
- our fellow Workers
- an Entire Group or Organization
- our Clients or Customers
- those We Know Are in Distress

Concept:

Turning Ill-Will into Goodwill Attracts

~~ILL-WILL~~
♥GOODWILL♥

We have seen that Goodwill in any of its forms will not only brighten the atmosphere, but attract positive conditions.

There is a related phenomenon:

It is if you switch from ill-will to goodwill, you can also attract good fortune.

Here's a real life story involving an associate of mind from India demonstrating that dynamic.

It has two parts:

Case Study: Goodwill Enables Complete, 180 Degree Turnaround



One day recently, a contact of mine who I had been giving advice to told me about an episode involving a close friend of his. It turns out, my contact's acquaintance worked for a manufacturing group in India in a technical position. The friend is supposedly an emotional person, and had been upset because he was not appreciated by his superiors. He was constantly complaining that he was not getting his due recognition, and therefore had been threatening to resign from the company.

Fortunately, the cooler head of my contact prevailed when he convinced his friend to take a day off to consider the matter further. He also asked him to shift his attitude from hostility and bitterness to having positive thoughts and feelings towards his superiors and the organization as a whole.

Well it turned out that the very next day, my contact learned that his friend had suddenly and most unexpectedly received a bonus of 4.85 Laks (~2000 US dollars, a substantial sum in India) from the company! It was a stunning development, and a sure sign of the phenomenon of life response at work. Equally remarkable was the fact that he garnered the sum during the current world economic crisis when salaries were being decreased and people laid off.

When I read the story, I commented to my contact that neutralizing a negative attitude will always evoke a positive response. Moreover, if one goes a step further and turns negativity into *positive goodwill*, as the friend did here, then the response can be overwhelming.

Several weeks later, I received another note indicating that there was an update to the story. My contact wrote that he implored his friend to continue his inner effort of inner goodwill towards his manager, the CEO, and the organization; and once again, which the friend again took it up in full. The friend then called the contact back to tell him that another miracle had taken place. It turns out that he was suddenly and most unexpectedly asked by the CEO of the company to make a major presentation. Not only was it successful, but it was very much appreciated by his manager. Thus, he had now made a complete,

180-degree turnaround from bitterness and feeling underappreciated to garnering full recognition by his superiors!

In this case, we see how one individual showed inner courage by following the sage advice of his friend, thereby turning around a negative situation to its *complete opposite*.

- **In essence, he turned around ill will into its opposite.**
- And as a result life responded overwhelmingly!

Not only did he do it once, but he did it twice, keeping up the momentum, and then received an ever more astonishing response.

What about Us?

That same power is of course available to each of us.

All we have to do is determine if we are harboring any ill-will towards anyone, and eliminate it. Life will respond powerfully.

However, we can go one step further:

If we also turn Ill-Will into its opposite of absolute Goodwill, then as was the case of the friend who saw his deepest aspirations in his work life fulfilled, the response will be even more powerful.

Concept:

One Caveat about Goodwill



There is however one caveat we have about Goodwill:

It is not a good idea to offer our goodwill towards those who harbor ill-will against us.

It can backfire and attract negative conditions back to your person.

We have seen this phenomenon often enough to raise this red flag.

Concept:

Gratitude (i.e. sincere appreciation) Attracts



Let's then move on to the next great Heart-center approach that attracts:

It is the Life Response power of GRATITUDE.

What is Gratitude?

Gratitude is the expression of a thought in which our heartfelt emotions go out to others or to life for the role they have played in bringing about good fortune in our lives

Gratitude is a profound spiritual attitude and value of the Soul that has the added effect of attracting the universe to you!

Let's then examine several examples of the enormous life response power of expressing our gratitude towards others of live.

Case Study: Gratitude that Paid the Invoice



One day after completing a training class for a client, I handed a staff member an invoice so she could find out when I would be paid. As I patiently waited for an answer, I figured it would likely take 30 days to process the bill, which is common in business. In the meantime, I had stuck up a conversation with one of the people who attended my class. At one point in the discussion, I expressed my admiration for the work Microsoft had done in the past: in particular, how the company consistently went the extra mile to ensure that each new iteration of its software was backwardly compatible. That in turn has helped customers bring their older, “legacy” data forward into the newer, more dynamic environment. I then went on to express my sincere gratitude to Microsoft for having performed this great service for society.

Well, at the very instant I finished that sentence, the individual appeared on the scene with word about my invoice. However, instead of being given a future date for remuneration, I was paid by check on the spot! In addition, it was for an amount that exceeded my expectations.

To put it simply, it was life responding to my expression of gratitude to a company that has brought so much benefit to myself and the world.

Case Study: Gratitude toward Home State Attracts New Business Approach for Forming a Business



Here's another incident that I was involved in that shows the life response power of welling up thoughts and feelings of gratitude

I was faced with a situation of either registering my new company in my home state which would involve an \$800 fee, or register in another state across the country at a much lesser fee.

I thought about the matter and recalled that my own state (California) had recently given me great benefit through free medical treatment. In fact, the possibility of that benefit seemed to come out of nowhere.

...As I thought about these recent events involving my state, I felt deep, emotional gratitude welling up inside me. I then said to my business partner that I would rather pay the \$800 and register in my home state than take the other option. (It also turned out that the amount of the fee was coincidentally the same amount I saved through medical treatment through California medical, which got my attention.)

Well after a brief discussion, several minutes later my partner suggested that I would not have to register as a corporation at all, but could register as a non-profit instead; and do in my home state which would not only cost next to nothing, but would be a very valuable improvement on the way I originally conceived registering my new organization. I was very happy about this new prospect, as it gave an entirely different perspective and purpose to the new company in terms of its values.

A short while later I realized that as a result of my deep feeling of gratitude towards my home state -- for recent benefit, including my willingness to incur the corresponding fee, -- a vibration went out that aligned me with a new opportunity for registering my organization.

Case Study: Eliza's Gratitude in Pride and Prejudice



In the previous two examples of gratitude, I received a nice, though modest response in a modest situation.

And yet sometimes the response to an inner or outer expression of Gratitude can alter one's very life.

To show you an example of this, I would like to return to the world of literature; in particular, to Jane Austen's *Pride and Prejudice*.

As you recall great literature or film often subconsciously expresses the true workings of life. *Pride and Prejudice* is an example of great literature where we have identified a vast array of life responses.

I will be focusing on the dramatic, climactic scene where Mr. Darcy and Eliza Bennet meet.

Pride and Prejudice is in essence the story of how one man, Mr. Darcy, a member of the aristocracy, is compelled to change his proud nature in order to win the heart of the woman he loves, Eliza Bennet.

At this particular very late juncture in the tale, an elopement episode involving one of Eliza's sisters that threatened to ruin her family has passed, and, fortunately, has done no serious harm. However, in the wake of that near-disaster, Mr. Darcy unexpectedly visits Eliza to discuss matters. Let's see what happens next.

When Darcy arrives, he and Eliza take a stroll along a path outside the Bennet home. It is on this walk that the two finally have a chance to express their thoughts and feelings about recent events. It is clear from Darcy's demeanor that he is still very much in love with Eliza. Just below the surface, he yearns to express the deep affection he still feels.

Likewise, Eliza also has strong feelings welling up inside her. Though they are both eager to share their thoughts, it is Eliza who speaks first.

She begins by expressing her heartfelt gratitude to Darcy for having saved her family from scandal and financial ruin by playing the critical role in resolving the elopement episode. He was the one who found the scoundrel Wickham and forced him to marry Eliza's impetuous younger sister Lydia, ending the potentially devastating scandal.

In fact, through that difficult ordeal, Eliza has come to understand several other painful truths about herself and her family. First, she realizes the deception that was perpetrated by the handsome, yet duplicitous rogue Mr. Wickham. Not only was she duped into believing he cared for her, but he also ran off with her wild younger sister, instigating the scandal. She was also now aware that Wickham had engaged in several other deceitful and harmful acts in the past, including his earlier attempt to elope with Darcy's younger sister, taking advantage of her considerable family wealth.

Secondly, Eliza also has come to understand the vulgar behavior of her own family members -- particularly the brazen actions of her youngest sister Lydia, as well as the boorish conduct of her mother, Mrs. Bennet. With that in mind, Eliza confesses to Darcy that he had expressed these sentiments all along, but that she had only come to appreciate their truth lately.

Then it is Darcy's turn to speak. He begins by acknowledging Eliza's candidness, as well as her heartfelt gratitude. A minute later, he reiterates the deep longing he has felt all along, and then asks for her hand in marriage. However, unlike his first proposal, this time Eliza gladly and joyfully accepts his offer -- bringing her ultimate fulfillment, and catapulting her family to the next strata of wealth and social status.

If we examine this incident from Eliza's perspective, we clearly see that her heartfelt thanks and appreciation of Darcy's noble effort instantly attracted his proposal of marriage.

When she expressed her sincere gratitude, she moved into alignment with Darcy's own desires for marriage, precipitating the greatest boon of her life.

It should be pointed out that Darcy's proposal was a most *unexpected and shocking* turn for Eliza because she had given up all

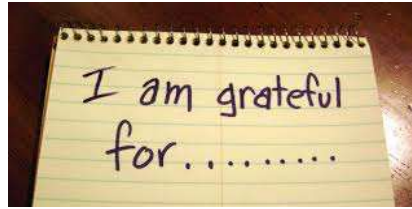
hope that he was still interested in her.

In Eliza's mind, her family's crude behavior and the recent scandal-plagued events had destroyed any interest he might have had for her, and therefore his current visit was a mere formality.

And yet when she went ahead and expressed her gratitude for all he had done, he instantly returned the favor through his startling and most unexpected proposal of marriage.

Concept:

Gratitude Opportunities Everywhere



If we think about it, we will see that there are endless opportunities to express our Gratitude to Others. E.g.-

- to a fellow co-worker who has helped you get through a difficult period
- to your boss who may have worked hard behind the scenes on our behalf.
- to your spouse who have given you support in your work efforts and career
- to certain people who have helped you and given you direction at points along the way

Then there are aspects of Society we can feel Gratitude toward, such as-

- the company we work for
- the education system we have passed through
- the country that is supporting our development and success.
- toward recent developments in society, such as in technology

or education

Finally, there are aspects of Life itself we can feel Gratitude toward, such as

- the particular good fortunes that have come to you along the way – in terms of work, relationships, health and well-being, security, money, etc. etc.
- the discovery of a higher knowledge or consciousness that you have discovered in the course of your life

In each case, and in endless others, we are afforded an opportunity to express our deepest thanks and appreciation for something-

- someone has done for us
- that has come to us from society
- that has come luckily from life itself.

Rather than taking these for granted, we can **well up deep-feelings of appreciation and gratitude of their entry into our lives.**

And when we do, we will tend attract enormously positive conditions from the world around us!

Concept:

Gratitude for Our Problems of the Past



There is one other and quite surprising aspect of life that you can feel gratitude for:

You can feel gratitude for all of the bad things that have happened in your life.

That's right!

If you can see how the **difficulties led to positive future changes and success**, and accept that fact deeply in your heart, you can attract overwhelming good fortune from out of nowhere, **fulfilling your deepest dreams in life.**

Concept:

Reversal from Negative to Heart-centered Attracts



In the examples so far we have seen powerful positive response from life due to a direct Heart-centered gesture, such as giving another greater attention, gestures of goodness, goodwill feelings and broadcast, and gratitude toward others and life.

It turns out we can also evoke such response when we shift away from the negative opposite of these expressions.

Such as from-

- **Selfishness to Selflessness and Self-Givingness (Goodness)**
- **Indifference toward to truly caring about another person**
- **Jealousy to having deep, positive feelings about the success of another**

Let's examine several examples where an individual shifted from a negative quality that is the opposite of Heart-centered, and see how a wonderful response was thereby evoked.

Case Study: A Happy Man



In this first example we will see how a shift away from selfishness and toward self-givingness and goodness causes life to cooperate, improving the conditions of one's own life.

One day a number of years ago I working on a project of organizing complex material into a more readable whole. It was a work that was taking somewhat longer than I anticipated, and in fact seemed to have no end.

At one point I left the office to take a drive, but a friend of mine also needed to use the car. However, because I felt the need to air myself out, I stuck to my guns. As I began the drive, I realized that I was acting egotistically and selfishly, and so cut it short from several hours to a half hour, and also brought back a treat for my friend.

When I then resumed work on the knowledge organization project, I suddenly realized that the important phase I was now engaged in was going MUCH FASTER than I had anticipated. In essence, I reversed from being overwhelmed by the never-ending quality of the work to a situation where time was cut by 90%!

When you shift from your own ego needs (selfishness) to the needs of another (selflessness), life returns the favor, and creates positive conditions, including the overcoming of time.

Or to put it another way, because I reduced my driving time in order to accommodate my friend, life radically reduced the time for my own precious project to be completed!

Case Study: Overcoming Long-term Ill-will to Goodwill Attracts Overwhelming Result



Here's another example of overcoming a negative feeling to a Heart-centered one that attracted startling response from life.

Yes, a dramatic change CAN happen even after 20 years.

"A man was cheated by his cousin 20 years back, by which he lost all his rights over the properties he was about to inherit. Though he is well off now, he has always had a grudge and until last week he used to fume whenever he would think of that, and even went so far as to say that he should have killed him.

Last week when school final results came, when the whole of that Indian state received very good marks and passing percentages, the cousin's sons failed to pass. The man upon learning of this was so happy feeling that his "curse" brought the result, as that boy was normally more than average

After a moment, he suddenly started thinking to himself that what has the poor boy have to do with the things the father has done. "Why am I like this," he wondered; "after all, the Divine who has given me more than what I had lost. Now I pray to the Divine the boy should get passed when they re-total the scores."

After one week, when he was visiting a bank where he applied a loan for a project, the man met another person who applied for similar project. They then engaged in further discussion about the possibility of collaborating in their undertaking. At one point when the man was talking about the origins of this person, he found that he was the relative of the person who cheated him 20 years back! Also investments that his cousins had gotten from his family and elsewhere turned out to be four times than what the cousin thought he would get. Plus, his son had received good marks when the re-totalling took place!

He then thought to himself that when we change our consciousness, these are the types of things that happen!"

This astonishing story indeed **shows the power of reversing a long-term negative attitude, here an intense resentment, even to the point of hoping for that best for those persons, thereby attracting startling good fortune to toward that individual as well as others' around him. By shifting from ill-will to goodwill, we open up the floodgates of life for others.**



Life Response in Work at the HEART Level Summary

- **Greater Attention to People Attracts**
- **Goodness (Self-Givingness, Selflessness) Attracts**
- **Goodwill towards Others Attracts**
- **Gratitude towards Others, Life Attracts**
- **Reversing from Negative to Heart-centered Attracts**

Pt.5 Life Response at the
Spiritual Level

Concept:

The Nature of Spirit



Spirit can be described as the ineffable quality of reality that is both the source of existence as well as the expression of our highest consciousness

There are a number of poises or expressions of the spirit

Perhaps the first state of spirit is that of “Silent Witness**”**

What does that mean?

Silent Witness means we observe the world for what it is, without judgment. We silently look out on life and take it all in.

This reflects as stillness in all parts of our being.

- In our emotions we are not bothered by things
- Our mind is free of unnecessary thoughts
- We are physically still unless life urges us to take action

The second poise of spirit is the experience of some form of **transcendence**

We open ourselves to a reality greater than our own; to some

spiritual essence permeating the universe and beyond.

We may even come to experience that **cosmic reality as FORCE that we can make use of in our daily lives.**

Naturally are other aspects of Spirit.

What we want to focus on here is that **by being in touch with that Spiritual Reality – whether through Silent Witness, through Transcendence, or as Spiritual Force, -- we can evoke powerful positive conditions undreamed of in ordinary life.**

This will be perhaps the most powerful sections of this book, **as Spirit or the Spiritual Dimension of life has INFINITE SCOPE to attract the miraculous.**

Concept:

Expressions of “Beingness” in Life



As we mentioned earlier we believe the first essential poise of the Spirit is that of “Silent Witness.”

We have identified a number of key ways that Silent Witness expresses in our daily lives; especially as it relates to the Life response phenomenon.

Among them are:

- the capacity to **not react reflexively** to intensities of life
- the ability to **withhold judgment of others**
- the ability to **withhold blaming or criticizing others**
- the ability to **reduce one’s speech and thoughts**

In essence, as silent Witness we are in a state of Just Being; of **“Beingness.”**

In this section, we will journey through a variety of states of Beingness, and show how practicing each one can attract enormous benefit to our person; often occurring instantaneous to our higher consciousness efforts of Spirit.

As we have done so far, we will manly focus on how we can apply these spiritual methods and evoke these powerful life response results in the domain of Work.

Concept:

Non-Reaction to Intensities Attracts Vastly



We are always engaging with life.

Normally we see what is going on and are constantly reacting to it.

But in a state of Silent Witness, of Beingness, we are still; we do not react. We simply observe, without judgment. Yet we take it all in.

And yet we have seen that when an individual **remains still and does not react to the intensities of life** -- such as another's anger directed toward him or elsewhere, such as the company -- good fortune tends to follow.

Or to put it another way **practicing the art of “Non-Reaction” rapidly attracts positive circumstance.**

Let's look at two simple examples in the area of sales:

Case Study: Not Reacting to Negative of Customer Opens Door to Vast Opportunity



Mark started his career as an account manager for Software Spectrum. He was responsible for closing multi-year, third-party software contracts, and he had just taken over the US Bancorp account as a client. During a meeting, two managers from US Bancorp told Mark in no uncertain tones that Spectrum was US Bancorp's worst vendor. Till then, Spectrum had only earned 10% of US Bancorp's software business, about \$100,000.

Learning of his client's serious dissatisfaction, Mark did not react. He decided instead to reverse the situation in the coming year.

Over the next several months, Mark did extensive internal research and conducted personal interviews to discover what his clients expected from their business relationship. He asked lots of questions about their challenges & goals for the coming year. As he got to know the client better, he always asked how he might be able to help each person with his job. Within 9 months of consistent face-to-face communication, the attitude of the US Bancorp's officials towards Spectrum completely changed. They said that Spectrum had become one of the best companies they worked with in the software field.

By not reacting to the negative feedback given by the customer, Mark converted the objection into an opportunity to build trust with the customer. He increased his company's market share to 90% and increased sales from \$100,000 to over \$2.2 million with US Bancorp.

Case Study: Non-Reaction in the Face of Anger Wins Over Customer



Let's examine another similar example of Non-reaction, also in relation to Selling to the customer.

One Friday evening, Betsy received a call from her most important customer. The customer sounded upset over a discrepancy in his invoice. Betsy was calm and replied "I am sorry about the discrepancy. I will check into this and get back to you tomorrow."

The customer continued shouting at Betsy. Betsy did not lose her calm and promised the customer that she would surely resolve his problem the next day after collecting the relevant information to rectify the error. Betsy took responsibility for the situation. She prepared and gathered all the invoices related to the discrepancy.

Early next morning, she visited the customer and met him in a cheerful manner without showing any traces of having been scolded by him. The customer immediately reversed his anger and was very happy at the end of their meeting.

Betsy had not just solved the customer's problem but **she went on to become one of the customer's favorite salespersons.**

By not reacting to the customer's anger, taking responsibility, and doing what was necessary she developed a strong long term business relationship with this customer.

Concept:

How to Practice Non-Reaction



How then can we practice non-reaction to evoke these startling Life Response results?

Practically then we can do the following: **when someone's strong reaction appears before us, we can make the effort to be very still; holding our emotions at bay, and withholding any reflexive verbal response.**

When we do this, not only do the difficulties tend to quickly evaporate --such as the person calming down or the situations easing -- but unexpected positive conditions tend to suddenly present themselves.

While we can learn how to control, ourselves in these sorts of situations how can we make Non-reaction a practical part of our daily lives; an integral part of our nature?

First, we have to see the value of not reacting.

Once we attract the response, we will have little doubt of the phenomenon, and thereby be more inclined to practice **it**.

Second we have to learn to immediately turn inward whenever that

intensity presents itself.

The more we take interested in developing our inner selves, the more we will develop the capacity to be still in these situations.

Then when the problem presents itself, we can be mindful not to react.

In any case, we can begin practicing non-reaction in the smallest of situations, catch ourselves in the situation; see the positive result, and from there try to make it a habit.

Concept:

Equality of Being in Face of Difficulty Attracts



By **Non-Reaction** we generally not reacting to the intensities of others, such as their anger, upsetness, whether directed at you or generally being in their presence.

Closely related to Non-reaction is “**Equality of Being**”

Equality of Being is to remain still and not react when substantial negative circumstances descend upon you.

- Eg you received news that the product you have worked so hard on has been condemned by the scientific review committee
- Or payment on an invoice you expected any day has now been delayed to a 90-day payment status

In other words, Equality of Being occurs when serious situation or problems arise, yet you are able to remain calm and equal in the face of such life challenges.

... And most importantly when you practice that equality of being, you tend to quickly attract good or great fortune.

What follows is a true personal experience of mine that illustrates this point:

Case Study: Calm in 60 Day Invoice Situation



Several years ago, my training and consulting company GuruSoftware secured an important contract from a renowned global technology company. Unfortunately, their “fame” was due to in part to the questionable activities of several former executives. However, because these individuals were no longer with the firm, and because we were dealing directly with a well-regarded Silicon Valley *subsidiary* of the company, we were more than happy to take on the contract. In fact, when I first arrived at their headquarters to begin our initial discussions, I was quite impressed by the intelligence and openness of the individual who served as my liaison.

Several weeks later, I completed the work and billed the customer as usual. The basic agreement was that they would pay upon completion of the job, which normally meant we would receive payment immediately or latest within several weeks. Several days later, however, I had a change of heart and decided to be a bit more aggressive in dealing with the client. Because I was concerned about the alleged past impropriety of the parent company, I thought it prudent to contact their accounting department to clarify the payment terms and procedures.

Interestingly, when I brought up the due date, I was told by the representative that it would take *60 days* to pay! Given that our normal policy is for much quicker terms for this type of work, I was somewhat shocked. In fact, their payment terms struck me as rather excessive, considering that we not only completed the work in good faith, but we had put together a solution for the company on short notice. In addition, in the back of my mind, I was still thinking about the alleged impropriety of the parent company, which raised suspicions -- valid or not -- in my mind.

After several moments of hand wringing, I gathered my wits and started thinking rationally about the situation. Reminding myself of the “consciousness approach” to business that I have been practicing for 25 years, I began to shift my perspective from one

of anxiety, trepidation, and suspicion to one of equanimity and calm. "If this large invoice takes 60 days to be paid, then, so be it," I told myself. "If this is what is meant to be, I should accept things as they are, and that's all there is to it." In essence, I was determined not to let this unexpected, challenging development get the best of me.

And so a few moments later, my emotions settled down and I slowly began to feel like my old self again. In fact, at one point I not only felt calm and relaxed, but a feeling of serenity washed over me.

When the next morning rolled around, I received a surprise call from the same representative. Surprisingly, she asked me if there was another way her company could pay other than by check. Taken aback, I feebly replied that check was the only way we accept payment. There was no response on the other end.

Finding myself in a quandary, I began to grasp for other solutions. Then a moment later, it occurred to me that one of our other products -- our Internet-based online project management tool -- is purchased by customers via credit card over the web; so why not allow her to do the same in this situation. I then told her that though this was not our normal procedure, I could make an exception and allow her to pay this way. She then said that she would look into the matter and get back to me.

Though this was a very important situation, I decided to put the entire matter out of my mind. For one, I thought that it was unlikely that a large company with well-defined bill payment procedures would take up my offer; and two, as a consciousness-aspiring individual, I just didn't want to be disturbed by the matter.

Well, the next day when I looked in my email inbox, low and behold, I discovered that the company had gone ahead and paid the bill in full! I was equally stunned that they had taken up my suggestion and used our online billing system to pay. As I sat there dazed, it occurred to me that a critical invoice that was supposed to take sixty-plus days for payment was settled in *two!*

On reflection, I clearly understood that my shift from agitation to calm in the face of a difficult situation not only attracted the representative's initial inquiry about alternate ways to pay, but also evoked the payment of the invoice by credit card the very next day.

By remaining relaxed and equal in the face of troubling

circumstance, conditions were reversed, and a magnificent response came in its place.

Over the years, I have had many opportunities to practice “equality of being” when difficulties and challenging situations presented themselves.

And each time life responded with startling positive conditions, I would feel an intense joy and elation in the experience.

Case Study: 'Saving a Precious Life'



Remaining calm and equal, i.e. not reacting in the face of life's difficulties -- whether financial pressure, the defection of a client, or serious illness in the family -- is a powerful way of reversing these situations.

Because this is such a striking technique, I would like to share with you another story: one that is so touching and heartfelt that you can hardly believe it took place.

An Indian associate of ours narrates his startling tale:

"We have our business unit in a space that we rent out from another party. One day the owner of our rented space picked an argument with our own manager -- apparently without good reason. As a result of the dispute, the owner threatened to terminate our lease for the space we were renting. As it turned out, I was away during the time these events were transpiring.

Naturally, all of the workers, including my manager, were agitated -- so much so, that they wanted me to take appropriate legal action against the owner of the space. However, I decided not to react to the intensity of the situation, and, instead, decided to remain calm and composed. In fact, I told the workers, as well as the manager to stay calm as well, and to concentrate instead on their work. I myself continued to function in a normal fashion as if nothing had happened.

Several days later, the owner of the rented space unexpectedly came up to me in tears. He said that his two-year-old grandson had a heart problem, and he wanted me to suggest

a hospital where the child could be treated. Through my doctor friends, I was able to suggest a hospital in Madras [i.e. Chennai, India]. The child was then taken there.

After examination, the doctors revealed that the child had a hole in his heart, and that he had to be operated on immediately. The operation was going to cost around two lacs of rupees [~5000 US dollars]. Unfortunately, the owner did not have two-pennies to pay for this very expensive operation. However, I then talked to a bank manager and arranged financing from the bank. The loan was secured based solely on my personal guarantee. The bank also took an agreement from the owner that he would not evict my company on any grounds for the next five years. The child was saved.”

The key to this extraordinary episode occurred when our friend decided not to get agitated when the owner threatened to evict his people.

It was further advanced when he asked his staff not to react as well.

As a result of that calm and equal response, life gave him the opportunity to save the child of the very person who threatened to do him and his company harm.

It is a true-life story of untold beauty, emotional intensity, and spiritual-like irony that shows the unimaginable ways life responds to equality of being in the face of great difficulty.

Concept:

Life Response Power of Non-Complaining



Just a stone's throw away from Non-Reaction and Equality of Being is Non-complaining.

Non-reaction is not reacting to something intense, whereas Equality of Being is not being bothered by a negative condition arising.

On the other hand, Non-complaining is withholding one's frustration, exasperation or unhappiness about a situation, condition, person, or object.

When we blame, there is an almost spontaneous, reflexive, negative response to stimuli around one.

When we withhold blame, we not only soften the atmosphere, but we can quickly attract marvelous positive conditions.

Case Study: Sue's Story and My Non-Complaint



One common form of complaint is **towards another individual** we are familiar with.

However, if instead of complaining to the person, we withhold complaint, we can attract startling results.

Let's review a true life example

About three months ago, I learned that my partner had been paying exorbitantly high interest rates on her bank credit cards and suggested that she contact the banks to negotiate lower rates. Unfortunately, she never took up my advice; in part, because she is not the type who would take such aggressive actions. This was not the only problems she had working with her credit cards. The bigger problem was that as a result of her lack of organization, she has had no obvious way to know when the cards were due, and followed a haphazard approach to paying the bills. Not unexpectedly, the card and other financial companies were always calling at the worst time, and sending notices by mail, which in turn raised her interest rates.

Several months ago, I asked IRES how to deal with my partner's lack of personal organization. In particular, I wondered what I could do that would encourage her to improve housekeeping-including things strewn about and paperwork clutter that prevents her from paying her accounts in a regular and timely manner. I decided to follow some of IRES's strategies for improving harmony, including not complaining, not trying to change my partner, not bullying and not reacting. I felt my initial efforts went well, with a few small setbacks along the way.

Without any further prodding on my part, last week, my partner suddenly decided to call one of the banks. Later she told me that she had worked out an agreement where she

would make one, single payment against all her cards to this bank and they would then process the amounts to the individual cards for her. This single payment approach was the perfect solution for her, who for years had problems paying her cards and meeting other large financial obligations on time!

Afterwards I realized that my decision to stop complaining and trying to change her had prompted her to do something I had been unsuccessfully urging her to do for months.

Case Study: Non-Blame of Employee Athlete Attracts Goodwill and Funds for Now Happy Staffer



Let's examine one other example of the life response power of withdrawing complaint or blame or criticism of another party.

A sports figure had gotten embroiled in a physical altercation with his competition, which caused him to lose focus. As a result, he ended up being defeated in the match. However, rather than scold him in the aftermath, the owner of the organization remained calm and accepted the situation. In fact, the owner went a step further and tried to understand the source of his problem. In particular, he sensed an overall level of anger in the athlete and therefore asked him why he was so angry. That in turn compelled the athlete to consider his own inner condition in life.

The next day he told the owner about his lack of money, and asked him for a loan, which the owner was more than happy to oblige. As a result of now feeling better emotionally and psychologically, the athlete suddenly attained the first great athletic victory of his life, which also had the effect of finally establishing himself as a champion in his field.

As we see, because the owner accepted the athlete's plight rather than blame or criticize him, life not only brought victory and a new solid footing of success for the athlete, but brought the owner great success as well.

Concept:

Further Thoughts on Non-Blaming



There are all sorts of ways that we blame (or complain or criticize) others. Among them are-

- Blaming, complaining, criticizing a fellow worker, like a peer, a subordinate, or a superior
- Blaming, complaining, criticizing a *collective* of people, such as the entire company one works for
- A blame, complaint, or criticism directed towards things we believe are not working right in the organization or work
- Blaming, complaining, criticizing physical objects or systems, such as a machine or device or software not working properly
- Even blaming, complaining about life itself!

When we shift away from such blame, complaint criticism, the atmosphere discharges its negative energy, replaced with positive equivalent.

As a result, life connects us with positive conditions instead!

Or to put it another way, **what we thought was necessary to express our dissatisfaction outwardly is resolved by withdrawing**

blame, complaint, criticism inwardly.

We have also observed that the deeper our withdrawal from the negative, the greater the positive life response result.

Practically speaking this comes down to three: Verbalizing, Feelings, and Thought

1. **VERBALIZING/SPEECH** -- The first level is to simply not verbalize, speak out the complaint. Though hard, this is the minimum. Even if we have hard feelings, we should at least prevent them from passing through our lips.
2. **FEELINGS** – Somewhat harder is to control our feelings in regard to the complaint. If you can somehow dissolve the emotion behind the complaint, this can attract an even more powerful response.
3. **THOUGHT** – If you can also eliminate the thought as well, then that indicates that all feelings are gone, and just the idea remains in your head. If you eliminate that, then not a trace of complaint will be there, indicating that a vast response can arrive shortly!

Concept:

Complaint by Another to One's Self Mirrors One's Own Complaint



We can also look at this dynamic of blame, complaint, criticism from another direction,

It involves a sort of reverse situation where another party has put blame, or is complaining or is criticizing **YOU!**

One can in that situation discover an **inner correspondence** on one's part to that negative result in the outer life.

Put simply if you want to know why another person has complained or otherwise presented something negative about you, consider the fact **that you might have earlier done the same or similar thing to someone else!**

For example, a contributor to an online forum on personal and spiritual growth is very surprised to learn an individual he admires has complained about him. He cannot fathom why since he seems to have a good relationship.

But then he thinks according to the law of correspondence and recalls the fact that recently he has complained about a third individual, and therefore that must be what attracted a complaint from the second person about himself!

What comes to us negatively from one party, we may have done

negatively in some fashion to another.

It is one axiom among the startling, subtle laws of inner-outer correspondence.

It is helpful to perceive this negative correspondence so we can avoid complaining (or blaming or criticizing) in future-

whether a complaint about a single person, a collective of people such as an organization, a condition, an object or anything else.

Concept:

How Blaming Can Evoke Negative Life Response



There is a yet another variation to blaming another person or party that is quite fascinating.

It is that **when you blame another as the cause of a problem, it turns out that we ourselves were the ones who instigated the difficulty in the first place!**

Case Study

E.g. an order taker was supposed to fill an order for a customer. However, he either neglected to do so or was not unaware that it was his duty. As a result, the order got delayed, and had to be filled by another worker. The order taker then became upset with that worker because the order taker now needed help from the worker at the cash register since more customers had now arrived, and the worker was not readily available.

In essence, the order taker had created the situation that caused him to be irritated.

Here's another example:

Case Study

A tv show host and pundit was outraged that a company was selling low cost computers with software in it that culled personal information from the user for advertising purposes, even though he was eagerly, somewhat greedily waiting to receive a free smartphone from that very same company!

As we see if you are outraged that a company is taking advantage of people, you may find that you have over time taken advantage of that same company in a very different way

From these cases, we see that it is always best to withhold blaming others for problems that arise, and see if we had any hand in the matter.

If we did, we should ascribe blame to ourselves.

It is in essence a way of Taking Responsibility for a problem, rather than blame others.

Concept:

Not Blaming, Taking Responsibility in *Pride and Prejudice*



So now we are starting to see that you can **learn to take responsibility** in many situations where you could have opted for blame or complaint or criticism.

When life bears down on us and exerts pressures, we can respond by taking responsibility or by issuing complaint or laying blame.

Those who take responsibility rather than complain or blame other parties or conditions grow as individuals, and set the stage for positive response from life.

On the other hand, those who complain or blame others tend to attract further negative consequences in their lives.

Also keep in mind that the more intense the situation, and the more you restrain yourself from complaint or blame, the more powerful the response from life

Here is proof of this dynamic in life from a great novel:

In Jane Austin's novel *Pride and Prejudice*, a scandal is unfolding when one of the Bennet sisters elopes with the duplicitous Mr. Wickham. Mr. Darcy was Wickham's boyhood

friend, and knows his duplicitous ways, yet does not warn the Bennets family of Wickham's ways.

When Wickham elopes with one of the Bennet sisters, Mr. Darcy does not blame Wickham, even though he is thoroughly deserved of blame, but takes personal responsibility, and makes an all-out effort to rectify the problem.

When he does it turns out extremely well, as life cooperates with his effort.

By taking responsibility instead of blaming, life cooperated with his efforts, and he prevents the scandal.

Not only that, but as a result of his efforts Darcy wins the heart of the woman he loves, Eliza Bennet. There was nothing he wanted more in life.

Moreover, Darcy took responsibility in a very intense situation, and therefore life responded in *overwhelming fashion*, changing the very course of his life.

Concept:

Taking Responsibility Powerfully Attracts



Let's then continue on the subject of **taking responsibility in life**

We have seen its power to evoke good or great fortune, but what is taking responsibility actually; and why is it spiritual in nature since we have listed it here in this section of this book?

We list it in this section under Spiritual qualities for several reasons.

One is that the spiritual person is one who perceives that he is not separate from life, but is deeply a part of it.

He thus feels what is occurring outside is not a separate phenomenon from his own existence, but is part of his own self.

This is one we call **“Oneness”** in spiritual terms.

Thus he feels he feels a **sense of responsibility** for what is occurring around him.

Moreover, he senses that if he Takes Responsibility rather than blame others or complain about others, he will not only improve the situation, but attract untold positive conditions. Just as it did for Mr. Darcy.

Let's then take a look at another example of taking responsibility, this

time from a famous war-time related film.

Case Study: Taking Responsibility in Film 12 O'clock High



(As explained in Wikipedia)

In 1949 former U.S. Army Air Force officer Harvey Stovall is vacationing in Great Britain when he spots a familiar Toby Jug in an antique shop window and is told that it came from Archbury, where Stovall served with the 918th Bomb Group during World War II. Convinced that it is the same jug, he buys it and journeys to the now abandoned airfield.

Stovall then remembers the events of 1942, having recently arrived and been thrown into action, the 918th has gained the reputation of a "hard luck group" suffering from poor morale. One reason is the strategy of daylight precision bombing of German targets and the corresponding losses to anti-aircraft fire and enemy aircraft. In addition, their commander, Colonel Keith Davenport, has become too close to his men to instill adequate discipline. When he is ordered to fly a mission at low altitude to increase accuracy, Davenport rushes to headquarters and confronts his friend, Brigadier General Frank Savage, the Assistant Chief of Staff for Operations. His behavior prompts Savage to go to the commanding general of VIII Bomber Command and tell him that that he feels Davenport may not be fit to command. Following a disastrous mission in which the 918th loses seven bombers, Pritchard relieves Davenport of command and the 918th is given to Savage.

The pilots were exhausted and demoralized. Savage replaced another leader, who was a good man, but not strong, who coddled the men too much. Savage developed strong discipline, which helped. However, they were still only begrudgingly following him because of his authority, not because they liked and respected him.

Rather than complain about the situation, he took responsibility by personally going on the mission with the men that broke rank with the rest of the bomber squadrons, which though “seriously against the rules” turned out to be a great success. He put himself in harm’s way in order to gain their respect, rather than continue to just discipline them. **Though he expected little, after that event all the men went from disrespecting him to respecting him overnight. He was shocked that they had all at once responded to his actions.**

Through a combination of taking personal responsibility by putting himself in harm’s way, and taking to psychological strength and toughness, life unexpectedly responded in his favor

The pilots most unexpectedly and suddenly went from disrespecting him to respecting him overnight.

It is very much what Darcy did when he didn’t blame or complain, but personally took responsibility to end the elopement in Pride and Prejudice. He won over Eliza Bennett just as Savage won the admiration of his pilots.

YOUR SITUATION

Where then in your work situations do you think you can apply a greater degree of responsibility?

Remember Responsibility does not mean merely doing the things you are obligated to do, but move from dependence on others, or blame of others, etc. to taking up the effort – psychological, physical, or otherwise.

Concept:

Power of Restraint Attracts Positively



Now we are going to move onto a very different topic related to the Spiritual dimension of Life.

We have previously spoken about a “Witness Consciousness” that silently observes, remains undisturbed, and therefore does not react, blame, complain, etc.

It is essentially a poise of **Stillness**.

Another way of “remaining still” as Silent Witness is **restraining ourselves from taking action in the first place**.

We refer to this method as **‘Power of Restraint’**

We call it a power because when we restrain ourselves from acting, it attracts unexpected sudden good fortune.

For example, let's say we are engaged in a project. When things are going well, there may be **an urge to communicate** the fact rather; out of our feelings of glee.

And yet we have discovered that as soon as you do that, progress on the project slows down.

On the other hand, **if you restrain yourself from communicating the developments, even greater accomplishment on the project follows.**

By holding our energies inside and no acting, they build up, and attract increasingly positive circumstance, such as-

The sudden perception of an entirely new dimension to a project
or the sudden resolution to something one had been grappling
with for a long time

Let's consider a real world, true example where an individual restrained himself from acting, which evoke a powerful positive response from life:

Case Study: Withholding Communication of Design Attracts Positive Result in Another Area



A man had a business relationship with a company in the past that unfortunately did not end in success. Now he had a new design that he thought they could make a beautiful object out of. This time, however, remembering that things hadn't worked out in the past, he restrained himself and did not forward the design to the contact.

The next day he saw an entry in a discussion forum where this same individual responded very enthusiastically to a post he had recently made, something he had never done over the course of half a decade, even though he had made hundreds of such posts before!

By not initiating to an individual in that one area, that individual quickly responded positively in a wholly different area.

It is another example of the life response power of restraining one's action

Here's another example; this time narrated by the individual involved:

Case Study: Restraining Urge to Communicate What is On One's Mind Attracts



“Recently, I had been getting the feeling that either my work is getting repetitive, or maybe am getting too comfortable with the work. As a result, I wished to explore other areas, and learn something new.

I also felt this could also be the right time, as our company had introduced new technologies recently.

And so I had an urge to talk to the department head about this.

But, instead of going ahead with the idea, I strongly restrained myself from doing so, suppressing my urge to go and talk to him.

Well it turns out that when I came back from holiday a few weeks ago, on the very first day of returning to work, the department head came and told me that he had a surprise for me; that he had placed me in a new project that uses the new technologies; one that I was eager to learn about!”

As we see again, when we restrain ourselves from taking action -- here based on a feeling or something we want -- life can fulfill our deepest aspirations.

Thus consider this approach in future:

Each time you want to convey information to another, consider the motive behind it.

If conveying it is essential, then go ahead and take it; but if it isn't, withhold action. Then see if life responds to your inner Restraint. You might be very surprised at what happens!

Concept:

Premature Expression Attracts Negatively



Now let's look at it from the other direction. I.e. what happens if we don't restrain ourselves.

Our experience has been that **if we do not restrain ourselves from certain actions**, we can attract **negative response**.

E.g. if we speak or otherwise communicate about matters that are somewhat but not fully complete, we can delay or block their completion.

Here's an example:

Case Study

A money transaction was well under way, but was still undergoing final processing. Unfortunately, it was unnecessarily discussed before completion, which negatively attracted glitches in the system like returned emails and such.

It's always best to keep words and discussion to a minimum when things are nearly completion.

That silence creates the best conditions for things to proceed without delay or interference.

Concept:

Not Asserting, Self-Justifying Attracts Positively



Another way to be a “stepped-back witness” to the world is by not asserting your position or point of view.

E.g. after you have said something and someone takes issue, you restrain yourself from re-asserting your position, and instead you remain still.

Well, it turns out that if you take that tact it is often the case that you will attract positive conditions.

Consider the following powerful examples of the power of not asserting or self-justifying:

Case Study: Holding Back Assertion Attracts Startling Results



A man sent his partner information that he thought would be valuable, though it was slightly off topic. The partner then sent a note back in which he was not taken with what he received. The first man thought that it was simply a misunderstanding, and desired to inform his partner of the fact with further details. Instead he held back. The next morning his partner sent a note back in which he said that the (original) content was the most profound thing he had ever read in his life.

This shows that whenever you feel that urge to justify yourself, to re-assert yourself, it's best to hold back. If you do, you can attract the unbelievable!

Here's another example:

An organization shifted back to its old office. Before moving in, the manager of the organization asked for the garage area which is dirt and grass to be paved for his car. The landlord said he had already paid the contractor but due to dispute it was not done and he cannot pay another Rs 3000 to get it done.

Rather than debate the issue, the manager then hired workers to simply clean up the dirt area as best they could at his own expense on Saturday afternoon and resigned himself to accept the situation.

When Monday morning rolled around, he found the garage had been paved!

When he restrained from asserting his position, and simply did what he could, exhausted his effort, life responded in his favor.

Concept:

Power of Accepting the Conditions Attracts



Closely related to not asserting or not making demands or self-justifying one's actions, is the power of acceptance. By acceptance we mean accepting the situation as it is, rather than fighting it or otherwise being unwilling.

Here is powerful real life example of this dynamic:

M, a dynamic, hardworking entrepreneur, was offered a multimillion dollar business opportunity by his brother on condition that he accepts a third person as a silent partner and offer him half the profits for doing no work.

After struggling with his sense of unfairness and resentment, M decided to offer the partner whatever share he wanted and to do it happily.

As a result, the partner scaled back his demands and accepted just 35% share.

A few months later, the partner offered to withdraw and left the entire project to M!

As we see, when we accept a situation rather than fight against it we can attract astonishing positive results from life.

So ask yourself this: What situations in your life are you begrudgingly not-accepting? Now think of how you can accept what is taking place.

If you do, watch out for powerful life response conditions to arise

soon after.

Let's examine one other example:

Case Study: Power of Accepting Another's Point of View on Money



An instructor had an amicable exchange with his referral agent on a significant bit of money he was owed. The issue was examined from various sides, and the exchange went back and forth. The consultant then told himself that he was not going to press the matter further, he would not insist; in fact, **he would accept the agent's position as the true one.**

The next day he received an email from the agent who said that the consultant's view was in fact the correct one, and the important money due was being sent and would arrive soon.

Once again we see the power of not insisting on one's position, but accepting their point of view, which in turn attracts positive conditions.

Concept:

Over-Anticipation, Expectation Cancels the Outcome



As we mentioned earlier the Spirit can be conceived of from a number of perspectives.

The one we have been focusing on is as “Silent Witness” to the world. From that poise, we do not react to others’ intensities, or complain or blame.

We also restrain ourselves from acting, and avoid asserting and self-justifying our thoughts and feelings.

Yet another form of Silent Witness has to do with time. In particular, our wrong relationship with time.

We have seen that when you overanticipate an outcome to come about, you can delay it from occurring or even cancel it. In other words, over- anticipating can evoke negative response from life.

Case Study: Associates' Anticipating Outcomes Cancels Them

$$\text{DISAPPOINTMENT} = \frac{\text{EXPECTATION}}{\text{REALITY}}$$

There are a few shadings of over-expectation, one of which has to do with verbalizing a potential outcome.

We have seen It is best to avoid saying a thing will happen before it does; otherwise you will cancel it.

In one case I know of, over the course of several months an associate of mine continually verbalized that such and such a thing would definitely happen, especially regarding securing potential clients. E.g. he would guarantee that we would secure certain clients, or certain contracts would be signed, or that people would love the products or everyone would accept our approach, etc.

Interestingly, each time he made the claim soon after that potential client would fail to materialize. In fact, the more intensely he guaranteed it, the more quickly it cancelled the possibility!

One question that arises is why do we act this way? Why do many of us over-anticipate outcomes and thereby evoke the negative?

As we know, people always are hoping and dreaming, and can therefore get over-amped about something happening.

Sometimes one overanticipates because we are trying to please someone, or convince someone, or even convince ourselves, so we overstate the case because we are over-anticipating the outcome.

Overanticipation can also be due to overconfidence.

And such overconfidence can have roots in insecurity.

Overanticipation also has an element of impatience, which is never a good thing.

Often by emotionalizing the possibility it makes you feel better. It gives you a shot of energy. It stimulates you so that you will see that it is carried out on a wave of emotion. But emotions can subside and you then are left with the reality of things.

The truth is that life has its own flow and timeframe.

This false whole approach of anticipation sidesteps thinking and the natural flow and fate of life.

So we should do all in consciousness to be in alignment with life's natural flow – whether engendering feelings and inner behavior of patience, feeling self-secure, clarity of thought and purpose, and so forth.

Case Study: Guaranteeing an Outcome by Sportscaster Leads to Big Fall



Another way Overanticipation, or over expectation expresses is through a tendency to predict the outcome of things.

When people are attached to a potential outcome and carried away on a wave of emotion, they tend to lose control, and verbally predict what is going to happen, overwhelmed by their desires for it to happen.

We see this in all facets of life; especially in sports. It happens for the fans. It even can happen to a sportscaster in his work.

Here's something I experienced along these lines several years ago:

A while ago I was listening to a sports talk show as I was driving. One of the listeners called in and said that the local team should not concern itself merely with winning the division title this year, but should aim higher -- for the championship.

In my mind, the team was up and coming, but was still weak in several areas. When I heard the listener's comment, I smiled and questioned his fair-weather outlook, considering the obvious limitations of the team. I saw that the squad was up and coming, but not ready to achieve such lofty goals.

Well, as it turned out immediately thereafter, the team went into a *free fall*. Worse still, it didn't even make the playoffs; let alone a championship. In fact, it fell to near the bottom of its own division.

One lesson here is that expectation delays or cancels – just as we have

seen before. I.e. when an opportunity arises, and one expects things to happen, the prospect tends to dissipate or disappear.

A related lesson is that when one is in a weak position and there is an upward movement toward greater success, expecting too much will drop you right down to the bottom, like in a game of chutes and ladders.

One should never try to shoot for the heights, unless there is at least some modicum of preparation or skill or knowledge or connection or right momentum to do so. Otherwise one will find one's self falling back to earth in a big crash!

Concept:

A Word about Patience



If we look back on a number of these true life examples of overexpectation or overanticipation, we can observe that Patience, or rather lack of it was the fundamental issue.

For whatever reason people were unable or unwilling to be still in terms of the timeframes involved, and as a result attracted negatives. (Or instead they had the presence of mind to be still and patient and thus attracted the positive.)

Then what is patience?

Patience can be thought of as a spiritual quality in which we are in the right frame of heart and mind when it comes to TIME.

When we are patient, we not only know what the right timeframe of things to unfold should be, but we also tend to know what to do or not to do, as well as how to do it.

Also when you are patient and follow the natural flow of life that is presented you, there is a sense of stillness and peace inside.

That in turn builds up powerful positive energies that attract the full cooperation of life.

So why not consider the various ways you are impatient. Make the concerted effort to overcome that inner or outer behavior. Turn every moment of impatience into patience, and watch your life blossom before your very eyes.

Concept:

Over-Celebrating an Accomplishment Can Undo It



Finally, there are cases where success DOES come about, where we haven't blocked it due to over-anticipation or impatience, and the like, but where we over-celebrate the fact, or overly-exuberantly communicate the fact, which can actually cause the achievement of the thing to be **completely undone!**

Here's a true story illustrating this negative phenomenon, here involving a staffer at a restaurant.

After a very busy session a new customer told the food server that she handled the avalanche of work at the restaurant very well. She then gleefully told her superior that this man had praised her for the work she had earlier done.

When she then handed the customer his drink, he looked at it and said that it was topped with the wrong materials. His entire drink now had to be remade from scratch.

In this case, it would have been best for the server to have kept her earlier achievement to herself.

Because she didn't, she wasted her energies, and as a result, life quickly responded negatively in kind.

Case Study: Negative Response from Over-Celebrating



Here's an even more dramatic example of this dynamic; this time involving over-celebration of an achievement involving an athlete.

A baseball team (San Francisco Giants) had won a game in the last inning and were celebrating wildly. The player who caused it, began to take off his outer garment in celebration and let out some wild gestures of celebration before the crowd.

(The player had been the best player on the team over the course of several months. Also the team was leading all others in both league leagues in terms of victories.)

As it turns out, from that point forward they lost a number of games in a row, dampening their spirit and causing them to fall out of the top spot to the middle of the pack.

When an individual or collective (such as a team) cannot hold the energy of recent success and allows it to spill over through intense vital/emotional celebration, immediately thereafter things go downhill for that person or group.

It is but another example of our inability to remain in a poise of "Silent witness to the world;" where we calmly going about doing what is necessary in the right flow of life and circumstance, instead of being caught up in the moment, releasing energies that can be harmful thereby attracting the negative.

Overexpectation, overanticipation, over-celebration, over-exuberance all can be kept in check by developing a calmer center within; by aspiring for and practicing greater patience, by stilling ourselves inside, so that life on the outside can respond with the most powerful of positive conditions.

Concept:

The Power of Mental Silence to Attract



In this module we have been focusing on the power of the Spirit to evoke powerful positive life response, as well as avoid negative conditions.

We are engendering one aspect of the Spirit – of being “Silent Witness to the world.”

Non-reacting to others’ intensities, not complaining, not blaming, not over-anticipating, etc. are examples of being still inside; quietly witnessing the world, which has the tendency to evoke the most positive of conditions, while avoiding attraction of negative ones.

Now we will move to even greater and deeper powers of Silent Witness.

The first is that of **Mental Silence**.

When we withdraw from the identification of thoughts, Silence in the mind takes place.

Then what benefit occurs when our mind is silent?

Among the qualities a Mind of Silence opens the door to are:

- **Clarity of thought**

- **Ability to reason rather than react**
- **Greater understanding of the situation and conditions**
- **Enhanced knowledge of that which we need to know**
- **New insights continually forming out of existing thought**
- **Ability to make better decisions**
- **Opening to the integral, many-sided truth of things beyond our own limited perceptions**
- **Opens us to intuitions of knowledge without any thought at all, as insights and answers simply enter and appear in the mind.**

Concept:

The Power of Mental Silence to Attract – 2



Silence, i.e. emptiness of thoughts in the mind also has Life Response power. When we shift to mental silence, life responds in astonishing ways:

- **Life cooperates with us**
- **Life conditions suddenly improve**
- **Solutions to problems present themselves**
- **Unexpected benefits come our way**

Let's examine a true life example:

Case Study

One evening several years ago, I was on my way home from a 2-day presentation I had given in San Francisco. Because it was rush hour, the train was stuffed with people, making it uncomfortable for everyone, including myself -- especially since my legs now ached from several days of standing in front of an audience. In addition, I sensed a particularly negative vibration in the train that seemed to add to the strain.

A minute later, my "inner guide" suggested a different approach. Rather than bother with the turbulence on the outside, why not empty my mind of all thoughts. And so I relaxed, closed my eyes, and let the world disappear. In a few moments, all thinking stopped and I found myself staring into a block of white emptiness. It was a most relaxing and soothing meditative experience that lasted five or ten minutes.

When we arrived at the next station, there was an announcement that a less crowded train was two minutes behind. When I heard the message, I quickly got up, exited the train, and waited on the platform for it to arrive. Interestingly, I noticed that when my own crowded train pulled away, few of the other passengers had taken up the conductor's offer -- meaning that I was practically all alone in the station. It was an eerie yet wonderful feeling, as there was now so much quiet and empty space around me.

Several minutes later, the next train arrived as advertised. I then hopped on board, looked around, and noticed that it was almost empty -- an extremely rare occurrence during the rush hour. I then found a comfortable seat and enjoyed a wonderfully relaxing commute home.

In this episode, life on the outside quickly responded to my inner effort of mental silence.

When I decided to stop thinking about the congestion and negative atmosphere -- wiping all thoughts from my mind through a meditative effort -- life quickly responded when an announcement was made of a far less crowded train following behind.

You could say that the emptiness of thoughts in my mind attracted a train that was itself empty.

In any case, it turned out to be the perfect antidote to a very tense and difficult situation!

Concept:

“Silent Will” Power to Attract



Keeping the mind still in general, i.e. free of thought, can elicit very positive conditions, including solving problems and eliciting marvelous new conditions.

And yet there is a **special method of mental silence** that has an extraordinary life response effect.

It is called “Silent Will”

Ordinarily when we want to communicate with someone, we verbalize or otherwise our thoughts to the other party.

And yet we have also seen that by **holding back that verbal expression**, keeping our thought to ourselves can compel the other person to speak it out for us!

Let's start with a startling true life example:

Case Study: Writer Practices Silent Will to Get Interviews at Major Corporation



Perhaps the best example of Silent Will I know of involved a good friend of ours, Fred Harmon, former president of the American Management Association (AMA), and a highly regarded business consultant and author. In fact, this particular episode has become legend among friends and colleagues. I will let Fred tell his own remarkable story.

“When Garry Jacobs and I set out to write our business book *The Vital Difference*, we knew that we needed the cooperation of some of the most important companies in the US. While we had sound theories, we knew we had to illustrate them with real world examples from significant organizations. We also knew that if we could secure the cooperation of a few major companies, we could more easily enlist others in our project.

Through an apparent coincidence, I managed to get an appointment to discuss our request with a senior executive at one of the best-known companies in America. The coincidence was that we shared the same last name. In fact, we spent the first five minutes unsuccessfully trying to find a link between our two families.

Unfortunately, however, when that conversation ended, the executive politely but firmly described the many reasons why he could not grant our request, which was to interview executives at his company. Each reason he gave was more telling than the last: e.g., “We get many such requests. Our executives have limited time. Publicity in newspapers is more important to us than books, etc. etc. etc.”

Shortly before the meeting, Garry and I discussed the technique of “silent will and persuasion.” In this discipline, you attempt to listen attentively to another’s arguments without external comment or internal resistance. As the executive continued to speak, I realized that I had nothing to lose since he had already decided not to grant our request. He was ready with an articulate argument to counter any point I could possibly raise.

Mentally, I listened attentively, kept my mind open and said nothing. It required a considerable inner effort of control. Spiritually, as required by the discipline, I asked for grace -- not to win the argument, but to have the issue resolved in a way that benefited everyone.

After exhausting every possibly argument against our request, the executive paused, and then perhaps out of politeness added, "on the other hand ...". He then began to state every argument I could possibly think of why he *should* grant our request!

However, this was now the moment of maximum temptation for me because I wanted to speak, if only to agree with him. And so, with almost painful-like restraint, I continued to listen. At the next pause, the executive told me "so on balance between these positives and the negatives, I think we will grant you your request."

At that moment, I remembered an old sales maxim: "Stop selling immediately when the sale is made."

I then stood up, thanked him profusely and headed for the door. As he walked me out, he said with a slightly puzzled tone, "You know, Fred, you are quite a persuasive person."

There is no better example of the power of Silent Will than this wonderful experience of Fred Harmon's.

By not giving voice to his idea, by withholding expression of his intent, he generated a power that enabled him to communicate and convince without having to speak.

When we restrain ourselves from expressing our ideas or intention, thought waves move out, charging the atmosphere with concentrations of mental and vital energy, which then penetrate another person's mind, compelling them to speak it out as if it were their own.

It seems like magic, but it is just how life works when we "act" from a poise of silence within.

Case Study: The Receptionist's Silent Will



Here's one more dramatic example of "Silent Will Power":

Selvi was a receptionist in a hotel. She always spoke politely in a soft voice. She earned Rs. 2500 a month. The hotel owner was a strict and tough businessman.

One day, her colleague did not listen to a customer properly and as a result he was billed wrongly. She told the owner it was Selvi's mistake. The owner began to scold Selvi. Though Selvi wanted to explain what happened, she decided to practice Silent Will.

The commotion drew the attention of the unhappy customer. He was surprised to see that the wrong person (Selvi) was in trouble. He interfered to tell the owner that Selvi had always been polite and soft-spoken and the person who created the problem was her colleague. The hotel owner was highly irritated and immediately dismissed the colleague. Then he told Selvi, "I'm sorry about the incident. Why didn't you tell me what happened?"

Selvi said, "You want to make all our customers happy. I thought we must find a way to solve the problem and make the customer happy instead of trying to find whose mistake it was." The hotel owner was happy and told Selvi, "You are responsible and thoughtful. You should not be a receptionist anymore. From this moment, you are the customer service manager!"

Selvi's Silent Will of holding back expression of who was in the wrong attracted the customer's remark about who was truly responsive (Selvi's colleague).

In tandem with her higher values, she had not only clarified things, evoked the truth behind the incident, but had also attracted a fantastic career advancement for herself.

Concept:

Power of Ignoring, Forgetting a Problem



Silent Will is one power that evokes sudden good fortune. It attracts a result that we wish to occur by holding it inside and not verbalizing it. It is another form of being a “Silent Witness.” To things

Yet another form of the life response power of being Silent Witness is one of the strangest, yet most powerful. Here is the background to this startling silence-based technique for attracting good fortune.

Normally in life when there is a problem, we try to do those things necessary to rectify it. Sometimes we succeed, other times we fail. Often it is somewhere in between.

In other words, we take to some form of strategy and action to overcome the challenge of life.

And yet there is another possibility. It is that we can **completely ignore or forget the problem in order to resolve it!**

It might sound impractical, improbable, even ridiculous, but it does work!

Let’s examine several examples that will give proof to this approach.

Case Study

Putting Software Problem Out of Mind Attracts

An individual tried and tried and could not get the software on her computer to work; frustrating her to no end. She then realized the error of her ways (i.e. her negative attitude) as well her trying to force things. As a result, she decided to completely forget about the situation, putting it out of mind.

Well it turned out that less than ten seconds later, from out of the blue she discovered the way to make the software work. She tried out the new approach and it worked!

Here's another example of the life response power of intentionally forgetting about a problem.

Case Study

Putting Aside Entire Matter Enables Problem to Self-Correct

A man was frustrated that he couldn't get his virus protection and backup programs to work in tandem. He had to turn one off to enable the other to work. After various attempts to solve the problem, including calls to tech support, he put aside the entire matter.

A week or so later the problem self corrected on its own and the two programs were now working in perfect sync.

It was yet another instance of where simply forgetting about an issue, in tandem with withdrawing any anxiety about it can cause the matter to be quickly resolved; even self-correct itself without further effort.

Here's one final example of this phenomenon:

Case Study

Forgetting and Withdrawing Emotional Angst Resolves Problem

An individual was trying to make contact via phone to the Indian visa office in San Francisco. He had to wait a half hour or more to get through each time he called over the

course of a month. The situation had now reached the point of absurdity as many other issues tied to that office had also failed the man.

Seeing that even after offering the problem to the spirit, it still remained problematic, he decided to forget the matter completely.

A week later he contacted that office twice and in both instances was INSTANTLY connected, without a minute delay. Plus, the underlying mystery of what was causing the delay in the processing of the visa in the first place was discovered.

As we see, ignoring, forgetting, or otherwise withdrawing our focus or emotions on a problem has the power to evoke a response from life that overcomes it.

By ignoring/forgetting the matter, we are letting go and neutralizing our anxiety and frustration. That creates a flow of positive energy in the atmosphere that then aligns with corresponding positive conditions in the field of Life.

It is yet another example of the life response power of Silence: here silence in the emotions; even silence or non-doing, not acting in the physical/material domain.

Concept:

Soft, Reduced Speech Attracts



We are beginning to see that there are various modes of Silence:

--One is silence of thought.

--Another is silence of the emotions (non-reaction and equality of being)

--A third is silence of verbal speech; i.e. not speaking.

Not speaking/silence of speech can take several forms.

--Reduction in the volume or loudness of our speech

--Reduction in the number of words we speak

Interestingly we have discovered that when we speak softly and with the minimum number of words, we not only create a more pleasant environment and better communications with others, but we invite positive conditions to rush toward us.

Case Study

For example, one 39-year-old wealthy American businessperson we knew of lost all 60 of his employees and was preparing to file for bankruptcy. However, through the suggestion of a relative, he and others in the organization took to speaking in a softer, quiet voice.

As a result of practicing this one trait, within two years the owner was in a financial position to retire for life!

The natural question is why does reduction or soft speech have this great effect?

It turns out that there is a power in the speech we express through our voice. Our vocalizations originate in our **vital/life center**, and thus **carries a life-power and energy**.

If we speak too loudly or too much, these energies are squandered, which tends to attract corresponding negative results from life

However, if we **conserve our energies** through lower volume/soft speech and reduced speech - or, better yet, by completely remaining silent - **the energies are fortified and strengthened**, which tends to attract sudden and abundant good fortune from the world around us.

Concept:

Opinions are Like Daggers



There is a closely related phenomenon to the power of speech. It has to do with the quality of our verbal expression. In particular, the **tendency to express our opinions**.

In the course of our day, we expend a great deal of energy expressing our opinions. Unfortunately, just like verbalizing our thoughts with too many words, expressing our opinions can bring about negative consequences.

But it can actually be even worse that excessive verbal expression, as our emotional energies are vested in the expression of our opinions.

On closer inspection we see that **our opinions filled with prejudices, distortions, misinformation, and misunderstandings of all sorts**.

And just like speaking too loud or too much, verbally expressing our opinions will invariably attract negative conditions.

Case Study

An instructor one morning decided to express his strong opinions on a matter with a student who arrived before the rest of the class. An hour or two later, everything began to go wrong in the class and it was mainly sparked by problems related to this particular

student. Life had responded negatively through the person that the instructor's unbridled opinions were directed towards. He learned a good lesson from that day onward.

There is an aphorism that says "opinions flow in the subtle plane like needles."

Therefore, it's always best to withhold our opinions, even though it is irresistible to express them.

If you witness the negative life response results that follow, you will want to keep them to yourselves!

Conversely, when you see that keeping your opinions to yourself attracts the very best conditions, you will want to restrain expression of them in future.

Concept:

Power of Deep Listening



In these recent discussions we have been focusing on several issues related to communicating with others – including the verbalization of our thoughts and the expression of our opinions.

These are active acts of communication. There are also **passive acts of communication**; of which the most significant is the act of **Listening**.

From the spiritual perspective Listening is an ultimate form of being “Silent Witness” to the world: of taking it all in so we better understand life conditions.

It is also a means of elevating our consciousness and being; i.e. our personal growth.

In fact, in just about any course or teaching on the subject of on personal growth, developing listening skills and empathy are near the top

Why is listening so important? It is because it is central to right communication and relation between people.

There is an irresistible urge to interrupt another when they are speaking and substitute your own thoughts.

This is an error or wrong-headed act of commission.

There are also other people who simply do not listen even if they have nothing to add. This is a wrong-movement of omission.

Whether of commission or omission, not listening to another party indicates unconsciousness in our relating capacity.

And yet if we shift from interruption or indifference to true listening -- where we care about and are interested in what another is saying; and listen very carefully to every word without interruption -- we can attract the miraculous.

Let's examine a true life example:

Case Study: Doubling Sales Output by Listening Instead of Interrupting



Bill was the top performing salesman in a leading chain of home entertainment stores. His knowledge of audio and video systems excelled all his colleagues. He delighted customers with a capacity for clear and interesting explanations, and exuded a polite confidence that quickly won over customers (even those with a healthy distrust of salespeople). No wonder he topped the list of salespeople month after month.

In spite of his remarkable abilities, Bill's sales manager observed one cardinal defect. He did not know how to listen. Whenever a customer began explaining his needs, Bill's keen intelligence quickly anticipated what the customer was going to say and tried to spare customers the time and effort by finishing sentences for them. Many customers were surprised by his insight, some were startled, a few were annoyed, but everyone admired Bill's capacity.

One-day Bill's sales manager asked him to make a change in his mode of delivery. "Every time a customer starts speaking, I want you to listen without interruption until he finishes what he has to say and then hold your breath and count to three, so the customer has an opportunity to start speaking again."

Bill reluctantly consented and practiced the new technique for a week. At the end of the week, his sales manager reported that Bill had doubled his normal sales output. That's the power of NOT INTERRUPTING!

Concept:

Negative Response to Interrupting Another



While withholding interruption can attract marvelous circumstance; interrupting another person in mid-sentence will tend to attract negative conditions:

Here's an example:

Case Study:

Eg a woman on a hybrid radio/tv show prevented the host from fully expressing the wonderful experience he had on his recent trip to Scandinavia.

Five minutes later when she began her presentation to the international viewing audience, she realizes that the service she was demonstrating did not include important features, causing her to become upset while on the air.

By interrupting another, she quickly attracted the negative back to her own person.

Concept:

Tips on How to Become a Great Listener



Here then are a few tips to become good listener, which will tend to attract positive conditions, and avoid attracting negative ones:

- When others speak, listen carefully to the words, the ideas, not just the voice or superficially
- When listening keep the other person's line of thought. Observe if your mind is wanting to go in a very different direction.
- Resist the temptation to start thinking of your slant on things. Stay with their idea.
- Never interrupt unless absolutely necessary.
- Interruption is closely related to impatience. If you are impatient, you will not be a good listener.
- If your own mind tends to be still, then you are less likely to interrupt or interject your thoughts.
- Consider who you know is a good listener and observe how they listen well to others. Try to emulate their listening skills.
- Listening shows you care and value the other person, which is a sign of goodness.

Concept:

Power of Taking Another's Point of View



Listening is to be fully attentive and hear what the other person is trying to express. A step beyond listening is to perceive the truth in what the other party is conveying.

Interestingly we have found that **if you completely embrace their point of view -- even if it is odds what you believe to be true -- you can attract startling positive conditions back to your person.**

Let's examine a true example of the startling Life Response power of embracing another's point of view:

Case Study: 'Pretzel Logic of the Infinite' incident



A few years back, several colleagues and I collaborated online on a potential expert system for the Internet. While some of us had developed a deep knowledge of human consciousness over the years, a new partner in the group had not yet had such experiences. Interestingly, when we tried to communicate some of those insights to our friend, it did not stick.

Sometime later our new partner contacted me asking for help in developing an initial round of introductory materials for the planned expert system site. But in order to respond, first I needed to know what the purpose of the expert system was in the first place; including what benefits users would derive from using it. Since we had not come to any consensus in months of discussion with other members, coming up with an introductory statement for the site seemed premature.

However, rather than focus on our differences and the “logic” of the situation, I decided to try something different and simply embrace his point of view. In other words, I was ready to do whatever he requested; no questions asked.

And so, not only did I accept in full his apparently limited conception of the system, but I agreed to develop materials for the site reflecting that view.

When we later had our first follow-up discussion, interesting things started happening. First, he boldly suggested that I include several of my own articles at our introductory site. This was a total surprise and delight for me because I had not expected expect to use this content for this reduced site. And besides, I did not think my colleague had read any of my articles

Then when it came to reviewing the materials he asked me to put together, there was another surprise. In it I had included a powerful life principle that I did not believe he understood, or would ever make the effort to comprehend, as that was not his nature. And yet startlingly and most unexpectedly we had a very stimulating discussion on that

very subject, which left me a bit dazed. In fact, he now saw the overwhelming benefit of the principle, to the point where he was expressing unbridled, gushing enthusiasm for the idea!

Listening to his response, I was dumbstruck by his interest and passion. After all, this was not the sort of feature he seemed able grasp in the past; and now he had suddenly become its advocate and champion! Needless to say, I was startled by the turn of events.

As it turned out, we would go on to develop a series of powerful online programs, including the consciousness-oriented TenfoldSales.com for sales professionals and Romanceeternal.org for human relationship support; applications that likely never would have been developed if I hadn't drawn my colleague in.

Reflecting on the incident, it became clear that because I opened to his conception of things, instead of fixating on my own, life opened up in ways I never would have imagined.

By shedding my own perspective and embracing in full his point of view, I entered a wider sphere of existence from which I elicited good fortune for myself, my associate, and the entire team.

Thus in a supreme bit irony, through this “pretzel logic of the Infinite” of acceding to another’s truth over my own, I was able to attract the very things I had hoped for.

That is the staggering power of taking to and fully embracing another’s point of view!

Let’s examine another example of the power of taking another’s point of view. This one from a reader of mine in Australia:

Case Study: Accepting Another's Perspective of Leaving to Another Area Attracts



“My working visa was coming to an end and **I desperately did not want to return to Australia** after living in London for two years. I was convinced that I would have more of a chance launching a music career in London.

However, my friend convinced me to release my resistance to going back to Australia. I’m glad that I did because my life has changed significantly as a result.

After years of unhappily working in corporate communications in Australia and London, I auditioned and was accepted into a Bachelor of Music in Jazz Performance back home in Brisbane, Australia

I am now a jazz singer performing regularly as well as teaching singing and piano- my dream job! I have also just been invited as a guest singer at a prestigious concert in Osaka, which will be taking place in March. All expenses paid.

I love my life back home in Australia and look forward to travelling back to London for gigs.”

Embracing another’s point of view, and giving up one’s own, whether it seems right or not -- is a powerful way to evoke sudden good fortune!

When we take the other person’s viewpoint we beyond the limitations of our individual mind and its tendency to only have a part understanding of things. Instead we move to a sphere where all knowledge resides including the integral truth of things. It is what we might call a spiritual plane of mind, where the infinite variety of truths of any matter exists.

And by moving into this higher, spiritual sphere of knowledge and information, we move to universal plane where we tend to quickly align with corresponding beneficial positive possibilities and circumstance

This method of “Taking the Other Person’s Point of view” is so powerful that I would like to share several other true-life examples:

Case Studies:

Mini Examples of the Life Response Power of Taking the Other Person's Point of View



-(as you may recall ...!) A man who had the lowest sales in the organization was asked to work several weekends beyond his five-day week, but did not respond well to the request. **When he relents and accepts his boss's viewpoint** and works that second consecutive weekend shift, now nearly 14 days in a row, he attracts the biggest sale of his life, catapulting him to the top among his peers in monthly sales, and thereby changing the course of his career.

-A man's computer had stopped working, which put his work in great jeopardy. At first he tried to fix it on his own, avoiding the suggestions of another person. **He finally gave in and listened to her advice**, and suddenly found the flier that explained how to open the system and alter the battery. Immediately his difficult problem was solved.

-A woman who for years only worked short-term assignments and as a result had little savings, refused to take on a small job, as she saw no point in it. **She then changed her point of view and fully accedes to her friend's advice, and therefore goes to that one-day job.** As a result, life responded in the days that follow as she attracted a series of long-term positions, providing her security and financial stability, something her friend deeply believed could happen.

-A man who did not like such work, finally **gave in and took up an offer** from a friend of his parents to work in one of his chain stores, after years of stumbling from low level job to another. Several weeks after starting the job, he met with several people who would change the course of his life and his career.

Concept:

Infinite Power of Harmony to Attract



When we embrace another person's point of view, holding at bay our own viewpoint, it is actually a movement toward Harmony with that other party.

We have overcome our mental limits, preferences, and fixed nature, and embraced the position of another.

Spiritually speaking it is a **shift from a separative ego consciousness to a harmonic connection with others and the world.**

The movement from ego to Harmony is one of the great spiritual themes.

Not only does **harmony create a better relationship with others**, but it energizes the atmosphere in such a way that **we tend to quickly align with positive conditions.**

In other words, **any movement away from our own separative selves to one of harmony with others or with life evokes sudden good fortune.**

Case Study: Victory at US Open Through Collaborative Knowledge that is Harmony



First let's talk about the life response power of Harmony with another individual or party.

We'll start with a true life example from the world of sports.

The biggest annual Golf tournament in the US just completed in Northern California. It is called the US Open. An upcoming player (Webb Simpson) won the tournament in a surge in the last round. The man in the lead throughout the later stages was a veteran who is well-liked and respected. However, in the end the upstart prevailed. Why?

I noticed the cause early on in the last round. Simpson discussed nearly every shot with his caddie (Paul Tesori), and together each time they came up with a strategy. The golfer then executed it nearly each time to perfection. He knew he did not have all of the knowledge, and so deferred to his caddie for his viewpoint and expertise. The caddie too respected the golfer. They were a superb team that took them to the top as champions of the US.

It was one of the great expressions of the power of collaboration (one aspect of Harmony) to evoke powerful positive conditions.

In this case, that collaborative power was made possible by an openness and willingness to learn.

It was an expression of harmonic cooperation that even the TV commentators noticed.

In that atmosphere one cannot help but be taken to the stars!

Case Study: Ego-based Competition Overcome Attracts Startling Result



There is another aspect of the life response power of Harmony.

Not only does greater Harmony evoke powerful positive response, but it also occurs when we **shift away from Ego toward that harmonic connection.**

Here's an example:

A man had a slightly competitive relationship with a long-term friend of his concerning their musical composition and playing skills. They were both songwriters and performers.

One day the man was listening to the music player on his iPhone, which contained nearly 1000 songs. The items were being played completely randomly. Surprisingly one of his friend's composition and performance started playing. However, rather than be jealous of his friend's skill, he fully embraced it and went on to thoroughly enjoy its quality.

When it ended, one of the man's OWN composition suddenly came on next, a very improbable occurrence given that there were 1000 other tunes that could have come up!

It both stunned him and made him smile because he knew he had evoked that extraordinary response from life.

He understood that because he embraced his friend's music rather than think of it competitively in an egotistic sense, Life instantly returned the favor and brought forth his own.

Case Study:

Becoming One with the Field in 'Baggar Vance'



Not only can we as individuals bring about greater harmony with others, but we can also create [greater harmony with Life itself.](#)

We see this quite clearly in people's daily lives, as well as in literature, history, current events, and in our own life. Let's try an example from film.

'**The Legend of Baggar Vance**' is a simple but powerful sporting tale that reveals very important truths about work success, including how we can overcome our adversarial relationship with life and turn it into one of harmony.

In one scene we see how the talented professional golfer Junah shifts from being estranged from the current life conditions, and instead embraces it as a result of the wise guidance of his spiritual teacher friend, Baggar Vance.

[Let's Watch this [video clip](#) where Baggar Vance imparts this important lesson on Junah.]

As we see, till that point in the story Junah had been failing. He was so focused on his ego; how the other players were so far ahead of him; the bitterness he felt inside and a mindless urge to catch up that he was out of touch with the current demands of Life.

But then he changed his viewpoint and then experienced that "Oneness with the Field."

It was not merely the physical field before him, but the psychological and spiritual one as well.

As a result, when he took action, he would make the great shot that would take him to the top of the golfing world.

By keeping his poor attitudes at bay, his ego at bay, in fact any and all distractions at a distance, his mind calmed and focused, i.e. Junah became One with the Field, from which all actions produce ultimate Life Response generating results.

It is the ultimate form of Harmony: Oneness and Unity with all aspects of Reality.

Case Study: From Discord to Harmony at Chrysler



We can increase our level of harmony with another person or another party; or even with Life itself.

**In addition, any construct in society -- like a Business Organization -
- can develop its own higher harmony.**

Among the ways a company can develop higher harmony are-

- between itself and the customer
- among the people in the firm
- among the parts or components of the organization (job positions, activities, systems, projects, etc.)
- between the avocation of high business values and their implementation in the details of the organization

Eg if in an organization each part of the company pulls in their own direction there will be disharmony, facilitating a kind of group ego.

However, when that unharmonic organization identifies and makes the effort to organize, coordinate, and integrate the parts – in other words create a sense of harmony among them -- Life can respond in extraordinary ways.

To show you this life response power of harmony in business, we'll briefly review one of the most famous examples: the story of Chrysler

and Lee Iacocca.

“When Lee Iacocca joined Chrysler, the company had all the pieces in place, yet somehow they were not working together with one another. Production was not speaking with engineering, engineering was not listening to what sales tried to tell them the customers wanted. Management and workers were completely at odds. Talented middle managers were stifled by a top heavy bureaucracy of executives out of touch with the front lines.

As a result, in spite of its enormous resources and technological competence, the entire company - a \$12 billion operation - came to the brink of bankruptcy.

But then Iacocca broke down the barriers that divided divisions, departments and levels of the organization from one another, opened up communication, streamlined and accelerated new model development activity, and put in the systems needed for effective coordination and control of the giant company.

These measures not only saved Chrysler and returned it to profitability, they also provided it with the organization it needed to more than double in size over the next five years.

The company went on to quickly become the most profitable company in the car industry.

Through greater coordination and integration of the parts of Chrysler, a new level of Harmony was created that had the power to attract the very best conditions.

By enabling all the parts to work efficiently and in unison, Chrysler would establish the level of Harmony that enabled it to experience one of the greatest turnaround in corporate history.”

(paraphrase of Garry Jacobs, co-author of The Vital Difference, and The Vital Corporation)

Case Study: Couple's Business Surprise Issuing from Harmony



I would like to conclude with a rather sweet story about the Life response power of Harmony in business. Interestingly, it is a kind of love story.

Ken Gold, author of 'Honey, Let's Make Money,' a good friend of ours, presents this true-life tale:

“Surendar used to quarrel with his wife over all petty things. He would criticize every word and movement of his wife. She would criticize his character and his parents. They never thought that their restaurant business was slowly going down because of disharmony between them.

One day, they watch the movie Titanic together. The love between Jack and Rose suddenly changed their hearts and each began to apologize to the other. That was the moment they understood how much they loved each other and the quarrels were just an expression of their deep love. They resolved not to quarrel again over anything. Their decision was genuine and sincere.

The next day the young couple received an offer from an apartment builder to acquire the old restaurant building and they made a profit of a few million rupees. It would have taken them more than 16 years to earn that money through the restaurant business.”

Concept:

Opening to the Spiritual Force Attracts Overwhelmingly



Our focus in this section is the power of spirit to evoke good fortune.

As explained earlier we noted that **Spirit can be described as the ineffable quality of reality that is the source of existence and the means of developing our consciousness.**

We also indicate that there are a number of poises or expressions of Spirit

A first one is “silent witness.” From that poise-

- we observe the world without judgment; we just “are”
- there is stillness in all parts of our being- In our emotions, thoughts, and actions
- As a result, we don’t react, our thoughts are still, our emotions are quiet, etc.
- And by taking to these poises of inner silence we tend to attract sudden good fortune

A second poise or dimension of Spirit is **the experience of some form**

of transcendence or connection to something greater than ourselves.

Our research has continually revealed that if we open ourselves to a certain Spiritual Force and Power, life conditions tend to suddenly improve; or negative circumstance simply disappear!

Let's then focus on this aspect of Spirit to evoke miraculous-like conditions

We'll start with a true story:

Case Study: Calm in Classroom Example



One day several years ago, I was conducting a training class -- one that was typical of dozens, if not hundreds I had done in the past. However, unlike my other courses, the morning session of this class had gone just horribly. Just about every imaginable problem cropped up: People were late; I consistently stumbled in my presentation; the students were argumentative; I became defensive; and so forth. It was, to put it mildly, the worst possible scenario for an instructor.

Because the class had gone so poorly that morning, I was not exactly looking forward to the afternoon session. Fortunately, however, I was able to catch myself and control my anxiety. I then made the inner, psychological effort to reverse the situation. And so I relaxed myself, focused my concentration inward, and then “offered” the remainder of the class to the spiritual Force. I said something like this: “I don’t know what to do at this point, but I know that if I put the situation in your hands, things will go right. It *has* to!” I then returned to the class for the afternoon session, and carried out my instructional duties as usual.

Within a half hour or so, I discerned a considerable change in the tone of the class. One thing I noticed was that *all* of the students arrived on time after their lunch break -- an unusual occurrence based on previous experience. Second, I noticed how smoothly and effortlessly each of the lessons unfolded for me, as each section of my presentation dovetailed perfectly with the next, creating a lovely, harmonious rhythm. Third, I noticed that not only were the students now quiet and subdued, but they were entirely focused on learning -- a complete turnaround from the morning session. In fact, when I attempted to engage them in conversation, they were not only responsive, but friendly and warm. That in turn compelled me to express my own appreciation for their participation and contributions, which added to the positive dynamic. Finally, I noticed how free the session was from outside disturbance; allowing the class to run smoothly and without interruption.

In all my years of instruction, I had never seen such a turnaround. It was almost as if I had stepped out of training purgatory and entered instructional heaven. And I was able to bring about this stunning transition by opening to the spiritual Force.

Through an act of intense consecration, I turned an exceedingly disturbed and troubled situation into one of serenity, harmony, and focused energy. By opening to the Higher Power, I was able to bring life completely under control.

In this case, I opened to the spiritual Force -- i.e. consecrated in a difficult situation, -- and magnificently it got turned around

Benefits of Consecration:

It turns out that we've discovered that when we engage in the act of consecration, any of an array of startling conditions present themselves. Among them-

- **Positive Conditions Suddenly Present Themselves**
- **Solutions to Problems Are Suddenly Revealed**
- **Negative Situations Quickly Disappear**
- **Feelings of Richness and Joy is Experienced**
- **The Creative and Unexpected Becomes the Norm**
- **A Deep Knowledge and Truth of Things is Revealed**
- **In Essence, Life Comes Under Our Control**

Concept:

When and How Can We Consecrate?



Consecration is a great, great topic. Many questions about this mysterious power naturally arise.

One question is “what can we consecrate in our lives.” I.e. in what situations can we open to the spiritual Force and attract these startling beneficial results?

The simple answer is that **we can consecrate ANYTHING** in our lives, including-

- **important upcoming events**
- **any activity or task we engage in**
- **problems we encounter** – whether in our relationships, our careers, in business, involving money issues, concerning our health and well-being, etc.
- **wanting, negative parts of our nature** -- such as a poor attitude or limited habits or belief that we offer for transmutation by the spiritual force.
- **even problems or wrong actions of the past that are still affecting us now.**

- **positive developments and opportunities that have come our way** (to make them harmonious and even more beneficial)

And each time we open to the spirit on these occasions, marvelous conditions quickly take place.

Would you like more proof? Well, here's another consecration-related story; somewhat similar to the previous one in that it involves a training class.

Case Study: 'The Wild West'



A number of years ago, my company GuruSoftware was contracted to do some consulting work for a client in Fresno, California -- a fast-growing city in the heart of the agricultural region of the state. This particular firm was in the construction business; focused on developing government-sponsored housing for low-income families. My assignment was to conduct a 2-day seminar with the firm's supervisors on the best way to implement a new project planning system for the organization.

When I began my first day presentation, I was stunned when the discussion immediately turned contentious. While several members saw great benefit in the idea of implementing a project management system, others doubted it would do any good. Those in the latter group were skeptical for several reasons. First, they felt that the staff was already overburdened with work, and were therefore reluctant to take on additional tasks. Second, it was clear from their reactions that they felt threatened by the change.

And yet as a proponent of the system, it was my duty to explain to everyone -- including the naysayers -- that implementing the system would not only *reduce* their workload, but would make everyone more productive, which would translate as a happier, more stimulated, and higher paid staff. However, just as I was about to express that position, the conversation took *another* turn for the worse. In fact, at one point the debate became so heated that I thought several members were going to come to blows! In that environment, I was certainly not eager to express an opinion that favored one side over the other. With a rancorous dispute accelerating, I decided to withdraw my presentation for the time being, and simply watch from the sidelines.

Several minutes later when the conversation reached its acrimonious peak, a high-level manager in attendance interrupted the proceedings and demanded a cooling off period. In fact, I later discovered that it was his task to be the designated "sheriff" whenever this particular group gets together! Now I felt as if I were in an old American cowboy movie, where the rancorous farmers and ranchers were not only airing grievances and pointing fingers, but were on the verge of fisticuffs and worse! Considering that the ancestry of a number of the participants was from that very same western rural stock, I might not have

been far off the mark!

As I looked around at the half-crazed gathering, it became abundantly clear that though I came to present a fresh approach to systematize the company's operations, there were still too many fissures needed filling. And so for the remainder of the session I decided to remain quiet, keep my distance, and let events take their own course.

I must say that when I left at the end of that raucous session, I felt pretty disappointed; not only because I was unable to present the materials I had worked hard to prepare, but because it now seemed likely that the remainder of the presentation would be cancelled.

Though I lay there in the dark that evening in my hotel room racking my brains for a solution, nothing came to mind. However, after an intense hour of tossing and turning, I suddenly came up with an idea. I then rolled over, turned on the light, and felt compelled to take action. Not an *outer* action, mind you, but an *inner* one, for at this point I decided to *consecrate* the entire affair.

I then centered myself and focused my concentration inward. I then narrated the details of my dilemma to the Higher Power, and ardently offered it up -- hoping above hope that the conundrum would be resolved. I also quietly reminded myself that I should accept in full whatever the Spirit brought my way.

After the inner drama of that moment, I had a moment of clarity that there would be a positive resolution to the situation. And so with a hopeful attitude and a lighter view of things, I drifted off into what seemed like a dreamless sleep.

When I arrived the next morning for the second day of my assignment, I noticed that many of the same people were in the room. Still feeling a bit shaky from the previous day, and not knowing what to expect today, I nervously fumbled about in preparation for my opening statement. Fortunately, I reminded myself to stay calm, as well as to keep an open mind. In fact, just to make sure that the day turned out well, I again focused myself and then consecrated the remainder of the day's proceedings. I then slowly turned to face my audience, and began the next section of my prepared remarks.

After an hour or so, I sensed that things were now very different in that room: that the atmosphere was now calm and subdued, and that my presentation was moving along quite nicely. As I gazed around the conference table, I saw no hint of tension or strain, no indications of rancor or strife. Rather, the place seemed suffused with calm. I even felt a palpable peace that bordered on serenity.

It was an astonishing reversal from the previous day's situation: a mirror image of the earlier conflict, reflecting now as harmony and peace.

And it all came about because the previous evening and earlier that morning I offered the entire matter to the spiritual Force.

Case Study: The DMV: Attracting Ultimate Efficiency of Time and Space



In the previous two consecrated-related cases, I utilized the Force to neutralize and even turn positive two negative situations.

It turns out you can also consecrate any activity you are about to engage in and thereby attract the most positive of conditions.

Here's an example:

Case Study

Just before I arrived at the Department of Motor Vehicles (DMV) in Long Beach, California to renew my driver's license I consecrated the activity, offering it to the spiritual Force.

When I arrived at the first line, it moved well compared to past experiences I have had at various DMV offices over the decades. Then I came to the second area where a hundred or more people were gathered and were waiting for their number to be called so they could go to one of the twelve booths where an agent would process their driver-related applications and renewals.

When I had arrived in the room, instead of sitting down in one of the many dozens of attached plastic chairs, I simply remained standing and leaned against one of the tables near the front. I then noticed that the numbers were counting down quickly and that within five or ten minutes I would be sent to one of the twelve agents spread out in a wide expanse before me.

When the automated response system called out my number, it also indicated which booth to go to. The voice said that I should go to booth 12. It turns out that I was standing EXACTLY in front of booth 12, not a foot to the left or right! I was perfectly aligned with

the booth, and I did not have to move more than three feet to get there, compared to the myriad of possibilities of having to walk over to one of the other eleven other booths that were set along the twenty-yard-wide corridor.

I was startled at how life had given me this perfect Efficiency in space and time – though not surprised, because this was a familiar occurrence in my life.

I then walked the several feet to the booth and handed over the paperwork. The woman behind the window smiled, and was uncommonly friendly and helpful. The processing then went very quickly. As these events unfurled, I knew that all of this was due to my consecration to Mother a few minutes earlier.

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It turns out that I have experienced this precise dynamic on a number of occasions after consecrating the activity. Often it involved being on a shopping check-out line where I had to wait for a number to be called. In these cases, I am informed that a space has opened, and it turns out to be EXACTLY in front of me, not a step to the left or right, even if there are 50 other booths I could have been sent to down a lengthy walkway.

This is the Spirit’s special touch, as that Force creates the greatest efficiency in terms of space, time, causality, reality. It is another example of the Spiritual Force’s power of “Instantaneous Miraculousness “– aka Life Response, sudden good fortune in action.

Case Study: 'Getting Down to Work' Incident that Overcame Past Negative Influence on Present



So far we have seen that you can overcome current problems or establish the very best conditions for an upcoming activity through the act of consecration.

It turns out that you can also consecrate a problem you had in the past that is still affecting your current situation, causing that negative influence to quickly disappear.

Here's an example:

Several years ago, my company submitted a bid to provide software consulting services to a US Fortune 500 industrial firm, which was in the business of building air-pollution control devices for large road vehicles such as trucks and tractors. Unfortunately, at the time, we were unable to secure this lucrative contract. That was due to the fact that the company (a) had not budgeted the necessary funding for the project; and (b) seemed confused about whether they wanted to commit to it in the first place. As a result, not only was our ability to garner the deal in question, but the forces affecting the decision were completely out of our hands.

However, much to my surprise, several months later the client contacted us again and asked us to resubmit a bid for the very same work. Because the opportunity was substantial, I personally drove several hundred miles to the California Central Valley town of Modesto to meet with my contact at their West Coast division headquarters.

Remembering the troubled history of the bid, I decided to consecrate the upcoming meeting while sitting in my car in the company's parking lot. In fact, this time, rather than perform my usual consecration before a major event, I decided instead to intensely

consecrate the *past problems* associated with the project; including the specifics that prevented us from securing the contract the first time around. When I then got out of my car, entered the building, and met with the contact, he *immediately* offered me the contract sight unseen without further discussion! Though I was somewhat shocked by the development, I was somehow not surprised, as I had seen the power of the Force at work too many times in the past.

However, the story did not end there. To begin with, because the client was so eager to get the project under way, he asked me to start working on it immediately, at his office! I didn't remember that ever happening before. And so a few minutes later, I was led into another area, given a computer, and began developing a first draft of the application right on the spot. As I got the project underway in this most unexpected venue, I had to smile as I was reminded once again of the *creative and dynamic* power of the spiritual Force.

There was one other significant development. As I began to do the work, I was struck by how smoothly and effortlessly it all unfolded; as if there were a guiding hand directing me each step of the way. As a result, what normally would have taken *days* to complete, I accomplished in mere *hours*. In addition, I once again felt that inner richness, that palpable peace and well-being suffusing the atmosphere.

As we see we can consecrate difficulties that have their roots *in the past*, and are still influencing our lives today.

When we clearly identify the source of the problem from the past and offer it to the Spirit, that long-pressing negative impact on the present will dissipate and powerful positive conditions will take their place.

Concept:

Consecration to Evoke Response from the Collective



Perhaps the most astonishing discovery about the phenomenon of Life Response has been that we as individuals have the power to affect large groups of people from within ourselves.

That is, we can do something in consciousness inside ourselves that soon or quickly affects collectives of individuals -- whether a group of friends, a family, a shared residence, our community; even our nation and the world.

There are several ways we can do this.

One is by **changing an attitude**. Another is by **the power of consecration**. A third are these two in combination.

Let's examine a true-life example:

Case Study: Consecration to Solve Individual Money Problem for Student Spreads to the Collective



I was doing my full time PhD with a scholarship in Taiwan couple of years back and that money was just sufficient for my stay and studies there. It was in the third year of my research and in the November month of 2009, my entire amount in the post office account there was over by 25th afternoon and I was so reluctant to ask my in laws, relatives or my friends, some amount of money to run a week.

I was also in a dilemma whether to raise some money by taking a loan from the department. After two three hours of mental tensions, I switched over to the spiritual Force. My Prayer was intense and deep and ended in a meditation and subsequently to a sleep. I had a noodles packet, two eggs and a single packet of three in one tea in the night, my last available food stored.

Next day morning, I was moving to college, but some message was coming strongly inside to check my Post Office account there. I was surprised to see 45,000 NT\$ available in my account which is 60,000 Indian rupees. I alarmed "the Spiritual Force" and it was difficult to hide my tears from the public standing outside in the ATM counter, when I turned back after withdrawing some amount.

I went to the department and heard this thing: There was a meeting in the University headed by the President about a special payment to be made for students who had scored more than 75%, last week and the final decision and allocation of amount was done on 25th afternoon. My University is with more than 120 departments and more than 40,000 students and I was so sure that, around 10,000 students of them had received this much of amount. That means the money allocated that day was few crores!!!!

This is a miraculous and magnificent life response for one's self as well as the wider collective due to deep and intense consecration.

When one is near the edge in life, including bouncing along the bottom of barrel due to poverty and such, the necessary intensity for change is great. And when the Force is evoked in such situations, it cannot help but move into action and respond to such an opening.

Moreover, in such intense situations the energy moves from the individual plane to a wider universal one that has a power to spread or align with wider movements of society; of collectives of individuals.

Concept:

Areas of Collective Live that Can Be Affected by Consecration



The above incident isn't an isolated event; for we have had any number of experiences where our consecrated action had an effect on a wider group collective of individuals.

Among our personal experiences of utilizing the Force have been-

- the evocation of rain when water was in short supply (regional)
- the return of electricity after it had been completely shut down (local)
- the deflection of potentially dangerous snow storms that were on the way (state, nation)
- the attraction of a major household appliance for every person in a living complex (local)
- the prevention of two hostile groups from coming to blows (community)
- the effect on the outcomes of a war (international)
- the bringing of disaffected family members to a state of harmony (family)

- the evocation of huge spikes in revenues when sales were non-existent in a company (business)

Concept:

Utilizing Integral Spiritual Power in Life



We have described a number of spiritual methods, techniques for evoking astonishing, miraculous-like results. Yet for the most part the examples I have given involve these methods in isolation from one another.

However, we have seen that you can **combine these spiritual approaches** to elicit astonishing life response results.

Eg all together we could consecrate an upcoming activity, be non-reactive to any stimuli during the interaction, while keeping our thoughts at bay. I.e. **the Force + Non-Reaction + Mental Silence**. In fact, we can utilize any number of life response inducing methods in combination to evoke ultimate results.

Let me give you a true life example:

Case Study: “The Phone”



My phone had not been functioning properly for several months. Then one day when I then called a creditor of mine to make an overdue payment and she mentioned that she could not hear me, I felt enough is enough and felt compelled to bring the phone into the local Apple center for repair. And so a friend and I headed off to the big shopping center about twenty-minute drive away. Before I entered the facility I decided to consecrate the entire matter; offering the issue to the Divine Mother, and also made a pledge to myself to keep all my thoughts and mental activity at bay, as my spiritual teacher had recently advised.

When I entered the Apple store I was greeted by a friendly individual, who escorted me to the Genius Bar, where they fix Apple-related hardware and software. When I sat down I reminded myself of the pledge I had made not to think about potential outcomes, keep my mind free of all thoughts, and let events and outcomes occur as they may. In other words, I was determined to remain as still as possible.

It turns out that I had made a reservation earlier via my PC and had arrived a few minutes early for my appointment. At almost precisely the arranged time a tech person stood before me with a bright smile. She proceeded to ask me questions about the phone’s deficiencies. What was most remarkable however was the fact that she seemed to deeply care about the problem as well as myself to the point that I felt a deep inner, almost soul-like connection. This I had never experienced before from a service rep or similar. It was a sure sign that the consecration and the pledge for inner mental stillness were beginning to work their magic.

After doing extensive tests on the phone the tech indicated that the results were somewhat inconclusive, though it was highly likely that the phone had a defective antenna. She then told me that I could have a NEW phone of a higher end model at a nominal charge to replace it! That was naturally great news; yet even then I held back

all thoughts to celebrate or anticipate; keeping my energies steady. She then escorted me to the next rep who skillfully facilitated the next set of fixes, and then that person handed me off to another who was even more remarkable in his skill and dexterity of copying the info, apps, et al from the old phone to the new phone; who then handed me off to yet another person who completed the paperwork and other phone settings in a way that amazed.

At each step I resisted friendly banter, kept my glee at bay, and as a result, each support person executed their work to near perfection. As I was handed off from one person to another, things happened faster and faster; yet matched with an ever-increasing perfection. All I had to do was control the energy inside me, and all would unfold miraculous-like.

As this was going on, I thought that my friend who accompanied me must have been wondering why I had taken so long. And yet at the very instant I finished up with the last rep and received my new, latest model phone, my friend appeared instantaneously in the entranceway. In other words, after sitting on a sofa about 100 yards away for almost an hour she arrived at precisely the moment I was leaving, creating a magnificent synchronicity and a topper to all of the wonderful events that had just taken place.

In the end, because I had consecrated the problem to the Mother and planned and executed the firm decision to keep all thinking and expectations at bay, I was taken on a wonderful magic carpet ride of success.

Instead of complication there was smoothness and perfection; instead of anxiety and worry about the outcome, happiness and joy permeated every step.

And best of all, my first new smartphone in three years was now in hand!

In sum, we could say that the following spiritual methods of evoking life response were at play in this one overall incident, including -

- **The Power of Consecration**
- **The Power of Mental Silence**
- **The Power of Not reacting**
- **The Power of Not Over-Anticipating or Expecting**
- **The Power to Go with the Flow of Life and Not Interfere**

This shows that we have a great **arsenal for evoking the miraculous** at our disposal. As we learn about and experience these life response-inducing Spiritual methods and their astonishing effects individually, we can start **using them simultaneously in various combination**.

As we do, we increasingly realize that we really can become a true **Master of Life**.



Life Response in Work at the SPIRITUAL Level

Summary

- **Non-Reaction, Equality of Being Attracts**
- **Non-Complaining Attracts**
- **Non-Blaming Others Attracts**
- **Taking Responsibility Attracts**
- **Premature Expression Before Completion Delays or Cancels**
- **Over-Anticipating Before a Think Begins Delays or Cancels**
- **Over-Celebrating an Accomplishment Can Undo It**
- **Power of Restraint that Attracts Positively**
- **Not Asserting, Self-Justifying**
- **Accepting Condition Instead of Asserting, Making Demands**
- **Taking Other Man's Point of View Attracts**
- **Reduced Speech, Listening Attracts**
- **Power of Silent Will, Silence Attracts**
- **Infinite Power of Harmony Attracts**

- **Consecration to the Force Attracts Overwhelmingly**
- **Utilizing Integral Spiritual Power in Life**

Spiritual Addendum:
To Be Incorporated

Case Study: Consecration Resolves Successive Technology Problems

Recently I had a very difficult, complex, and seemingly intractable problem trying to sync my technology devices. I tried everything I knew to resolve it. Finally, today after trying one more time I gave up and asked the Mother for Her help. Five minutes later a screen suddenly popped up with information that helped me realize that I had faulty data in the system. It was as if She brought it up just for me to see.

Now realizing what the problem could be I changed a bit of information (overriding an outdated email address in the log in) and the entire system suddenly began to work!

Not only that, but another related intractable problem I had a week ago got resolved!

Once again I had witnessed the astonishing power of Mother and Her Force to quickly overcome the impossible.

Case Study: Power of Deeply Admiring Value of Ethics Elicits Long Overdue Funds

“I was considering a course in "Business Ethics" for my students this academic year and I was going through a study guide from IAM UK. It was so interesting and was offering me some new insights in the field of ethics.

I started comparing it with the Values of business put forth by Garry Jacobs, and the Inner Outer Correspondence view by Roy Posner, and it had given me a kind of silence this morning. I was really seeing at least for a moment the importance of ethics and its connection with the sustainability of a firm.

I came out of my thoughts with a call from Vinay, a Bangalore based person whom I had done business with some 6 months back, and yet I was yet to receive a payment, which I never asked for.

I began to truly understanding the concept of receiving prompt payments from others (as well as to pay out) as a Value for progress and sustainability through my readings. At the very moment I realised the concept in depth for my class for my students, Mr. Vinay offered me Rs 25,000!”

This is a wonderful experience that shows the power of identifying with a value; in this case appreciating the subtle money value of collecting all outstandings due.

Moreover, when that value moved from the mind as a thought to the emotions, the ideal got energized, and thus attracted the result.

Case Study: Movement towards Harmony between Restaurants Brings Magnificent Results for Each

When an individual is willing to change, very good things happen. When members of an interrelated group each change in their own unique way, then magnificent things descend on that collective from a variety of angles.

This is clearly demonstrated in the recent French-Indian film 'The Hundred Foot Journey'. The film tells the story of a feud between two adjacent restaurants in a French town: one operated by a recently relocated Indian family and the other a Michelin-starred restaurant.

Here is the story: (to be shortened)

The Kadam family ran a restaurant in Mumbai. The second-oldest son, Hassan was being groomed to replace his mother as the restaurant's main cook. However, a mob attacks and firebombs the restaurant over an election dispute. Papa Kadam and his family evacuate the guests, but Mama is killed. Seeking asylum in Europe, the family first settles in London, where their residence proves ill-suited for a restaurant. They depart for mainland Europe.

Shortly after entering France, the brakes on Papa's van fail near Saint-Antonin-Noble-Val in the Midi-Pyrénées. Marguerite a sous chef at an upscale French restaurant named "Le Saule Pleureur" ("The Weeping Willow"), passes by and offers to help the Kadams find an auto repair shop and a guest house. She brings the Kadams to her apartment and treats them to cold food. Papa is amazed at the quality of the food in the village and its availability and discovers that Marguerite made the food herself.

Papa learns of an abandoned restaurant building available for purchase. It's located directly across the street—only 100 feet—from Le Saule Pleureur. Madame Mallory Le Saule Pleureur's owner, asks the Kadams to leave because it is "private property". Papa buys the property, even though the rest of his family is against it, and names the restaurant "Maison Mumbai".

Mallory comes over to Maison Mumbai to ask for a menu and then buys all the locally available ingredients needed to cook their dishes on opening night. A cold war erupts between Papa and Mallory. The war peaks on Bastille Day when one of Mallory's chefs,

Jean-Pierre, and two others vandalize the Kadams' restaurant by spray-painting words which translate to "France for the French" on the outer wall and firebombing the interior. Hassan catches the arsonists in the act and scares them off, but his hands and legs are burned. The following morning Mallory, who knew nothing of the arson and vandalism, dismisses Jean-Pierre and personally cleans the graffiti from Maison Mumbai.

Hassan, having heard from Marguerite that Mallory hires potential chefs by taste-testing an omelet and deciding whether the person is indeed a great chef, asks if he may cook an omelet for her to his recipe. Due to his injured hands, Mallory helps under Hassan's supervision. After tasting the omelet, Mallory recognizes Hassan's potential and invites him to work for her. Papa is initially against the move, but ultimately strikes a deal with her as to Hassan's pay.

Hassan's cooking results in Mallory's restaurant receiving its second Michelin Star. The award draws national attention to Hassan's cooking, and he is offered and accepts a job in Paris. Papa and Mallory make amends and begin seeing each other.

Hassan's cooking in Paris quickly receives critical acclaim, fueling speculation of a third Michelin Star for the Paris restaurant, but his work is increasingly bogged down by thoughts of his family and Marguerite (with whom he had an ongoing romance). Hassan returns home and reunites with Marguerite. He invites Marguerite to join him in a business venture—buying a stake in Mallory's restaurant, along with operational control. Hassan believes this will help the restaurant earn its third star. That evening, Hassan and Marguerite prepare dinner at Mallory's restaurant and bring the dishes across the road to the courtyard of Maison Mumbai for all to enjoy.

**Pt.6 Life Response and the
Character of Life**

Concept

The Character of Life



Like each of us, **Life itself has a character and nature.**

Moreover, Life's character expresses through principles and laws of life

Eg one principle is that how we are to life, life is to us; In other words, **"Inner-Outer Correspondence."**

When we are negative, then life returns the same. Likewise, when we are positive, life brings us positive.

Life Response is therefore the phenomenon that expresses the end result of inner-outer correspondence.

Also, Inner-outer correspondence is but one law that expresses Life's Character.

There are many other subtle laws that reflect Life's Character

In this module we will focus on several central laws and principles of Life. And **we will see how these laws relate to powerful Life Response outcomes.**

We'll start with a discussion about what Life seems to put before us,

and how we relate to or react to that situation. And how that all relates to evoking positive conditions from the world around us.

PART 1: EMBRACING LIFE ATTRACTS

Concept

Accepting the Givens of Life



We perceive life as a whirl of forces, of which we are caught in the middle. Life seems to ignore us, then involve us, then demand of us, then cast us out. It is therefore often hard to make sense of things.

And yet sometimes there seems to be a purpose to things. Other times we perceive no purpose. Most of the time we are too busy, too involved to think of such matters.

Still life seems to continually place things before us, put things on our plate, and it is up to us, it is our choice of what to do with that raw material that has come to us.

Another way of putting it is how should we relate to the things life brings us. Should we ignore it or should we embrace it? Should we accept it as is, or want something else, or something more.

Often we find ourselves in a situation where we want something different from what life puts before us. Eg you might not like your job, and therefore have an urge to leave and find something else.

Other times, we are asked to do things we feel uncomfortable doing. Should we just accept it outright as is or complain and aspire for something else?

Does the Character of Life and its laws, including Inner-Outer Correspondence reveal anything?

Our research and experience has shown that when we accept what life has put before us, rather than reject or ignore it, life tends to quickly respond in our favor; often overwhelmingly so.

Here's a true-life story illustrating this dynamic:

Case Study: Woman Accepts Givens to Work in Sales and Attracts the Job of Her Dreams



Not too long ago I was contacted by a Facebook friend of mine who told me that she had been offered positions in sales. However, she did not take advantage of these offers because she preferred pursuing her acting career instead.

I then suggested that rather than reject the sales work offer, she should accept it in full, putting aside her acting career for the time being.

Well it turns out that as soon as she accepted and responded to the sales work offers, she immediately received word from out of nowhere that she had been *offered a job as a radio actor!*

In other words, by focusing on and embracing the situation at hand, in this case the sales work, she was able to attract her heart's desire in the form of the acting role.

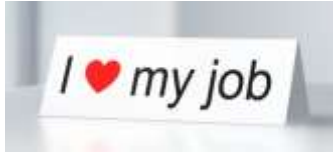
Or to put it another way, when she shifted from a negative to a positive attitude about the current conditions, life quickly turned around and gave her everything she wanted!

Just a little follow-up to this story. The young woman recently told me that that when she went for the audition for the drama part, the lady there *loved her performance*. In fact, they wanted my friend to become a *permanent* member of the cast!

That is the extraordinary life response power of embracing the conditions that life has put before you, whether you like them or not. It opens the door to infinite possibilities!

Let's examine one other incident that demonstrates this principle of life; this time narrated by the person involved:

Case Study: Appreciating Current Job Enables Attraction of Job Closer to One's Dreams



"I felt it was time to leave my current job, which I was doing for one day a week, as it wasn't leading where I wanted to go. But I wasn't sure if I could afford to let it go as it paid well – but got on with my 'inner work' regardless:

I started appreciating my existing job, I also put on the Universe List 'Bring me the perfect job for me, easily and effortlessly'

Within a very short time – weeks, really- I was offered one-day-a-week's work – on the same day – within an area that is closer to my life's purpose. I was able to easily help find my replacement and it all worked out very well and without effort."

Here we see that appreciating one's current Job, i.e. what life has put before us, can attract of job closer to one's dreams.

Concept

Our Own vs. Life's Initiatives



As we see there is a great power to accepting the conditions life has put before you.

We see that in work situations and other situations.

When we feel positive about what life has put before you – whether good or bad on the surface – life will cooperate with you and bring forth wonderful results.

Now we'll look at things from the other direction; where Life is asking nothing of us, where in fact we perceive a dearth of opportunities, and **we feel a need, and urge to create something anew in our lives, so that we can move forward.**

How should we address this problem?

Should we take the Initiative and move forward and create something new, or should we hold back and wait for life to initiative and tell us where to go next?

This is the issue we will address next.

And we will also see how the issue of Initiating or Not Initiating is directly related to life outcomes. That is, whether or not Life will

respond in our favor.

Let's begin with another true story:

Case Study: Request to Do Training Leads to Lifetime of Training (Initiatives of Life Succeed)



A man was working at a desktop publishing center headquarters, where he was the head of the dozens of franchisee operations worldwide. One day his boss asked him to engage in some training for a franchisee at the headquarters. He thought it a pretty trivial use of his time, yet he did it nonetheless. A week or so later, two well-dressed women entered the headquarters location and asked the man if they could talk in private. They then asked him if he was interested in doing software training classes for their training company. He agreed, did several classes for the firm, which launched his 25-year training career. The women coming in was the initiative of Life, which he acceded to, opening the door to overwhelming career change and significant success.

In this case, life came to the franchise manager. When he agreed and took up the training invitation the work would go on to last for decades.

It's an example of the principle that when Life come to you with a work or opportunity it tends to succeed.

By success we mean in terms of ease of unfolding, length of time, higher levels of achievement in life, etc.

Concept

Examples of Life Initiatives that Succeed



If Life initiatives tend to succeed, what are some of the ways they come to us?

Here are several ways we've identified along the way:

- People appear unexpectedly with an opportunity
- People unsolicited offer you an opportunity
- People ask you to join in on a project they have begun
- Surprising developments take place where your involvement is required
- People make important suggestions and recommendations for you to move in a certain direction
- When one is desperate something appears in response to a prayer or deep aspiration
- You are working on something for someone and they ask you to do something else or something more.

Concept

Examples of Our Own Initiatives that Fail



A corollary to life's imitative succeeding is the truth of life that **Self- initiate tends to succeed less often.**

In other words, **when we initiate an undertaking on our own, with no obvious sanction of Life, the work tends to succeed less frequently, or with trouble, or just completely fails after a brief effort.**

Case Study

E.g. one man seeking to raise his income decided to start a new business. No one had come to him to suggest starting the business. He just initiated on his own Though he had a lot of energy and enthusiasm and tried to rally the support of others, ultimately the initiative did not succeed.

One reason was that the surrounding atmosphere was not very positive, and thus conducive to this undertaking.

In addition, just as we've seen certain positive tendencies of Life coming to us indicating real solid chance of success, so to we have seen **certain negative tendencies in ourselves relating to our own Self-initiates that indicates limited success or even outright failure.**

Among them:

- There will be an urge to get something going that does not seem to have the real support of others
- One may try to revive an old work that had limited success before.
- There will be a tendency to broadcast self-assuredly to others the great opportunity there is for success.
- There will be eagerness or expectation experienced in our nerves.
- There may be a sense of strain or even push back in such an undertaking.
- There will be an urge and impulsiveness to execute things as we decide and actually do it.
- One engages in a work because one is desperate rather than it being something one is really committed to and value.
- A positive-tending Life initiative is presenting itself, but you avoid it for your own initiative

Each case of Self-Initiative that fails will have its own flavor, revealing qualities that suggest longer-term limited success or failure.

We should point out however that this is not to say that all Self-initiatives fail. It's just that they succeed less than Life's initiatives.

We can say that [Life initiatives have the Sanction of Life](#), may even secretly hold our purpose and destiny within it; and this carries an exceedingly positive vibration within it, leading to great success.

Hypothesis: Our experience has been that Self-Initiative succeeds 50% or less whereas Life's Initiative when taken up succeed 75-90%

Concept

Holding Back Self-Initiative: The Power of Restraint



We have also noticed a closely related phenomenon:

It is that **if you are about to engage in your own initiative and you HOLD BACK, Life can respond with marvelous life response oriented results.**

We call this phenomenon and life character the **“Power of Restraint.”**

Let’s examine a true-life example to make it clearer: (It’s another personal experience of mine.)

Case Study: Withholding Sending Design Attracts Positive Result from Target Party



In the past I had a relation with a company that did not end in success. However, recently I had a new design that I thought they could make a beautiful object out of.

This time however, I restrained myself and did not forward the design to him because (a) I remembered that things did not work out in the past, and (b) I recalled that initiating tends not to work out (whereas Life initiating works out better).

The next day I saw an entry in a discussion forum where this same individual responded very enthusiastically to a post I had recently made, something he had never done over the course of half a decade, even though I had made hundreds of such posts before!

If we are eager, but hold back from taking action, life can quickly bring about wonderful results.

Here's an even more powerful example; with even greater life response results:

Case Study: Restraint Leading Up to a Conference



An associate of mine was about to participate in an important conference in a nearby city. Normally he travels throughout the world to give his presentation, but this time he happened to be participating in a gathering nearby.

I had not met with him in over a year and could have easily been overeager to see him. Though he emailed me and left his hotel information, I held back and practiced restraint, since there really was no other compelling reason for our getting together. In light of additional time constraints and other factors I thought this was the best approach. Plus, I felt this could lead to positive consequences.

A week or so later my colleague informed me that the conference had gone exceedingly well; far beyond his expectations. He energetically told me that he had met a number of very interesting and influential people who were deeply sympathetic to his own aspirations in his field. He went on to tell me about other marvelous developments at the conference.

In retrospect I felt that my restraint helped evoke these wonderful results, reminding me once again of its extraordinary life response power.

Concept

Embracing Opportunities that Come Our Way



Very closely related to the subject of taking up Life Initiatives when they come to us is the subject of embracing Opportunities that come our way.

Those who embrace opportunities, tend to accomplish more than those who don't. They move onto the fast-track of success.

The Mother has written, "There are unique moments in life that pass like a dream. One must catch them on the wing, for they never return".

Therefore, Life coming to you with an opportunity should never be ignored!

And as we know each time we embrace an opportunity, we are sure to evoke positive conditions in relation to that possibility.

Some examples?

We have already seen several opportunity-embraced experiences that led to good or great fortune.

--When the opportunity came for me to work for a training company

when I was manager of the desktop publishing operation and I embraced it, it led to a 30-year training career.

-- In another instance when I first ignored an opportunity to work in a lumber yard instead of wander around the word, I attracted the most important people in my entire life.

Let's then examine several other situations where we shed a negative or hesitating attitude toward an incoming opportunity and evoked good fortune.

Opportunities and Negative Attitudes

Sometimes we don't take up an opportunity because there is something in our attitudes blocking its acceptance. However, if we shift our position and take up the opportunity, great, unexpected reward can suddenly come our way.

Case Study

M, a dynamic, hardworking entrepreneur, was offered a multi-million-dollar business opportunity by his brother on condition that he accepts a third person as a silent partner and offer him half the profits for doing no work.

After struggling with his sense of unfairness & resentment, M decided to offer the partner whatever share he wanted and to do it happily. The partner scaled back his demands and accepted just 35% share. A few months later, the partner offered to withdraw and left the entire project to M.

As we see, when we shed our negative attitudes that block our acceptance of an opportunity that has come our way, startling conditions quickly present themselves. It is a true wonder to behold!

Opportunities and Hesitancy

Believe it or not, there are even times when individuals refuse an

opportunity that has come their way, **even when it was the only way out of a current serious situation!**

And yet here too, if we shed that hesitation and take it up, life will reward us in grand fashion -- often in areas of life we would have never considered!

Here's a true life example:

Case Study

A woman ran a café that was in her family for generations. Now it was failing. She was distraught to no end. Someone who loved her offered her money. At first she absolutely refused it and him.

At the very moment she finally gave in and accepted him and the funds, she got a call in which she learned about whereabouts of her long lost nephews.

At any time, we can redeem ourselves from our hesitation and make full use of an opportunity that has come from Life around us.

PART 2: SEEING BEYOND THE NEGATIVE

Concept

Correlating a Negative to Ourselves



Now I would like to shift the discussion to another aspect of life.

Namely, **how to relate to the negative circumstances that come our way.**

We already know from the laws of life response that **negatives happening outside ourselves are often, if not always, a reflection of some negative quality inside ourselves.**

Moreover, if we discover the negative within and reverse it, the outer will quickly respond positively in kind.

Here then is a wonderful little true story that demonstrates this perfectly. It was narrated by a friend of mind to myself and other readers.

Case Study: A Merchant's incredible Shipping Story



“Hi Roy and fellow members! I have an interesting life response experience from just the other day that is, without a doubt, a result of consecration and my very definite decision to let go of a destructive emotion. It's not a huge incident, but it is a bit of a story, and something I want to share, nonetheless.

Okay, last week a small package did not get picked up from my mailbox, which had the "Red Flag" up - thereby signaling that I had mail for our rural mail carrier. (Usually it does, but a new substitute was learning the route)

The next morning, I took that small package (about 8 ounces, and already labeled with appropriate postage), where, to my dismay, a clerk who is known for excruciatingly slow service was standing.

Typically, I try to avoid going in for counter service if this particular clerk is there, because he acts as though he is absent-minded, talking at length with people about non job-related topics when the line is backing up.

He also states his opinions very decidedly, and is often unbending, insisting on his statements being fact.

Nonetheless, he is generally a very pleasant person too! So, this can make for a somewhat frustrating experience - it's not as though anyone could "dislike" the person - but things can sometimes be frustrating.

In the last year, I had become more and more critical of this service, and had truly tried to avoid being served if he is there. I could actually "feel" my stomach begin to churn when I saw him, and I was physically aware that I had negative feelings about the situation (I did try consecrating, but my efforts were weak!).

When I went in, he began examining the packages (I had brought a few more that I had to mail), and looking at the tiny one, he had a curious look on his face - perhaps it was the

date, which was from more than a day before. I said, "Oh, that was in the mailbox but didn't get picked up."

Instantly, he began saying that there had been no obligation by the carrier to pick up the package, and that I had to "schedule" pickup, and that if not scheduled ahead of time, it is merely a "courtesy" that the mail gets picked up at our box.

I could feel my anger and frustration rising, since I know that in this case, there IS no "scheduling" pickup since to do so, at least one package must be "Priority" (we've been at this for a long time as eBay sellers, so we were aware of the rules). I said, "No, actually, we did not have to schedule it because it was small, INSIDE the mailbox - just like where we place our outgoing bills - and the flag was up."

He disagreed again. I said, "So, then, if this is true, what is the point of the 'red flag' on the box? The carrier does NOT have to pick up mail if he or she sees that up?"

Again, he insisted that there was never any obligation on behalf of carriers to pick up the mail, and he would not stop. He was almost laughing at me. I felt my ire rise higher than I have felt in many years - I'm pretty hard to "rile up" these days. Finally, because I could feel the anger starting to rise, I just said, "Whatever (name)... whatever you say..." and left.

I could not understand my anger. I consecrated and meditated, but all I could think of was "he is SUCH a jerk!" (and similar negative thoughts).

When I arrived home, I set upon finding the documentation that would prove that he was wrong. I did find the documentation, right in a postal service manual, proving that it is, in fact, a requirement of the contracted carriers to pick up mail if there is a red flag up (unless it seriously interferes with their ability to deliver mail - and this was not one of those times).

I still found myself feeling angry. I decided NOT to bring the documentation to the post office - especially feeling the way I did.

Now, I don't like feeling angry. It bugs me. I'm non-productive and frankly, anger doesn't become me. So I kept consecrating in a half-hearted way, but still feeling angry about the clerk...

But things got worse.

That very night, we received a complaint from a customer in California, saying that we sent her the wrong item. She said we sent her two "junk" books instead of the actual item she ordered. Concerned, we went through our labels, and looked at everything that went out when her package was sent, and because we aren't selling much right now, only 2 packages were even sent that day - and no one was sent any books.

We did all our due diligence, and began to think she was scamming us. We couldn't figure out how she could possibly say she received 2 books when the actual package we had sent her was verified as being less than 10 ounces.

I began to put 2+2 together - I began to feel that my unrelenting anger was "plugging up the works" in other parts of our life.

So, I sat down, and quietly called to Mother, and consecrated more diligently. This time, I affirmed that the same power that created and sustains me also created and sustains not only the mail clerk, but also this displeased customer. I consecrated the clerk to Mother, while asking to be forgiven for my anger and frustration since he is, in fact, also a son of the Divine. I consecrated the customer in California in the same way.

I consecrated everything I could think of for an hour!

Suddenly, I felt my anger with the clerk lift. I mean - 100%. It was just gone! I felt a certain peace I hadn't felt before.

So, I decided that when I bring the documentation into the post office, I'll do so when it feels "right," and when it isn't in retaliation. I may not bring it at all. I just decided to "let it be" for now, and just give it some time. I just kept consecrating and affirming our essential oneness.

Then, the craziest thing happened! In checking the emails a few hours later, the customer in California wrote - apologizing - and saying that she found the item we sent, and that she had made an honest mistake, and that she had closed the complaint!

Of course, we wrote to her immediately, saying that we were grateful that she had found the item, and that we ALL make mistakes. No hard feelings, and we hoped her other order would be straightened out quickly.

Anyway, that's my story of the day!"

In this wonderful experience of Kathy, the process was very clear.

She saw the connection between one area of her life that was negative and the problems she was having with another.

When she recognized that correlation, wished to change her behavior, and consecrated the matter, she received a startling response from life!

Very often in our lives we will be attracting negative circumstance due to the fact that we ourselves are acting negatively in another area of our lives.

Seeing connection of one area to a seemingly unrelated other area is a sign of a widening consciousness.

Knowing what to do about it and seeing the magnificent result that ensues is the topper!

Concept

Perceiving Opportunities Behind the Negative



The question we'll now address is what is the best way to relate to Negatives that come our way.

In the story involving Kathy she correlated the negative to a something inside her, made the necessary adjustment, and evoked wonderful response.

There is another way to relate to negatives: **it is to see them as Opportunities in disguise!**

It is to see negative conditions that come to us as opportunities for improvement and progress that are lurking just below the surface; just behind the problem.

Here's an example:

Case Study: Software Upgrade “Problem”



The other day I needed to upgrade my Microsoft Office software application from the 2010 to the 2013 version. In the middle of the installation the system froze. I tried to reinstall, but to no avail. Though I was not pleased with the situation, I remained steady. I even suspected some additional good could come out of this problematic situation. I then contacted Microsoft technical support, and spoke with someone who was very pleasant and supportive, but after two hours of trying also could not resolve the problem. The case was then forwarded to a higher-level expert there.

On a second call the next day, the tech took over my machine remotely and continued to try to resolve the problem. At one point they asked if I had the computer tuned recently as I had a number of issues with it. I said I hadn't, though I had noted to myself that the system ran slow on occasion, and occasionally froze.

At one point I consecrated the problem and also did my best to forget the issue, putting the entire matter fully in the technician's and the Divine's hands. A little while later I saw that the system was beginning to install properly. When it completed, I thanked the technician and began to use the upgraded software. It turns out that not only was the upgrade now running very well, but I also noticed that the entire computer was also running faster! When I explored further I saw that many software add-ins acquired along the way had been removed, one of several reasons why the systems now ran so much better!

I was startled by this turn of events but somehow not surprised as I knew of the wonders of the spiritual Force, as well as the power of not reacting to a negative situation.

Actually there was more in this case, as I had consciously thought about the fact that additional positive outcomes can come out of a negative situation beyond resolving the

immediate problem, which is precisely what happened when in essence I practically acquired a brand new computer!

As we see, if you can look at the difficulties that befall you as an opportunity lurking behind, life will return the favor and respond with good or great fortune.

It is true that this is not easy to do when a serious problem arises. However, if you can break through the worry and fear and perceive the possibility of a great positive, you will have the wherewithal to attract such startling positive outcomes.

Concept

Token Initiatives in a Negative Situation



We have so far seen two psychological strategies for dealing with the negatives that come our way.

--The first is to see the correlation of the outer negative with something in our nature, and reverse that wanting quality inside, thereby cancelling the outer negative and more.

--The second is to see negatives as actual real opportunities in disguise. When we embrace that attitude, good or great things tend to follow through Life Response type outcomes.

We have also observed another interesting phenomenon related to negative conditions that come our way:

It turns out that when we are in a very negative situation, and we don't see any clear way forward, **life may be asking us to make the smallest token effort to do anything we know how to get the ball rolling.**

When we make that smallest token effort, life has a funny way of responding by completely wiping out the negative condition!

Let's examine a real life example of this startling dynamic:

Case Study: Desperate Man without Work Seeks a Job and Secures a Thirty Year Career



A man had just lost his entire business and his home on top of that. He was living at a friend's house who was away for a while. The man did not know what to do with his life. One thing he thought of however was to look for a job in the paper for a sales position. ANY sales position!

To his surprise, several weeks later he secured a job for an Energy Conservation company nearby to sell energy saving products. Soon after he was made sales manager for that division, and thereby organized a team of sales people to do what he had done before. While on the job, he helped develop a spreadsheet program that calculated energy savings for the client if they purchased his team's products.

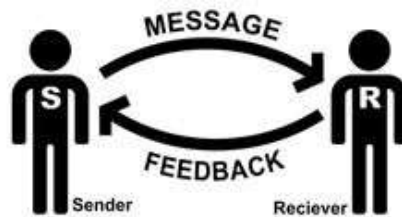
He enjoyed this methodology and as a result he took an interest in the personal computer, a fledgling technology at the time. Several months later, he became a computer sales person, which kicked off a 30-year career in that field that he practices till this day.

By doing what he could in that original desperate situation, by making that token gesture to seek sales employment of any sort, his entire world quickly changed!

It was an overwhelming response from life due to a small token gesture and initiative for improvement.

Concept

Key Life Principle: Contradictions are Complements



As we grow in consciousness, we begin to perceive the value of negative circumstance in our lives.

Eg we have seen that an opportunity frequently lurks behind the difficult circumstance.

It's not that we WANT negatives to occur; but when they do, it seems we can look at things from a higher consciousness and perceive their utility in the greater scheme of things.

We can even take that insight a bit further.

Eg when we look even deeper, we begin to see that it is **through the contradiction of any two or more entities**, – whether people, parties, organizations, ideas, nations, etc. – that a new progress is always waiting in potential.

--Eg it is when I am in conflict with another person about certain ideas, that I learn of new important ones beyond my beliefs, and our petty differences.

--That through my conflict with another, I learn about my limitations--

whether a wanting habit, attitude, opinion, or belief.

This then suggests that in fact **what we consider to be a conflict and contradiction between ourselves is actually a complementary, helpful relationship in disguise.**

I.e. the other party is not an antagonist per se, but secretly a co-party in helping me grow!

We call this startling principle of existence “Contradictions are Truly Complements”

Thus, what we perceive to be contradiction and division and conflict with others through our surface view of things is perceived as an emerging Higher Harmony from a deeper perspective within.

To make this startling principle somewhat clearer, let’s examine a true life experience:

Case Study

A man was having trouble getting the right information from another person. He persisted in trying to obtain it, but things just seemed to go right. In fact, they were going in circles.

Finally, he drew up a list of examples for the other person to follow. In doing, so the first man now had sample data he could now send to a variety of other users, which was a welcome development

The added effect of this episode is that it compelled the second man to voluntarily forward a paper revealing much information about himself; something the first man did not ask for, but helped him understand the second man's mind.

In other words, the whole misunderstanding had the net effect of creating

better understanding about the process and data required, as well as a greater knowledge of the second person.

Life in essence had quickly evolved through a seeming conflictive unfolding that secretly had a higher purpose to bring greater understanding all around.

Thus if we can look out on any negative, conflictive, divisive situation and see the hidden higher harmony that Life is trying to bring about, we can avoid a lot of difficulty and strife.

By **seeing the complementarity instead of the contradiction**, we can be in the right frame of mind, with the right understanding to develop the right strategies, moving life rapidly forward: to a higher level of success, well-being, happiness and joy.

PART 3: PRINCIPLES OF ACTS

Concept

The Nature of Acts



Now we are ready to move to another dimension of the “Character of Life.” It has to do with action or acting in the world.

Let’s take a step back, and look at the big picture of daily living.

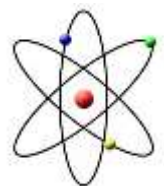
One thing we can observe is that **when we function in the world, we do so through the individual acts we perform.**

In fact, we could say that **the ACT is the fundamental unit of life** - in the same way that the atom or molecule are the fundamental units of matter.

Another conclusion is that there are actually **laws governing Acts.**

What are those laws? It depends who you ask.

Eg Science tends to apprehend the surface laws of life, the things we can see or measure - such as the force of action and reaction.



However, there are **deeper laws governing acts** that Science misses.

Those deeper laws reflect the true nature and Character of Life.

We will now begin to reveal several of those laws, as well as how they

relate to the phenomenon of Life Response.

Concept

Acts Repeat Phenomenon



Perhaps the most fundamental law about acts is that they tend to repeat. Each time an act is performed, it recycles itself and repeats. In fact, it will keep repeating itself forever, unless there is some deterrent that prevents it from doing so.

Here is an example of how life repeats:

Every time an instructor performs a class, he receives payment for previous classes on that same day. Mysteriously, the money will not come until he does that class! Whether that day or the next day, but not before.

This is an example of acts subtle capacity to repeat itself.

Ok, let's go a little further on this repeating phenomenon.

We have also seen that when an act repeats, it does so in a positive, neutral, or negative fashion. We could say that the example above is a mostly positive or perhaps neutral repeating outcome.

Then what would be an example of a repeating act that is negative? Here are several examples:

--An individual has problem with her boss. She does not change, and therefore when she moves to another department, she has problems with that boss as well. Life repeats, as the underlying consciousness of the individual did not change to alter the repeating

dynamic.

--A man has problems in his life. He moves to another town seeking a fresh start. However, his nature does not change, and now through a new instrument, his problems of old repeat again. Life repeats, here negatively, because his consciousness did not change.

--An individual periodically meets with a friend and business associate for lunch over the years, and each time his friend is precisely 15 minutes late! The habit has not been altered by the friend, so it repeats seemingly ad infinitum.

Concept

Acts Repeat Phenomenon-2



As suggested in our examples above, a corollary of the fact that Acts Repeat is that **they will continue to repeat until there is a change in consciousness brought to bear.**

Then what would happen if the individual who repeated negatively changed his consciousness?

Our research shows that not only would the pattern be broken, but there would be an added **positive response from life.**

Let's take a look at a fascinating true life example where an individual used **inner spiritual and psychological power to alter the negative repetition pattern of another individual.** (It is a somewhat lengthy, but a rewarding tale!)

Case Study

Every two or three years I meet with a friend of mine whom I have known for a quarter of a century. This is a person who I worked with many years ago and over time has become a successful software developer. As a result, he now lives in a prosperous community nearby with his family. Whenever we get together, we meet for lunch at a local restaurant in my town in the San Francisco Bay Area.

Though the time for our meetings are normally 12 noon, I usually end up arriving just a touch early, sit at a table in the back, and face the front of the restaurant so I can wave

him in my direction when he shows up. It turns out that every time we have our lunch get together, he arrives late -- usually 15-30 minutes. He then invariably apologizes profusely for his tardiness, since he is a well-mannered individual and has a soft, winning nature. For 25 years this pattern of lateness has repeated.

On this particular occasion I arrived a few minutes early, and instead of entering the restaurant, I decided to sit in my car in the parking lot until 12 noon arrived. As I sat there remembering the many times I met my friend here in the past, I also recalled how he always arrived late. In fact, it had become something of an ongoing joke between us. This time however, I decided to take a very different approach. I therefore closed my eyes and concentrated myself, and then offered the entire matter up to the Divine Mother, hoping for the best.

Well just as I was about to exit my car and enter the restaurant at 12, my cell phone rang. I saw that it was an incoming call from my friend. As I answered, I thought, "Here we go again! He's calling to tell me that he is delayed or that the meeting needed to be cancelled." He then proceeded to ask me if we were indeed supposed to meet today. "Oh boy, I thought, it's repeating once more." However, at the end of the short conversation, he said something startling. He told me that he was already in the restaurant, and was waiting for me at his table!

Somewhat shocked by the development, I got out of the car. Then I began to joyously laugh to myself as I realized that he did not know I was a mere 10-20 yards away from him in the parking lot. (The wonders of modern cell phones!) I now realized that I would be surprising him with my sudden arrival, since he likely thought I had not yet left home. Now practically dancing into the diner, I saw my friend standing and waving to me in the back, and scampered over to take my seat at the table he reserved.

When I sat down, I was filled with giddiness and awash in wonder. There were so many reasons! For one, it turned out that for the first time ever we were sitting on the exact *opposite* side of the restaurant we normally sat at. This struck me as very compelling. I also noticed that he was sitting at the opposite side of the table than before. That is, now he was facing front; where I always had that vantage point in the past. Add the fact that he had arrived on time after all of these years -- actually *before* me -- and it is no wonder that I was enthralled by the situation. It was obvious in that precious moment that life had completely turned around; both literally and figuratively.

As I sat there in a state of wonder, I understood clearly why this had all happened. Because I opened to the spiritual Force, to the Divine Mother before entering the diner, years of inertia-based repetition had come to an end. That Power evoked the very best conditions for all concerned.

There is one other interesting part to the story. After these developments, we then proceeded to have a fine meal and very stimulating conversation. In it my friend revealed that he had just gone through a very trying episode, where he was caught in a great blizzard in New York City. He then described to me in great detail the unbelievable difficulties he encountered in dealing with the wicked weather. How he had been forced into going places and using modes of public transportation he was unfamiliar with as the weather created havoc with the situation. How he was forced to go to three different hospitals during those days to deal with three different family members who had suddenly taken ill. And so forth for the remainder of the time he was trapped in the city and could not make it back to California.

But what was really startling to me was that all of his adventures took place in the precise area of the city where I grew up; places and things I had not thought of in over 40 years since moving to California back then. In fact, he had practically retraced every haunt, transportation method (bus, subway, and taxi), and station I used to make my way back and forth to Manhattan as a youth. It was too much to believe to discover that out of a thousand locales in that gigantic metro area, my friend had been moving about in the very specific ones that I did in my youth. The precise bus; the precise train, the precise destination train station; even the precise neighborhood where I lived. It was a million to one shot that this could happen. And yet I knew that the miraculous coincidence he was narrating was but another result of my earlier effort at consecrating his previous lateness.

After narrating his gripping story, my friend revealed that he was considering writing a book on the subject, which would not only include the great adventure he just narrated, but related subjects on human trust and fear that he has observed for decades in the American landscape. Now after suggesting this possibility, his face became bright in a way I had not seen in years, if ever before. In fact, for the first time in decades, I sensed that he had a new purpose and direction in life.

As we see, when life repeats in the negative, we can overcome that repetition by taking to a new, higher understanding.

My friend must have done just that, as he finally arrived at his appointment

on time.

From my side, I also saw that by evoking the Spiritual Force, I was able to attract a plethora of astonishing conditions, including the overcoming of the negative repeating habit of my friend, as well as a number of other circumstances that bordered on the miraculous.

Concept

Acts Repeat Phenomenon-3



Cause of, Breaking Negative Repetitions

We have now seen that **life tends to repeat** (and do so positively, neutrally, or negatively-).

But why is this the case? Eg why do we tend to repeat the same things over and over in a negative way?

It is due to what we call the "**physical consciousness.**"

What is the physical consciousness?

It is the regressive, inertia-inducing part of our physical body that does not want to change, that assures the repetition of negative acts.

Think of it as a mule that merely wants to do the same thing as before, and never do anything different. When the owner tries to make him, he resists.

And yet, if we identify our repeating negative habits (or attitudes or actions), and then makes a sincere, concerted effort to overcome them, we will not only break this long-term dynamic, but we will open the doors to enormous positive, even life-changing response

from the world.

Ok, let's examine ourselves in this regard.

What qualities of your being – whether habit, attitude, beliefs, opinion, etc. -- keep repeating, producing a dull or otherwise negative effect?

And what will you do rectify them, so they don't repeat? (Be sure to look out for positive response in your efforts to produce such repeating negative acts.)

Concept

Initial Occurrence Indicates Final Outcome



There are a number of principles and laws of Acts, reflecting the true Character of Life.

Some of the laws are extraordinary, like the way acts keep repeating unless a higher consciousness is brought to bear.

Another startling principle of acts is that [the ultimate outcome of a project, work, circumstance, etc. can be seen at the very beginning.](#)

In other words, at the outset of a related chain of conditions there are circumstance that indicate the nature of the final outcome -- whether it's a project in a business, a home purchase, even a marriage.

This dynamic can involve positive or negative circumstance. Let's then start with some positive examples of this act-related phenomenon:

Initial Occurrence Portents Positive Outcome Examples:

--When members of a group of individuals got together to discuss ideas for a future website, the atmosphere was positive, cheerful, and buoyant. What would eventually come out of that effort was

magnificent, lasting decades and helping so very many. Thus the initial atmosphere presaged the final outcome.

--When two smartly dressed women came into his office from out of the blue and offered a man an excellent work opportunity, it led to a wonderful twenty-year successful training career. Again, the original event indicated what was to come.

Now let's examine some negative examples of the phenomenon:

Initial Occurrence Portents Negative Outcome Examples:

--A man went to meet with a potential employee, and on the way he got completely lost. As a result of working with those individuals, within a few years he was forced into bankruptcy reorganization. Thus being lost presaged the final outcome of failure of the business.

--A man frantically went to purchase some suntan lotion before going on a boat ride on a river. Midway through the ride, a speed-boat nearly rapped right through the tiny vessel he was in, which could have caused serious injury to himself and others aboard.

Concept

Initial Occurrence Indicates Final Outcome – 2



Perhaps after reading these fascinating examples of initial occurrence indicating final outcome, you might wonder how you can utilize this knowledge.

Let's consider an answer for each of the positive and negative outcomes:

Positives Outcomes:

If we are aware of the positive condition that has occurred at the outset and seen the positive outcomes that resulted, we can remind ourselves to continue to exhibit those attitudes, values, and behaviors. That will enable us to attract even more good fortune in future.

Also, each time we experience the initial positive circumstance, such as an opportunity, we can enable even greater positive results.

Negatives Outcomes:

If we are aware of a negative condition that has occurred at the outset and seen the negative final outcome, we can remind ourselves to avoid that behavior in the future. That way we will avoid an eventuality that is not in one's interests.

Also, if we can consecrate the negative iteration at the outset, any negative final outcome will be avoided; and in fact it can be reversed into a very positive outcome instead.

Concept

Every Act/Event Is Announced Beforehand



Let's continue on our journey to discover the Principles of Acts.

We have already seen that acts repeat, and we have also seen that the initial instance is a portent of the final outcome. A closely related to this second law is that **every act in life - regardless of when it occurs - is indicated beforehand by the occurrence of a previous act.**

--If eg there is a high-jacking of an airplane, there will have been an article in the local paper about high-jacking just a few days before, which by the way, the hijackers never saw.

--Or the breakup of a relationship is indicated weeks before when one of the two parties has an accident when climbing among the rocks with that potential life partner.

--Or if a huge check comes in the mail, it is preceded by a feeling of excellent health or well-being beyond one's ordinary state.

In this way, every act in life is indicated by some previous act and circumstance, condition, etc. that is a sign of what is to come.

Let me give you a concrete example; i.e. a true life story.

Case Study

One day I opened my iPhone and was requested to update two apps; one being the KGO radio app.

Since this occurs fairly often, I took no notice. But then as I looked at the KGO icon for the app something kept telling me to give it attention, including uploading the app. I gave it some heed since the station often announces important news events in the community, and maybe I thought something critical might occur soon. Still I moved on.

The next morning, I was rudely awakened to the sound of one or more extremely loud helicopters right over my residence. This happens once every several years for a few moments, but then the copters would fly off. This time the copters hovered right over the area for several hours straight (!), and I knew something serious was occurring, perhaps a police emergency or a problem on the nearby highway.

I then recalled my KGO app that was “urging me” to download it the day before.

And so I now grabbed my phone and uploaded it. Immediately I opened it up, and the radio announcer began announcing the traffic report in the San Francisco Bay Area. The very first thing he mentioned was my small town’s name and indicated that a multi-car carrier truck had caught fire not too far from my home on the highway, backing up traffic for miles during the busy morning commute.

In other words, the KGO app had in essence announced the event the day before when it sat there on my phone “insisting” that I download it.

Concept

Every Act/Event Is Announced Beforehand -2



The phenomenon that every act/event in the world is being announced by a previous act is actually the case for every act in the universe and is also always occurring all of the time.

However, it is simply too subtle for the average person to perceive.

And yet if we develop our consciousness to a higher level, we will increasingly see this Marvel of life at work.

How can this benefit us?

Well, if Life itself is constantly indicating in advance what it is to come and we have that knowledge, then we gain an overwhelming advantage when partaking in the Game of Life.

Let's examine one other true life example that brings out this point:

Case Study

One day on break from my training work I about to place an order at a restaurant when I noticed that at the overhead signage for ordering what I wanted was not visible. I pointed it out to the order taker, after which he made it available for viewing.

When I then ordered the food from that particular signage, it turned out to be overcooked and unsatisfying.

So what is the moral of this story?

As before, we see that the signage not being available is an indicator of the negative to come; i.e. the poor quality of the food.

This is all fine and good, but how can we utilize such a profound knowledge?

One approach is that when we are conscious of this association we can Offer the problem - in this case, the fact of the non-appropriate signage - to the spiritual Force so that it would cancel the negative to come of the poor food.

In fact, whenever we see a negative unfolding, it is always best to consecrate it, or take other precautions depending on the situation.

In that way, we can avoid most of the negative circumstance that are indicated beforehand and are likely to come our way.

PART 4: EFFORTS TO RISE TO THE NEXT LEVEL

Concept

Keys to Accomplishment in Work



If indeed life has a character, then it must relate to our aspirations in life; **to what we want to accomplish in our lives.**

If we want to accomplish at a higher level, there are bound to be factors revealed in life's character that can accelerate that process.

However, before we get to those let's consider what we normally understand as the keys to accomplishment.

Common sense provides a number of the **keys to accomplishment**, including-

- Having clear goals
- Intensely wanting to make real those goals
- Making the firm decision and commitment to make it happen
- Putting out the full effort
- Being psychologically stronger rather than weak in the face of life' exigencies, pressures
- Having the necessary knowledge and skills
- Persevering, never-say die attitude

- Having the right attitude towards the work, life, others, and ourselves
- Having deep values we believe in, cherish

Yet one wonders **what else there is about life's character that can influence, determine, support, retard our aspirations for work success.**

Concept

Effect of Surrounding Atmosphere on Success



Suppose we have the aspiration to move to a level of success far beyond our current status.

One wonders if there are, aside from the common-sense factors, **subtle, life-related factors** that can support or retard that effort.

Over the years we have come to understand that the “atmosphere” surrounding the work can have a major influence on any attempt to rise to a higher level of success.

More specifically we have noticed that-

If the surrounding atmosphere is positive, then life tends to cooperate with one's efforts and supports accomplishment.

If it is negative, it can it tends to block or delay results, retarding accomplishment -- no matter despite application of any of the common-sense factors listed earlier.

Let's examine the film Seabiscuit, based on true-life events, and see the power of “consciousness of the environment” to affect the outcomes of life -- including our capacity to accomplish at high levels.

Case Study: A Supportive Atmosphere in Seabiscuit



In the story of Seabiscuit, which occurs during the period of the Great Depression in America in the 1930s, a little known and apparently ill-fitted horse becomes the greatest winner in racing history because of his heart and the power of three mentors and their own personal growth. With that in mind, let's consider the environment, the surrounding atmosphere to support or deflate the startling, inspiring events.

At the level of the *nation*, we witness a country, the United States that is dynamic; encouraging individuality and initiative. There is an atmosphere of freedom that allows a person to choose as he or she pleases. This is particularly true in the American West, which is less fettered by class structure and certain moral and ethical strictures of the Eastern part of the country.

All of these factors together support accomplishment for the individual. E.g., we see how Charles (the eventual owner of Seabiscuit) takes advantage of this environment when he starts his own bicycle shop, and later on when he sees the opportunity with the automobile that he seizes. He feels free to move around as he pleases; to become anyone he chooses; to be entrepreneurial and his own man. He senses at every point that he is free to create his own reality; to become anything he chooses in this land of Infinite Possibility.

And yet it can be argued that *Seabiscuit* takes place at the time of the *Great Depression* - a period of great poverty and unemployment, which would seem to make real accomplishment difficult, if not impossible. It is a counter force of limitation; of fear and anxiety that would seem to limit one's ability to achieve.

It did have the effect of putting Tom (the eventual trainer of Seabiscuit) out of work, and forced Red (Seabiscuit's rider/jockey) into desperate measures (i.e. boxing) in order to survive. It even slowed down Charles' very successful auto business. And yet always lurking in the background is this sense of the possible; that if one makes a sincere effort,

things will eventually come around, which is just what eventually happens for the individuals of this vast nation. In fact, Seabiscuit himself, a small horse, reminds them that anyone can come back from adversity in this society of Infinite Possibilities. That is why the population reacts so positively to Seabiscuit's ascent. It is because they know in their bones, they subtly sense that rejuvenation and prosperity is just around the corner.

This is an example of the extraordinary power of a positive atmosphere to support outcomes in life.

In any type of work, if the atmosphere is dynamic and supportive, then even small efforts can catapult one to higher levels of accomplishment. Eg witness what we have seen in Silicon Valley, where a dynamic, stimulating, and energetic success-driven environment, has the power to elevate modest efforts into astonish successes.

Which begs the following questions:

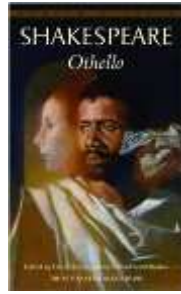
What is the surrounding atmosphere in your work?

Is it supportive of success in your own current work?

Does it or would it support your effort to accomplish at a higher level?

Describe here how the atmosphere supports or holds down efforts of growth and success.

Case Study: A Negative Atmosphere in Othello



Then there is the other side of the coin. Over the years we have seen where the atmosphere is so poor, even terrible, that it leads to extraordinary negative outcomes -- despite one's own good intentions, including engaging in the common-sense factors that foster success.

Often those negative outcomes come as a startling negative response from life.

There is no more dramatic example of this than in Shakespeare's play **Othello**.

In Shakespeare's Othello a black warrior returns to lead to his predominantly white constituency but is secretly hated not only because of his skin color and his ancestry but because he has eloped with Desdemona, the white daughter of a senator.

In draws the ire of some including perhaps Shakespeare's most evil character Iago.

The atmosphere around Othello, who is actually basically a good and brave man, that the single drop of a handkerchief will prove to be the evidence that unjustifiably condemns Othello.

It is an example of the fact that in an extremely negative surrounding atmosphere, as was the case here, the chance of a positive administration of governance is impossible.

Worse still, it can cause individuals with evil intent to fill the void, further poisoning the atmosphere, too often leading to great Tragedy.

Thus we see that in a negative atmosphere even a small thing can bring down an entire undertaking or institution.

It is the same for a business or any other form of organization.

Eg we have seen that if one undertakes a new project in a negative atmosphere, it can retard the progress and the outcome greatly. The project may get off the ground due to the sheer will and efforts of the participants, but unless one has great inner psychological strength, it will succumb to that limiting atmosphere. And often it will come apart in the form of a negative response from life.

Then the question becomes: Is there any hope in these sorts of situations?

Fortunately, there is.

If one recognizes the negative atmosphere and offers the matter to the spiritual Force, the negative effect can be overcome.

It requires a great faith as well as an intensity of will to produce the desired positive result.

More specifically, if you can get to the source of the negative atmosphere, comprehend it fully in your mind, and then consecrate it, you may soon see that atmosphere begin to yield, leading to a more positive one.

Furthermore, if you can also get others on board to make such inner efforts, the whole thing can quickly turn around.

It is the power we have inside to neutralize negative conditions – including a poisonous or otherwise wanting surrounding atmosphere.

Concept

Internal and Outer Atmosphere Together = Success



From the above analysis we see that **the best conditions for work success occur when both the internal consciousness (of the person(s)), and the outer, surrounding atmosphere are positive.**

In fact, we have seen that the most successful companies tend to have that blending of the inner and outer positive

-from its people filled with right attitudes, values, and direction; to the very positive atmosphere surrounding it.

Then let's take it a step further, and ask ourselves "what are some of the ways the outer atmosphere expresses in a work or a business or organization?"

First of all, we know that, aspiration, skill, strength, effort, attitude, values, etc. determine the inner condition. If they are fulfilled, the company is well on the road to success. But what about the surrounding atmosphere? What are the ways it expresses?

Among the conditions that determine the outer atmosphere of a company are-

- the status of the community, nation, state, country the organization is in
- the press and other media's viewpoint about the organization
- the overall reputation of the firm – short and long-term
- the absence of outstanding negative conditions, scandals, conflicts, catastrophes, accidents, etc. surrounding the company
- the state of the economy; ranging from strength to stability to turmoil
- the influence of certain negative individuals in the public eye

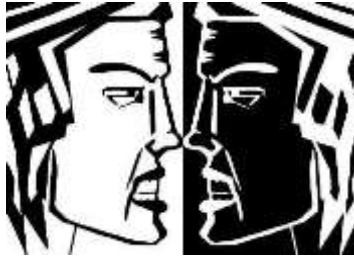
In the final analysis, if people in the organization have the right motives, attitudes, skills, and values; and the surrounding atmosphere is positive, then the organisation, including all its individual members, cannot help from being enormously successful!

In fact, if both the inner and the outer are fully positive, then life will be continually responding with positive conditions.

The harmony of the inner and outer will create a harmony of energies that will tend to continually attract a never-ending series of positive results.

Concept

Opposition when Rising to Higher Plane



We have seen the importance of the surrounding, outer atmosphere in enabling or retarding success in life.

And yet there is another phenomenon we have served when it comes to the effect of the outer world on our ability to achieve.

It is that if we try to rise to a higher station in life, life tends to bring forth forces that can block us from achieving those goals; even dragging us down to a level lower than where we started.

In other words, when we aspire to rise to the next highest plane, opposition forces tend to quickly manifest around us.

Let's examine a real-life example to make this point a little clearer.

Case Study

A small group of individuals in an organization quietly tried to raise the august body's level of consciousness, knowledge, aspiration, and success. However, over time an extreme form of opposition from a regressive force that sought to block the party who wished to implement the new qualities in the organization. Court cases and the like followed.

Yet because of the calm of the more conscious party, additional people in the organization became more aware of them and their progressive ideas. In fact, these innovators of the new were soon voted to the very top of the organization(!), enabling them to implement many of their progressive ideas and beliefs through a powerful august body.

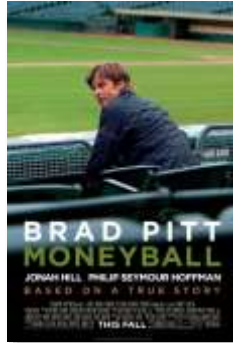
In essence, a negative force rose up to block positive developments by an emerging progressive group. And yet the higher party was able to carefully utilize the events perpetrated by the negative side to rise to their advantage, thereby catapulting them to the top.

As we see, when there is a significant new positive development, that is trying to emerge -- such as a movement towards higher values, or a major change in the focus of an organization, or an attempt to move to the next level of success, -- often an opposing force will rise to counter it.

And yet if you aware of such a thing, person, group, etc.; navigate around its harmful influence, even using its negative force as a means to move forward, you can not only achieve your intended goals, but life will drive you to heights unimagined.

Concept

Negative People Who Retard Accomplishment



We have earlier spoken of the effect of a surrounding negative atmosphere on our attempt to accomplish in life. We have also seen that when we try to rise, an opposition force may arise along with it.

In addition, there can also be hidden, on-going, long-term drag from within the organization itself that can undermining success.

E.g. it can come from people inside who seek to undermine the cohesion of the work and its success.

And yet if we identify the negative influence and extricate that party from the team, life can suddenly react with overwhelming good fortune, catapulting failures to the pinnacle of success.

Case Study

In the powerful American baseball film 'Money Ball' based on true life events of an American professional baseball team, the Oakland Athletics, the squad at one time was doing very poorly; mired in last place.

The owner of the team was not however, prone to fire people, as he had a somewhat soft nature and a big heart.

However, along the way he came to understand that one of the players was rebellious and a clear trouble-maker to many. At first he held off taking action, as he was more concerned with lifting the team out of its misery. However, at one point he became fed up with the latest shenanigan of this particular player. And so he garnered his inner strength and then went ahead and released the player.

As it turned out, Life immediately took over and the team suddenly started winning. In fact, it began to soar, and in no time were at the top of their division, and then rose even further to the championship level!

That is the power of an organization becoming aware of negative influences that are poisoning it from within, and taking actions to overcome it. As a result, Life responds in ways one could never have imagined!

Thus, it is always helpful to be vigilant and on the lookout for people who are consciously or subconsciously trying to destroy the organization through their harmful attitudes and behaviors.

One needs to have a sharp eye to perceive such things, as it can easily go undetected. Yet the signs of their behavior will be there.

And yet any attempt to extricate such individuals who are undermining the harmony of the organization will attract rewards ten-fold.

Concept

Anachronistic vs. Progressive Influences and Success



If we were to look around and examine the unfolding of life we would see that there are often leading-edge forces for-progress, as well as trailing-edge, regressive ones.

One interesting principle is that life often responds negatively for the individuals who assert their anachronistic, regressive tendencies, especially when the currents of life are moving in another, more positive direction.

We see this dynamic in the film *Seabiscuit*, which is about the true life rags to riches circumstance surrounding the famous racehorse rise to the pinnacles of success.

At one point in the story, we see the effects of the actions of the trailing-edge figure of the East Coast owner of the racehorse War Admiral. In response to the request from the owner of the underdog Seabiscuit for a race between the two horses, the Eastern US owner responds that it is absurd to have the race because of his own horse's obvious superiority in terms of speed and breeding.

He then goes a step further and mocks the entire Western horseracing scene. The end result of his reactionary taunt is that life responds opposite to his intent and he is humiliated when his horse loses to the underdog Seabiscuit before an intensely interested national audience.

Suffering from the effects of the Great Depression, the general public was clearly rooting for the underdog small horse Seabiscuit against the large, elegant War Admiral who in essence represented the effete East and its pockets of wealth. The coming together of the community around Seabiscuit was a powerful positive movement in society, who were looking to come out of their poverty.

As we see, when trailing-edge individuals act in conditions where positive, progressive forces are emerging, their actions at critical points tend to work against them.

We see this also in a great work of literature ‘Pride and Prejudice.’”

There the aristocratic, fabulously wealthy, and completely anachronistic Lady Catherine tries to prevent Eliza Bennet, who is from a lower class, from marrying the elder lady’s nephew Mr. Darcy.

In fact, at one point she goes over to Eliza’s house to intimidate her from taking such an action.

However, instead of preventing the marriage, she ends up helping bringing it about, when Darcy gets wind of Lady Catherine’s visit, and learns that Elia still cares for him, and thus returns the visit and asks her to marry him, which she accepts.

Once again an anachronistic force, Lady Catherine, taking to an action in a positive environment that is contrary to her consciousness, ends up creating the positive conditions she was against in the first place!

Thus, though anachronistic or harmful forces can deter one from accomplishing in life, in a positive atmosphere it can backfire for such opposition.

Another lesson we can take away is that we should always be vigilant of such opposing forces when we are trying to rise to the next higher levels of success, and also deal with them from our highest consciousness, emotions, and attitudes.

In that way it is always helpful not to react with bitterness and anxiousness when the opposing forces appear, as well as consecrate their presence, so their hostile influence can be neutralized.

Concept

Rising Higher & Your Weak Points Revealed



There is yet another principle of life that we have discovered related to the theme of rising to the next level. It is this: **When you try to move to a higher plane of accomplishment and success, your weak points will be revealed.**

E.g. in 'Pride and Prejudice', Mrs. Bennet, the mother of 5 daughters wants them married off to prosperous men so her family's status and wealth can dramatically increase. However, her own obnoxious, churlish behavior -- including her meddling and interfering, -- deflects, blocks every chance of that positive possibility from happening.

Likewise, Mr. Darcy is in love with Eliza, the eldest Bennet daughter, but in trying to win her over and thereby move to a higher level of intimacy and romance, all his normal worst characteristics come out -- including his pride and arrogance. Yet incredibly, he changes his nature, overcoming his negative attitudes, and as a result life then rewards him with Eliza's love and their marriage.

We can also see the same phenomenon in other facets of life – including work and business.

E.g. a man seemed to be meant for higher accomplishment in his career. However, as the opportunity emerged, his own dark past rose and confronted him. It would turn out that his ability to embrace and overcome those limited

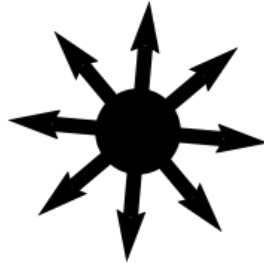
qualities in his nature was key for his achievement at next higher level.

In this way, if we can identify weak points that come to the fore when we try to achieve at a higher level, -- whether taking the form of limiting attitudes, behaviors, motives, actions, habits, etc. -- and change them into their positive equivalents, life will continuously respond in our favor, propelling us to the pinnacles of success.

**PART 5: ADDITIONAL CHARACTER OF LIFE
ISSUES**

Concept

Life Works on Multiple Fronts Simultaneously



One fascinating phenomenon we have observed is how **Life/Nature tends to solve multiple problems simultaneously.**

E.g. a landlord sees that the garbage has been spewed all over the place by a slovenly tenant, indicating that he has to be more forceful with them in future. And yet he too realizes that he has not provided enough receptacles for their storage, and so makes a commitment in that direction.

Meanwhile, this forces the littering family to discuss their own unhygienic actions, including the wayward behavior of their children who are out of control.

And so on and so forth vibrating out among a number of parties and circumstance.

Thus from one perspective the garbage problem is not really a negative at all, but a core means of **rectifying a series of interrelated problems, amongst interconnected individuals.**

Indian sage and seer indicates Sri Aurobindo this is **Nature's** difficult method of evolution: **I.e., She works on multiple fronts simultaneously to improve things through a common conflictive**

situation. Whether among individuals, parties, nations, or other collectives, we can see how in any significant event, there are a number of issues trying to be resolved for each of the parties or issues involved.

This indicates that when we observe situations, we can identify all the issues involved, and how through common circumstance we can see what is trying to be worked out.

In particular, **we can readily see this in our work.**

Eg examine any difficult situation that is occurring in your work - whether originating from the outside or from within yourself or sphere. Now consider all of the issues that are trying to be worked out. (Also consider drawing a schematic of interactions that are working themselves out.)

As a result of taking this approach, you will have a greater insight into the truth of the conditions involved, and therefore can make better decisions that can affect not only your own involvement in the matter, but wider issues affecting others.

If you also Consecrate the issues (i.e. offer it to the spiritual Force), then you can impact a series of interrelated circumstance that take shape as Life Response generated outcomes. Eg let's say you work extra hard in a sales effort that you consecrate; and as a result, not only do you attract the closing of an important sale, but your organization may suddenly attract a great partner in their marketing efforts where they had struggled in the past. Your problem and their problem suddenly has a breakthrough as a result of your own personal

effort. In later days, you discover that other positive developments that have occurred in the organization that resolve additional, related problems.

Thus through this process, you are able to see into the totality of issues that are interrelated and trying to work their way forward, and you can also take individual actions that can resolve those multiplicity of issues simultaneously!

Thus you become a facilitator of Nature and Her ways -- affecting circumstances on many fronts simultaneously.

It is a vast cosmic-like power that is at our disposal!

Concept

Predicting the Future by Following Subtle Signs



One very interesting and advanced Life Response method/technique is something I call "**Trace Forward.**"

This is in essence the ability to predict when a life response (sudden good fortune) will occur in the future!

Though this method usually requires several years of life response knowledge and experience, there is no reason you cannot acquire in early on.

In essence, in any given moment, you sense how life is unfolding, and therefore where it is leading, which enables you to determine where, when, and why a life response will occur.

You can even predict the **precise moment** that it will happen! Here is an example:

Case Study

One day rather than take my afternoon walk, I decided to wait at my office for a FedEx package to arrive with my new HP laser printer. For several days, I tracked the package and therefore knew that it would arrive soon. But I still couldn't say if it would be today

or tomorrow.

Then it struck me that rather than wait around, I should instead (at 2pm) vacuum the floor. And so I took out my new, month-old vacuum cleaner and began the task. Unfortunately, the dirt was not being sucked up into the machine! Then I recalled that the previous three or four times I used it, the same thing happened -- i.e. it spit out dust balls even as I seemed to be picking things up.

When I then opened the machine to see what was wrong, I discovered that the bag inside was not collecting the dirt. It turns out that I had not installed the hose properly when I assembled it, causing a lack of suction. When I then went ahead and fixed it, the vacuum worked perfectly.

Now comes the best part. I vacuumed for ten or fifteen minutes, but I was concerned that I would miss the delivery of the printer because the vacuum would be too loud. Then it occurred to me that as soon as I finished the cleaning, the delivery would arrive.

As I finished the vacuuming, I was now all but certain that the delivery would arrive at the moment I completed the task. It just seemed right considering the flow of events. A minute after finishing, I walked over to the window, had that thought again, and instantly saw the delivery person with the FedEx package containing the printer walking up the pathway! He arrived right on cue!

In essence, I had predicted the exact moment, down to the second, the delivery would take place based on the flow of events and my life response knowledge and experience.

Though it is indeed very powerful method, there is one caveat to this approach: you should not let the effort stroke your ego. You must remain perfectly humble when using it. If not, you will be inviting trouble.

On the other hand, if you use the method properly, it will not only be a fantastic and fun experience, but further proof that **you can determine the future of life from within!**

Concept

The Role of the Subconscious in Attraction



Our conscious self is what we are aware of. What we are unaware of for the most part is our subconscious.

The subconscious has many qualities; some good, others not so good. (That is for another discussion!)

However, one interesting aspect and power of the subconscious is that it can cause us to take certain actions, or move in a certain direction without our conscious mind even perceiving its influence.

For example, sometimes the subconscious influence can compel you to take action, to go to places that have the net effect of changing your life forever.

Here's one example of this phenomenon at work, whose outcome indeed changed the course of my own life.

Case Study

One day in the fall of 1975 while living on the beach in Santa Monica in Los Angeles, I decided to go to the East West Center near downtown LA. There I hoped to meet other people who were associated with Sri Aurobindo and the Mother, just as I had done in San Francisco, where I had lived before.

When I arrived at the center, I was greeted by a young woman named Trudy. It turns out she was the disciple and helper of Dr. Judith Tyberg, the founder of the East West Center, and perhaps the world's leading scholar and authority on Sanskrit. Now well into her 70s, she was missioned to open a center in California by the Mother herself many years before.

The goal was to propagate the integration of eastern and western culture and spirituality in a fresh environment of discovery.

After entering the center that day, Trudy showed me around. Then I discussed my own situation. I had moved down to LA from the SF Bay Area, and was working in a huge lumber yard chain outlet, which was run by friends of my parents. Though I was taken on with the possibility of one day running one of these outlets, or even being involved in top management of the large retail chain, I was not happy there. Nor was I happy merely painting houses, as I had done earlier. Somehow something inside me wanted to connect my association with Sri Aurobindo and the Mother with my life's work and career, in whatever field that entailed.

I am not sure to what degree I revealed my inner secrets, but at one point Trudy mentioned that there were people in the nearby San Fernando Valley who were seeking individuals to help them in their work exporting products from the Sri Aurobindo Ashram, Auroville, and elsewhere. When I heard this, I was really taken aback. I had not come to the center to find employment, even work related to Sri Aurobindo and the Mother, but there it was. An opportunity presented itself to me that was synchronous to my arrival on that day.

A short while later, I met with the principles of the little company in the valley, -- Mere Cie -- saw the wonderful products they were importing, and agreed to begin as a salesperson. Equally compelling was the fact that the proprietors were fully committed to practicing the spiritual disciplines advocated by Sri Aurobindo and the Mother through the details of their work. I was astonished by this development, and it gladdened my heart to no end.

As it would turn out, I would continue selling for the import company for several years, and then formed my own company in the San Francisco Bay Area to do the same. Perhaps more significantly still, I maintained and expanded by intellectual and spiritual relationship with the founders of the organization till this day.

I would then go on to establish Growth Online and write several books based on the teachings of the founder of Mere Cie's spiritual teacher, Sri Karmayogi.

In every way, shape, and form I had found a work that had married my deepest beliefs to a practical means of expression through work. My entire life had been changed because I made that short trek to the East West Center that day, and it has remained that way ever since.

But let us stop for a moment and consider why I went to the East West Center on that beautiful Southern California day in the first place.

Surely my conscious being was not expecting to find a significant work related to my aspirations of consciousness.

And yet my subconscious did.

Somehow my subconscious being “knew” what was available at the East West Center at that point in time, compelling me to go there and seek out and discover my fortune.

Though my conscious mind was aware of little, **my subliminal subconscious being had seen into the future, knew what this opportunity was, percolated the idea into my conscious mind to go there, which I then did on that auspicious and fortuitous day.**

Normally we consider such outcomes as serendipitous, or just plain luck. However, there are endless examples where people were guided by the intuition of their subconscious, the outcome of which turned out to be a great or the single most propitious moment in their lives.

Case Study

For example, there are a number of scenes in Jane Austin’s *Pride and Prejudice* where people show up at just the right time in order for a great thing to occur. When “the elopement” in the story took place, the fabulously wealthy Mr. Darcy suddenly appears on the scene to save the day, which he does; in effect proving himself and showing that he had changed, which further kindled Eliza’s love, leading to their happy marriage, and the removal of financial threat to her family.

Each of us have experienced such moments in our lives, where we did something or arrived on the scene that brought great benefit, even though it was not the intent of our conscious mind.

What then is the deeper cause or process that is taking place?

Seer and sage Sri Aurobindo says that there is a subliminal being that sits on the edge of our subconscious, and it receives signals from the superconscient lane of being, which is a universal consciousness that exists beyond space and time. It knows all, perceives all, and sends out signals that we can comprehend.

Most of all it comes into our being and is picked up by a part of the subconscious called the “subliminal Being, which are kind of like antennae that can pick up signals from the universal, superconscient plane.

So when an idea of the subliminal part of the subconscious rises to our surface awareness, it comes in forms of helpfulness, as Guidance, in two general forms--

- as a message not to do a certain thing that could be harmful to one’s self or others,

- or more positively, an influence and urge to move in a particular direction in order to elicit a beneficial outcome.

We may not know the outcome, or even the circumstance we are going to encounter, but the subconscious does.

Being in touch with the cosmic consciousness (the superconscient) that is beyond time -- that includes past, present, and future in its temporal understanding – we are informed of that which will be helpful; or as in Mr. Darcy’s case, and surely in mine.

Here’s one final example:

Case Study

In Garry Jacobs' novel 'The Book,' Dan, the young hero of the story sincerely aspired to formulate an Artificial Intelligence system based on a deeper life knowledge.

As it turned out Life led him to it, when on a very special day his subconscious compelled him to take a walk and end up at Moe's Bookstore in Berkeley, where he reached up among the shelves causing a book to fall into his lap that gave him the profound answers and vast subtle knowledge he was seeking for his ambitious artificial intelligence system.

Concept

The Infinite Emerging from the Finite



In life we tend to focus our energies on what we deem as important, placing less emphasis on the seemingly small and insignificant.

I.e. we perceive where we should focus our attention, placing smaller things to the side.

However, we have seen that **a small thing has just as much capacity to bring about a great result as a large one!**

In other words, infinite-like results can emerge from the smallest finite.

Here is a true life example that demonstrates this startling quality of life:

Case Study:

When an unknown customer called from a neighboring state and placed a \$150 order, the sales manager of a flooring company decided to treat this tiny order by an unknown customer as if it had been placed by the biggest & most important customer the company ever had.

The company laid out the red carpet and delivered super service to the customer. The manager's actions didn't make sense to his staff, since they spent much more on the order than they made. But one thing led to another. The customer was so pleased, he spoke to another company and that company placed orders with the flooring company for more than \$5 million over the next few years.

One lesson is that everything you come across is important; has the power to create vast results – even the seemingly insignificant.

Or to put it philosophically, **the infinite is locked inside the finite, waiting to come out.**

Therefore, before you discard any small thing in favor of something you deem more important, consider the vast result can come about through this small life act or indicator.

Thus, whenever possible remember to apply your highest consciousness – **in terms of attention, time, energy, focus** -- to the smallest detail that comes your way.

If you do, you are likely to be astonished how you can attract such startling results from such an apparent trifle!

Concept

Time-related Life Response



In one sense, Time is one of the simplest of concepts. It is just a measure of the unfolding of life.

Yet Time can also seem like the most befuddling of concepts; straining the mind's comprehension of life.

At the simplest level we perceive the unfolding Time as a Sequence of moments, or just a river of circumstance unfolding.

We also perceive divisions of time. I.e. we are able to relate to the present moment we are in, as well as able to look forward to the future to come, and look back to the past through memory.

This is the view from normal human consciousness.

However, from a higher consciousness perspective, things begin to change.

For one, we discover that **instead of being three very separate entities, past, present, and future are actually one continuous stream of existence.**

In fact, at the pinnacles of consciousness we perceive that there are actually no demarcations at all. That it is only our mind that perceives such separation.

If that is true, then our perspective of what is possible in life begins to change; particularly as it relates to Time.

For example, while we can perceive how our present actions can change the course of our future, **it never dawns on us that changing our present attitudes or habits can actually change the past.**

Or at least alter the past's negative influence on us in the present.

Then how does this relate to the phenomenon of Life Response? Surely it would have some impact.

Let's then explore several of the ways.

Time, Timelessness, and Life Response

One such way we have actually been discussing throughout this book: **that a shift in consciousness brings us SUDDEN good fortune. That is, when we shift our consciousness further to the positive in some way, good fortune will RUSH to our doorstep; in essence, overcoming Time.**

In this case we are actually turning the unfolding of Time into its minimum duration, or even none at all.

We could therefore say that in a Life response event Time becomes No Time.

Perhaps we can call it "Timelessness."

Thus we can say that Life Response is the movement from Time to absence of Time, or Timelessness, that takes shape as sudden good fortune in the realm of Space.

Startling Powers Over the Divisions of Time

Having said that, let's examine several startling aspects involving the three Divisions of Time – **Past, Present, and Future** – where time is overcome in Life Response outcomes.

One aspect is the capacity to review and evaluate in detail the events that have taken place in one's past, and thereby evoke powerful positive conditions in the present.

Let's explore what we mean with an example:

Case Study

This startling event is taken from my recent diary:

"I just had an astonishing quadruple synchronicity and life response; i.e. four or more parts in one!

I had enthusiastically described someone from my distant past who I knew at university (Syracuse), his skill and expertise (engineer in electronics field), the school he attended at the university (school of engineering), his area of interest (computer related engineering when ...there were no personal computers yet!) and his last name - Smith.

I was enthusiastic because my association with him as it presaged the computer revolution and my involvement with it, long before it began (1971).

About an hour later after taking a nap, I opened a web site, and there instantly appeared an ad for that very same university (there are hundreds of such schools in America that could have appeared), for his particular department that he studied in (school of engineering; it could have been for any department), and the name of the school, Smith, which was the same as his!"

As we see, when we deeply, emotionally connect significant circumstance and values of our past to the lives we have come to live, the universe quickly returns the favor and gives us detailed information about that association in new, unexpected ways. In this case, four times over!

Here's a related principle as it relates the past to the present.

It is that when you revisit and make a request of a party through whom you had a success or failure in the past, instantaneously from out of the blue you may receive a communication in the present from an unknown party who

had or is having nearly the same experience.

It is an astonishing, synchronous association to witness.

Here's an example:

Case Study

A man contacted a manufacturer in India about a spiritual booklet they supplied. He had successfully done work for the company selling gift items many decades before. However, in a recent endeavor to work for them, the initiative failed.

It turns out that the very instant he made the booklet request, he received an email - the only one in his Inbox -- from a proprietor seeking advice on a nearly identical business situation (selling gifts) to the original initiative of the booklet requester that failed! Also, the essential details were also very much the same.

It was a powerful synchronicity that occurred within one second of the booklet request!

A mathematician might calculate the chance of this occurring as 1 trillion to the trillionth power, as the man normally does not receive emails for such a request, and the chance of it being along the exact same lines as his initiative with the first party seemed infinitesimal.

As we see, that is the life response power of reigniting a connection from the past -- positive or negative -- which attracts back a virtually mirror image situation in the present from out of nowhere.

Or to put it another way, our focus across time can attract results that bring results that transcend time!



Life Response in Work and the CHARACTER OF LIFE

Summary

- **Life has a Character Expressing through Laws & Principles**
- **Accepting the Givens of Life Attracts**
- **Life's Initiatives Succeed More Often than Our Own**
- **Restraint from Expression or Action Attracts**
- **Life Response Power of Embracing Opportunities that Come Our Way**
- **Correlating a Negative to Ourselves**
- **Perceiving Opportunities Behind the Negative**
- **Taking Token Initiative in a Negative Situation Attracts**
- **Contradictions are Complements**
- **There are Number of Ways Acts Express their Nature**
 - **Acts Repeats Phenomenon**
 - **Initial Occurrence Indicates Final Outcome**
 - **Every Act/Event is Announced Beforehand**
- **Blockages from Life when Trying to Ascend to Next Level**

- **Anachronistic vs. Progressive Forces Determine Outcome**
- **Effect of Energies of Surrounding Atmosphere in Outcomes**
- **Perceiving the Subtle Signs of Life Supports Life Response Results**
- **The Role of the Subconscious Plays in Attracting Conditions towards Us**
- **The Infinite Can Emerge from the smallest Finite**
- **Power of Overcoming Time to Make Life Respond**

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The Miraculous Phenomenon of Life Response

A Life Response Reader

A New Way of Living

Essentials

Inspirations

An Analysis of Sri Aurobindo's The Life Divine

The Journey