

If You're a Dog...



You Gotta **BARK!**

by Martin Gray

If You're a Dog, You Gotta Bark!



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# Dedication

This is for all the people who've looked at their life's circumstances and said: "I can't go on like this anymore: how do I get out of this and live a life I really **would** enjoy?"

Also to all the experts and authors for creating and employing their wealth of resources, which I've benefitted from myself and have the privilege of referring readers to in this book.

And for those dear friends, too many to single-out, who've supported me through the years, with encouragement, input, a bed, food and sometimes money, so I may pursue the publication of this book and various other creative accomplishments.

Thank You.



# Why we do What we Do



“People are inspired not by what you do, but why you do it”  
([Simon Sinek](#)<sup>1</sup> in his popular ‘TED’ talk)

So this book is not only about Freedom of Expression and speaking up for the right of everyone to be able to express and be creative in life to their un-restricted potential, it’s also about giving.

And not so much ‘giving back’, but rather ‘Giving’ as the driving principle of why we do what we do, without having to wait for ourselves or anyone else to ‘do something’ first, upon which our subsequent giving is based.

When you buy this book, a child in India gets 1 week of art-life skills such as clay-modelling, puppetry or theatre, to develop creativity, self-confidence, team-work and communication. Skills that will go a long way in helping this child have more opportunities and a say in his life

This is all possible through Buy-1Give-1. Check [their website](#) or specifically my ‘[Giving Profile](#)’.

Also by buying this book, and by whatever you personally get from it, you’re helping me do what I love to do most, which is freely create and express, as well as continue to interact with other very special people around the planet, for which I am immensely grateful, beyond anything you might imagine!

Thank you.



## A Bit About the Author

Raised and educated in England during the 1960s and 70s, I succeeded in gross underachievement of my academic and artistic potential, and plodded compliantly into early career choices, mostly as a draughtsman, but rebelliously once as a car cleaner. I had a mortgage and 'steady' relationship by age 22 and pretty-well lived like everyone else I knew.

Something first began to change though, when I moved out of backwater Somerset and entered corporate IT Yuppie-Britain in 1989. However, my imagined land of milk and honey never materialised; only intense frustration and a further stifling of raw expressive talent, until a relationship break-up in Canada 'wiped my metaphorical hard-drive'. I returned to Britain a lost and broken man and started a path pursuing Buddhist philosophy, art, music, plus alternative and rather new-age ways of living outside the only world order I'd ever known.

Not surprisingly, but unknowingly at the time, many life challenges came along with such choices, and long term self-doubt, semi-depression, intense unfulfilment and dissatisfaction became dark and daily companions.

But I also began to get insights into my psychology and over time developed a growing fascination with human behaviour: why **do** we do what we do?

Now at age 50, through much personal self-discovery and a lot of wrong paths to back out of, life is suddenly looking so much more simple, clear, exciting and peaceful than I ever imagined: the result of all it has taken to now know, without a shadow of doubt, that my life is about Freedom of Expression.

Whilst not an autobiography, this book tells some of those stories and what I eventually learned was going on inside me when I (as I'm sure do millions of others) lived suppressing and subjugating my true, natural talent and creative expression, in favour of the acceptance by others and fitting in with the established world way of living.

Interestingly, even after a number of years as a backpacker-traveller and becoming very comfortable crossing into and communicating with other cultures (notably in



S.E.Asia and Latin America) and making some in-roads into exploring my creative potential, I still found myself living mostly to gain the approval of others and society in general.

I recall that as I squeezed myself into roles and identities which I felt uncomfortable about, as well as unmotivated or enthusiastic, I kept getting this picture of a dog pretending to be a cat: doing all the actions, the moves, the voice, the whole works: yet knowing the whole time that there was something bubbling underneath, like a suppressed volcano building pressure, that one day, I would 'Bark' in the wrong place, or cock my leg and someone who knew me as a cat would see, and, heaven forbid, the 'Game' would be up!

Martin now lives in NZ (since 1999) and enjoys creating art, photography and living as multi-culturally as he can, including frequent visits to S.E.Asia and Central America, where he also sponsors 1-to-1 aid-trade projects with people he meets and befriends there.

Among other things.



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All text you find in [blue](#) activates weblinks (which were active at time of writing), and which should take you directly to a website for the relevant reference. Otherwise use the noted number<sup>1</sup> to refer to more information or book ISBN in the Appendices.



# If You're a Dog, You Gotta Bark!

"...There's nothing enlightened about shrinking so that other people won't feel insecure about you.....and as we let our own light shine, we unconsciously give other people permission to do the same. As we are liberated (from our own fear) our presence automatically liberates others..."

(Marianne Williamson<sup>1</sup>)

## Introduction

You're not crazy; you're just trying to be someone else.

And you're not stupid, un-talented, un-committed, unclear, inactive or any of that other stuff either (which people may have said to you).

You're just not doing what you're **meant to** be doing; what you're **good at**; what you **love doing**.....

You're just not **being** who....you....innately... **'are'**.





## In the Beginning

So, imagine a mummy dog and a daddy dog who love each other very much....etc: well OK, several months later, mum gives birth to a litter of the cutest puppies. Notice I said puppies, not kittens, rabbits, ducklings.....**puppies**.

True to their innate psychology and type, puppies are pre-programmed and genetically already set up to do 'puppy-like things', develop puppy-dog fur, teeth, paws, internal organs and especially instincts.

As they grow, they play, explore and experience their world (with regular coaching from mum) and hone their instincts and doggie identity. Boy dogs learn to cock their legs while peeing; girl dogs to squat. Dogs are known to chase sticks, balls and cats, and especially they're known to growl and bark (among other things).

Now, let's just freeze-frame here a moment. Notice nowhere in this brief picture did the growing dog either get **taught** to "Meow" or "Quack", nor did he suddenly develop that trait against his genetic animal propensity. He didn't start questioning his identity, born of feeling sort of 'different' or because of the opinions and feedback of other animals (dogs, humans or otherwise).

Sure, he might have found playmates in the family kitten or rabbit, but he always 'knew' (if dogs can consciously 'know' as we perceive it) that he was a dog, and when the leg-cocking and barking needed to be done, he was there, first on the scene, front of the queue, ticking all the leg-cocking and barking boxes!

Nowhere did we see or hear of Fido saving up to buy a mail order **cat suit** (delivered in a plain wrapper, complete with instructions and CD audio 'meowing lessons'!).

I think you get the picture. There was no inclination shown, nor coercion nor encouragement given for our doggie to be and do anything other than his god-given doggie duty, thereby fulfilling the role which had perfectly awaited him and his uniqueness.

Now this book could turn into an enormous tome of psycho-analytical, Darwinian, Quantum, Jungian discussion, pulling-in evidence from every study of species determinism



and merged with the projection of unlimited possibilities of human (or canine) potential, drawing on every metaphor from the animal kingdom....

But we're not going there.

All of that is available and at regular times through this book, reference and referral will be made to further reading and additional information where it serves to develop a topic or concept more fully, as well as clarify for you my own particular illustrations in life.

## **OK, so let's start putting this more into the Human Experience**

Have you ever felt that no matter **what** you 'do' or study, or whatever your actions and even accomplishments and successes, it still feels 'uphill', against the flow; that if you stopped or backed-off for even just one day it would all slide back down and you'd have to start all over again?

All that time, effort, sweat, even money?

Maybe you even trot along, pretty happily (it seems) accepting this constant 'energy' needed to keep up; keep it going, keep 'uphilling', striving....whatever...

And maybe lurking so much quieter or silenced now beneath the surface of your daily conscious thoughts and self appraisal, was still the feeling that for all your effort or success or whatever, it **still** didn't **really** engage you or 'feel like you', but you've become so used to being/doing it now, why meddle with it or start digging and changing?

In this book then, through sharing parts of my own story, views, experiences, loves, losses, struggles and finally understandings, and especially from my prolonged states of semi-depression and chronic anxiety, fatigue and the facades I created to cover that up (and look like I was coping with life), I hope to give you a glimpse of not only what could still be lying below the seemingly calm (but possible muted) surface of our potential, but also an exploration of some of the bigger questions like "What's the point of it all?", "Why am I here?" and "What should I or **could** I be doing/being if I weren't doing/being what I'm currently doing/being?" (and some other questions too!).

Let's be clear though, this is not yet another 'self help' book nor a fix, cure, magic silver-bullet or miracle, for I believe everything is 'perfectly so' moment to moment for whatever opportunities it gives us and that nothing is 'wrong' per se. It's not therapy, teachings, techniques nor coaching.

There are no exercises (to do or to avoid!), no right or wrong ways, no solutions...

Ultimately not even any motivations or "OK, let's **go for it!**" kind of rallying calls. Nope; none of this stuff.

However, where this book **might** be of value (at whatever phase or time of your life you've picked it up, been given it and/or are reading it) is simply that by reading another's story (mine in this case), their ups and downs and learnings, you might also give yourself permission to discover or delve deeper into your own life experiences, comprehensions, challenges etc. or somehow feel the support and reassurance that comes from hearing something that makes you say: "Oh my God; I'm like that too: yes! I'm not alone (stupid, dull, weird, wrong, crazy, etc) after all!"

## **Intention/About this Book**

OK, so if this is not a 'How' book nor a 'What' book: you know "How do I do (this or that)?" or "What do I do so that....?" Then what is it?

I offer it more as a 'Where' book: "Where can I get information and examples I can relate to, where I'm at right now?" (not someone in a remote 'Ivory-Tower-already-fixed-it' and "If-I-Can-Do-It-So-Can-You" kind of place).

And thus too a 'Who' book: "Who has pieces of the/this picture I'm dealing with right now?"

And finally that age-old question 'Why': "Why are things like they are?": "Why can't I cope or understand what's **really** going on?" "Why do I keep doing things that don't get me where I want to go, even though I thought I'd already done so much work on **that** issue?"

In frequently referring to situations from my own life, to illustrate things which started to become clearer as I was gathering vast amounts of information from courses & books (the authors of which are the real 'stars' here), it's not my

intention to simply 'talk about me' nor make excuses or reasons why 'I can't/couldn't do this or that'. It's not to play victim or poor-me and wallow in the drama of such stories, nor focus us on 'what's not working' etc.

Rather, I seek to use my experiences to illustrate ways of living and past-thinking that give us contrast to what we (as humans) **do** want in life – what brings pleasure & fulfilment, full use of our potential – which others might relate to. I'll also intersperse topics that may throw some 'less emotional light' on what is **really** going on, in our minds, our worlds and our projections on it and the other people we share it with.

I'm not here to harm others, nor myself. Nor to judge them or make damning indictments of the actions of others, their personalities or to blame them for anything which actually I truly have responsibility for and for feeling in my own life.

Fact though: as humans, on whatever 'level' you consider it, we judge. We judge ourselves, other people, events, the weather; everything. Dogs bark, humans judge. But it depends how one perceives 'judgement'. Maybe like me you prefer the word 'observe' or to have 'opinions'?

This book and all I write in it are, after all, simply **my** opinions and thoughts. They're not unquestionable truths or immutable laws or great platitudes. And they morph and change along with my own changes, acceptance of new information and discarding of the old.

Interesting isn't it: 'Judgement' to some, has a kind of bad or negative connotation only. "Look at that fat guy: he looks **such** a loser! I bet he's a real jerk!" etc. But isn't it equally a judgement (and many are **pre-judgements**) or a projection to say "Wow: look at **her**! She looks so snappy, sexy....bet she's got it all together and the world at her feet"?

How can we truly know how another person is living in their private world, let alone how they 'should' be living, based on our assumptions, demands or views (which are only ever based on our own experiences and filters of the world, after all)?

Some readers may be a bit shocked at the frankness of my experiences, evaluations or ways I talk about things I've felt or done. Maybe confronted by my humanness, occasional

arrogance and more occasional humble self-observations or errors.

It's all part of the story – not just mine, I'd suggest too – and only included in context for where it gives us a more open, honest, down-to-earth sense of understanding of the issues at hand.

Some may also find my style of writing a little unusual in its flow or the kinds of words or vocabulary I use a bit challenging. I'm not a writer, and I've also moved between worlds of 'bloke' to 'new age' to 'corporate' to 'world traveller' and beyond, and each has its own kind of language that you may or may not more readily relate to.

I **did** want to make sure, however, it **is** written in a way that is as accessible as possible to all and yet also remain loyal and true to the very heart and theme of such a book, being the bark of a self-aware dog (ie. free expression), not a neatly rehearsed "Meow".

I have also of course, changed the names of those I've had more close connection with, especially in the illustrations of my personal relationship partners. The events and memories I have are real, but the names of the other people are not, to respect their privacy and also their integrity - for these very dear people are also walking their own very unique and valid paths.

Everything we experienced together or as a result of our connection, to me is undoubtedly a great gift: very new age to say that, but truly I could not have experienced and learned what I did without them, and I'm much stronger and I hope wiser now for them.

John of Huia however, is/was called John and his living and passing-on were also both treasures and precious contributions to my own life.

Some of the names of companies I've worked for or with, remain intact, for again, it's not so much about my 'judgements' of who or what they are or do, but more about the great amount of fertile soil which I was immersed in /exposed to, and providing many situations and challenges which again, I could not have learned and grown without.

So I have a lot of gratitude. In no way am I wishing to be seen as disloyal nor undermining in anyway their business ethics and good reputation.

One in particular gives me still a good foundation upon which I speak of building a new vision for the future and all that I see possible in their current arena and communities (relevant to the theme of personal self expression of this book). I'm hoping in the near future they'll also join me in helping to contribute to that aim, for all our mutual benefits.

## **Written in Four Parts**

Without intending it, as I got deeper into writing it, I noticed this book was taking on a faintly familiar structure, one which anyone who's studied Buddhism at all may recognise. That's not to say however this is a book about Buddhism or conversion or needing to understand Buddhism etc. to be able to read and enjoy it.

Whilst not 'exactly' divided up into clear parts - certainly not equal-length, to be honest - there is nevertheless to me a similar flow that I hope you/the reader will find helpful to know of at the outset. If you're anything like me, I really prefer to know where we're going first up. I like the long distance view, destinations, and journeys: then to see landmarks reached and ticked off, bringing the purpose of the journey nearer and nearer. I just find that kind of thing more satisfying to my own psychology. And we're going to learn a few more things like that before we're done!

Anyway, just to briefly summarise: the main teachings of the Buddha, once he had attained his 'enlightenment', were founded upon the notion that all life was suffering. Not necessarily the blood-pain-death-trauma kind of suffering you might instantly picture, but more like the quieter suffering of enduring something, or of not knowing: not knowing "why we're here, why things happen as they do, why we don't see the whole picture or point of it all" etc. and that "things we want elude us, or that we love or posses will all leave us eventually". You might also call it 'struggle'.

That was translated as [The Four Noble Truths<sup>1</sup>](#), which, in my own words are essentially:

1. There is Suffering
2. There is a cause of, or reason for Suffering
3. There is an end to Suffering
4. There is a path that leads to the end of Suffering

Further and more clear explanations and all the information one could possibly want about the life or teachings of the Buddha are available in a myriad of ways, a couple of which I will mention however in the Appendices at the end of this book.

For now though, if we just take those 4 points in the crude way I've named them, then I hope you'll keep them in mind as you read on through this book now, and begin to relate/identify back to them along the way, for the shape/structure here is not dissimilar, I believe.

I speak often of my own experiences and struggles of how things were at certain times: not understanding why they were like that or how they could change.

I also began to read and study works of authors like [Dr John Gray<sup>2</sup>](#), [Bruce Lipton<sup>3</sup>](#), [Joe Dispenza<sup>4</sup>](#) etc. where the first lights of understanding the **causes** of my situations became a little clearer, and the ways our human minds, bodies and even societies function (or not!).

This part of the book then could be seen to correspond with the first 2 Noble Truths perhaps: those being that no matter what you know, who you are, where you are, there is struggle and suffering: fact. There are also reasons and causes that underlie the struggle and suffering and I believe general ignorance of what it **is** to be human is one of the greatest; for if we knew more of this and our huge potential, we might likely **first** treat ourselves in very different ways, let alone the way we treat other people, animals, the environment, planet etc.

Notice I say 'ignorance' by which I simply mean 'unknowing of information', not as the word has more become known to mean in this age as somehow stupid or deliberately in denial of the certain ways things are.

As I came to move through the darkest, lowest points of my struggles, and through more study and attempts at imagining how to apply it, I started to conceive that it wouldn't **always** be like this; the moods, isolation, pressures, self-punishment etc. That there could indeed be better or happier times, just as there had been before, and that my predicament was more about 'where' I was than 'who' I was (though one's own inner fortitude and attitude **do** also ultimately play a huge part).

So in that third section of the book, you'll pick up less rhetoric about what wasn't working, or why, and sense instead more hope starting to creep in, as the material I was absorbing began to open doors and windows – albeit fleetingly sometimes. That there was indeed an 'end to suffering' possible.

And finally that there is a 'path or way that leads to the end of suffering' is the subject of the quite deliberately-entitled last section: about a Vision, a new way forward and where I speak not as some 'preacher' or 'futurist' or 'expert', of what I see possible for us within our lifetimes – as individuals and communities – but from my own opinions; my own imaginings and ideas, especially too those based on the undercurrent of where, as individuals and collectively, our past and present is likely to lead us, in the most empowering of ways if we each choose to discover and enact them.

Along the way, (for this is a journey which for me is also far from over) I refer quite regularly to the theories, works and vast body of material of others already published or online, who are already having their own impact(s) on humanity.

I'm not an 'expert' nor am I seeking to set myself up as one. Rather than attempting to be yet another author with their own theories, personalities or entourages, I've been inspired over the past couple of years now to more-like 'collate' what I have read, studied and resonated with.

And where this comes up (as we continue) I'll add my brief interpretation of that information, in the context of how I came to understand, apply or benefit from it. I'll also point you directly to **their** resources and material so you can read and understand more specifically for yourself (just like I did) and can get your own 'aha's' in that way.

The difference of this book then, one might say, is that it offers access to a wide and comprehensive range of authors and material all in a '**One Stop Shop**' way, distilling out the key points and weaving them into my own illustrated experiences for continuity.

And so my job here therefore, is ultimately to start things off: initiate and create the first steps of access for you. I've come to learn this is one of my innate 'dog' qualities, through the works of people like [Roger Hamilton and XL Foundation<sup>5</sup>](#) (more on this to follow). After briefly speaking up in such a way, my role then is to 'pass the ball'; to refer, connect and play 'team' sort of: to network for you so that more gets done by those better placed or qualified.

So to say anymore here would be to try to squeeze the whole book and its contents into the 'About' chapter; to make the map try to be the actual journey. And that wouldn't be appropriate: I wouldn't want to deny you what I hope you'll agree will be the pleasure.

For it is also **my** pleasure: not necessarily to 'please' you, but somehow to be of service and value by what follows, to your **own** unique journey.

We'd not want to be squeezed into anything too small for its true and full expression, would we!

Like a Cat Suit, for example, you might say?







1. There is Suffering
2. There is a cause of, or reason for Suffering
3. There is an end to Suffering
4. There is a path that leads to the end of Suffering



## **CHAPTER 1**

### **A Good Place to Start**

A bit like a dog trying to be a cat and 'meow', what if you were best suited, enjoyed, had success and passion for a certain way of life (or occupation) let's say, but in ending up doing or squeezing yourself into some other quite different role you found your vigour and fun (and productivity and enjoyment etc.) vastly dulled? Or that you felt what you wanted to contribute or express was really not applicable (or worse, not appropriate) in how and where you were working?

There may be many reasons and influences why you'd put yourself there, much of which we could call 'conditioning' or societal/familial or peer-group training. Without getting too deep in there just now though, let's say that very often we seem to do things 'to get approval', even attention and there are separate psychological reasons for that too. Also to 'belong', to fit in, not stand out: all kinds of things which in my own experience and research seem to be foundational among almost all people, regardless of race, religion, epoch, location etc.

Let me share some of my own such experiences, in this case relating to the 'work/job/career' type category, and one which many of you may have some version of or relation to, given that especially in the west, our main notion of who we are and what will occupy us in this life-time has become our 'job': the way we earn income: our title, our very **identity** almost.

### **Sun Alliance**

Up until 1989 I'd spent pretty well all of my childhood, youth and adulthood in small town areas of Wiltshire and Somerset, South-West England. In those 10 years of working I guess I'd just plodded along, doing what everyone else did. And whilst I sort of harboured somewhere inside me, aspirations of a better, richer quality and expressive life, I knew no-one else who lived like that, nor had any real clear vision or means of what it looked like or how I would get there.

So I did various jobs, starting in local government at 18 as a trainee architectural technician, and in this I'd already 'opted out' of a truer expression of myself. In school in my puberty I'd discovered girls, smoking, athletics and rugby (I know: an unlikely combination!), as well as a growing belligerence to old-school teaching methods and systems which seemed to punish (yes including many physical instances too) my creative, playful, cheeky expressions. And so letting my grades and interest in academic intelligence and knowledge easily slip, by the time my higher subjects and direction choices were up for review, I had no interest in university or 'career' and dragging things out any longer. And I only really paid token compliance with parental wishes that would have had me study for 5 years at university and become a fully fledged architect instead.

2 years earlier, in the summer of 1977 at 16 years old, I'd got my first part time job as a car cleaner, which actually was strangely fulfilling and where I could be rough-tongued, work in oil and mess all day, smoke, earn cash-in-hand and start driving (so long as no-one caught me). I'd soon got thoroughly bored I my government job, as it seemed to encourage my lethargy in those pre-Thatcher socialist, unionised days it. So when I quit, it was firstly back to the cars I went.

Working full-time through a few harsh winters, working outside, in sub-zero temperatures with chemicals on my skin wasn't fun. And after a while, it also really dawned on me that others (especially bosses) were treating me like shit, and that actually I was doing that too and encouraging it in a way by refusing to elevate myself in terms of occupation.

And whilst a return to design-drafting was what engaged me through the 1980s and afforded me that simple, un-achieving lifestyle (a small mortgage on a small house at 22, playing rugby, getting drunk a lot, washing the car and mowing the lawns at weekends), a change was brewing which would kick me in to a 'career'. Which is where (by the long route) I'm aiming us, for this first real-life example of wrong 'application of self' (this is a term by the way which I recently came across in an illuminating book by [Moshe Feldenkreis: Your Potent Self](#))<sup>1</sup>.

The year was 1989 (I was by now 28) and I can now look back with some astrological understanding which firmly points to 'celestial activities' and influences concerning my [Saturn Return](#)<sup>2</sup>. Here it seems, in short, one's life, routines, circumstances etc. all get thrown up in the air for review, and large scale change usually ensues!

So it was for me too, that a number of things occurred at around the same time.

My old dog and 14-year companion (and last link with the innocence and irresponsibility of childhood) died, or rather I had to authorise his euthanasia after a debilitating stroke.

The boredom and incompatibilities of my personal relationship (termed by then a 'Common Law Marriage' in England, in that after 8 years together and an engagement I was unwilling to take all the way to the altar, we jointly therefore owned the home, car and possessions) came to a predictably turbulent end and where I bought out her share and took on the whole mortgage myself.

My parents, who'd until that year continued to live and run their successful pharmacy business, church, political and social lives in the next town (where they'd done so for 25 years) finally semi-retired, sold up and moved 350 miles north, back to our family homeland of north Lancashire/Cumbria, leaving me in the south-west with no other immediate family ties or support; my only sister having long-since flown the nest and been several years by then in Edinburgh.

And the fourth and capping component of this 28<sup>th</sup> 'year of change' was the chronic groin/sporting injury which not only kept me from physical activity, rugby matches and training, even walking without discomfort, but also resulted in much inner (and often externally expressed too) frustration and irrational outbursts.

However it was that, via a chance visit and subsequent day long session of psychometric evaluation, I became aware for the first time I had skills, abilities **and** high intellectual capacity to be engaged and successful in much more than my current struggling little life, and where also 'a career in computing' was suggested as a kind of ideal match/job/situation where I might apply all this and excel!

I have to say that my design and construction work of that time had become a disaster area where I'd essentially been moved from the drawing board component and was more involved in managing a very large farm construction project, (which was going steadily from bad to worse), as well as other project sales and tendering, **and** having to manage gangs of builders and engineers to get the jobs done in the face of extremely difficult client demands and overt intimidations. Never during all of this did I feel I had any real support where it mattered, from employer or colleagues. And all of it operating in arenas which really I had or have no skill or interest in, let alone 'passion'.

So the mood I was in, around that time, I was on edge and fairly gobbled up the inspiring results of my [Myers and Briggs](#)<sup>3</sup> testing, ran straight across town to a computer recruitment fair, grabbed the HR person of the first large company I found (Sun Alliance insurance) and, waving my impressive score sheets in her face, basically bullied her into setting up an interview with me!

The process of course became quite protracted and all the high scores, good interviews etc. failed to bring me the role at their local (Bristol) offices. Maybe my attitude?

However after several months, where I was about to quit my striving to better myself and change career, and resign myself to a life of the drawing boards of this or some other office, out of the blue they offered me an interview in their Sussex HQ complex: Horsham; 120 miles away, commuter-belt of London and, in those heady days of late 1980s **the** 'Mecca' of affluence, prosperity and '**yuppies**' (Young Upwardly-mobile Professional People in Employment).

All I recall is that I arrived late and that I talked sport and rugby with my prospective team manager for an hour and got the job!

Over the next few months I rented out and then eventually sold my Somerset house, moved my life to Horsham, quit smoking and on a very impressive salary (even as an entry-level trainee programmer) I thought I'd arrived in the land of milk and honey, and had it made!

My plan upon entering the 'IT' world (of which both technologically and commercially I knew close to zero) was

that my 'flair and superior skills' (as per psychometric tests) would quickly lead me to excel and command a ludicrously high salary, after which I imagined I would be able to somehow 'switch-codes' and get into the fledgling computer graphic/games line of work, thus completing the package of at last marrying my creative flair with my intellect and make my fortune!

That was, however, until I waded my way through the first two alarming and challenging weeks of my trainee-ship!

I landed with a bump. I was now not only a little fish in a **very** big pond, I was also on the bottom rung of the ladder at 28, where most of my immediate supervisors and managers were **younger** than me and about 75% of them female! I'd only ever worked with women who were receptionists or typists and this was a big culture shock and gender shock to my sense of raw 'masculism' (finding many of them attractive too didn't help my challenge and perspective either!)

As I tried to get to grips with the concepts and theories of basic computer-coding (CoBOL) language, as well as a myriad of new protocols and procedures in this high-tech, fast-paced professional environment, virtually **all** my regular (and now old) reference points seemed to have vanished.

Clunky and slow on a keyboard, I was also hit hard by the reality that **none** of all this new info (as thoroughly as it was all being presented and taught) was making any sense **nor** sinking in! To cope, I found myself having to do every step so slowly and meticulously in real fear of making mistakes (and looking stupid!) and this really ground down my natural rough-edged, happy-go-lucky, gung-ho way of doing things. My self frustration and feelings of inadequacy were starting to also be felt by my mentor and team, and the more I struggled the more I made myself 'wrong' for being so slow and pathetic. Asking for frequent help even at this early stage soon became a humiliating and increasingly-hard thing for me to do.

I took assignments and work home each night and poured over them, trying, hoping it would start to 'click' and flow. It didn't.

I came in on weekends: my colleagues thought I was crazy and encouraged me not to get so wound up about it and take it easy. I couldn't. All I knew (and expected, from my



years of previous work and culture) was a hard-flogging, unforgiving angry boss or system that could ridicule me and make life hell, or could fire me at any moment for underperforming.

To try to compensate, I pushed myself in sports and rugby for the team I'd joined, and through that winter I also got drunk a lot, angry a lot, and started to isolate myself a lot (to cope and try to stay calm, or keep my unpredictable self from spilling out onto other people!). One saving point was that, as a way of fitting in, I was able to quit smoking, having already found myself feeling furtive and sly, hiding my 'dirty habit', and the smell that my colleagues must surely have picked up.

I got way behind in my assignments. My team assured me that my accuracy was highly valued and 'speed' would come, down the track: It didn't, and though I eventually graduated and slowly took my place in the team and high-demand projects, I never lost that self-stigma (which I came to also believe/perceive was how other people thought of me) of struggle and only ever just keeping up.

In my socialising and relationships, I became over-the-top, especially again as much of the socialising included alcohol, bars and parties. I became known for my over-competitive, even arrogant & aggressive nature. I threw myself into sport and had a company-wide reputation as driven, superbly fit... and **very** hard to work with!

Even though I kept getting good reports and grade reviews and advancements, and salary increases, I still never shook off my sense of self-incompetence and even sheer impotency, especially when newer computing and PC technology and business projects came along.

I started losing sleep, having weird dreams and along with further self introversion, for the first time referred myself to a psychotherapist, hoping that no-one would find out because (again) my perception and experience was that surely others must see there was something 'wrong' with me, as all but me seemed to enjoy, succeed and advance in their work.

Pretty lonely place to be. I never truly felt I fully belonged or was accepted for my work ability (even if I was!). And **that** after all, in this book and reason for relating this

episode, was 'who I was' (accepted for work ability I mean) and how one surely was supposed to live and be measured: by their work performance at it, salary and sense of passion for it. Wasn't it?

Sure enough though, the wind (or in this case, hurricane) of change came.

I can see now that even though I certainly had the raw flair, creative talent, intelligence (top 1% score in [MENSA](#)<sup>4</sup> testing) and spatial awareness-reasoning-problem-solving capacity etc, what was missing was something I could actually **see and touch** as a result of my work/activity. I was used to cleaning cars, or drawing buildings then seeing them erected and used (even being a part of their construction on site).

Here in computing (especially in those 'mainframe' days) it was concepts, theories, like chasing phantoms of bits and bytes down the wire to the main computer banks in the basement. The only tangible evidence of my work was a screen-view on which business staff could see their customer data and information, or at best (where at least I did feel a sense of pride and fulfilment on such projects) where I worked on programs which produced actual certificates, paper/documents of customers' insurance.

Only in the last couple of years have I begun to start to understand the huge, fundamental importance and significance of this. That my creative nature and intellectual capacity needs '**form**'. That I'm highly visual and kinaesthetic.

We'll see in the second (and other) example(s) following, how that issue came up again and again though, before I finally got the understanding which I feel I'm empowered with now.

We'll also look at how working for prolonged periods to deadlines and pressure is also not conducive to my best performance, on mental and accuracy-related tasks especially. For many other people, I'm sure this may also be true.

I mentioned the winds of change. Perhaps like me you believe that 'things are sent' to us, kind of, to teach or instruct or give us the opportunity to experience something, or which force us to change, let go, move on etc?

Recently, via the works of people like [Jerry & Esther Hicks \(the Abraham books and Law of Attraction\)](#)<sup>5</sup> and a posse

of newly-emerged experts, coaches and speakers, I see it more as having 'attracted' from within myself: called forth (rather than being 'dealt a hand' as in a card game of luck or chance).

Whichever outlook you align with however, suffice it to say that at the end of 1992 I hit a brick wall around everything I thought I was and what life was about. An incident being the end of a short but profound love affair with a woman. A very educated, professional, beautiful, aloof, unattainable woman 14 years my senior; an ex-colleague who'd returned to live in Toronto where, and to whom, I'd travelled (invited myself actually!) imagining in my blind arrogance that this was all going to provide me – **me** – with the stage for my next belligerent conquest!

What **actually** happened (whilst sparing you the actual personal detail of my 'dismissal') was that instead I limped back to England an entirely empty, broken and disoriented man, no longer wanting to go back to work or engage the world. I gave up all my sport, socialising, drinking and anything remotely competitive or of the type of life I'd lived up until a few weeks before.

And whilst I did continue to work at that company/career for another 2 years before being able to leave it and that whole chapter behind, who I became, how I lived and occupied my none-work time was a 180 degree change.

Though my experiences and feelings of impotency at work and utter uselessness at 'computing' continued, and even increased, I didn't know (then) any other way but to force myself each day to go to a work I hated, 8-to-5, earn a salary and try to keep up appearances.

There's a line from the [Pink Floyd track 'Breathe' from Dark Side of the Moon](#)<sup>6</sup>: "Hanging on in quiet desperation is the English way.." and that was never more true than for me in those times.

Appearances of course changed too, as I started to grow my hair very long, took to wearing different and more 'new age' kinds of clothes & bangles – a softer, more feminine and creative look. To try to quieten my mind of 24/7 whirling, loud chaos and thoughts, I began going to meditation, the [Thai Theravada Buddhist tradition](#)<sup>7</sup> which exposed me to very

different and differently-oriented people: to a monastic community, to Thai people and culture, and to Brighton, 30 miles south on the English Sussex coast, to where I soon moved (renting out my own Horsham home and sharing a grand-old sea-front flat).

I locked myself away each night and found myself composing prolific amounts of poetry, songs, drawings and paintings, all firmly and deliberately it seems rooting me in the melancholy of my lost love.

Eventually, my inner turmoil turned to bouts of self argument, sometimes aloud with myself in a mirror or window, and often on the drive to work via the rolling landscapes of the Sussex South Downs hills, I would scream myself hoarse and cry violently, all the while still conditioned to arrive at work and somehow keep this all under polite control.

I would sit for an hour at a time motionless in front of my computer screen, yet in my mind crazily composing more poetry or prose as a way of describing my predicament and coping with this split existence. I'd doodle and scribble ideas which, having then raced back to my flat each evening, I would develop in pencil or pastel at my drawing table; favourite 70s rock music helping the night hours speed-by unseen, until I found myself driving to work again – and screaming again!

It all came to a head: it had to, I guess. No one specific thing. I decided to leave and to 'become an artist' but with no idea where or how or what that actually really looked like, or how I would 'earn money'. All I knew was that deep inside I'd always **been** an artist and that to live in any other way right now would continue to live as if without food, water and air. No matter what else I did or had done, the things I craved more than anything were like imagining being 'plucked' out of the dull crowd by some illuminated being and placed 'where I finally belonged' in my 'real' life!

And all I'd ever known outside that fantasy was 16 years straight of work and career, and that I had to leave and allow all the creative flow to, er, flow....

In the absence of any other guidance, I decided I would need a cross-over period, say 1 year. And to live on the £5,000 I'd saved, I'd be best to live in a country that would

allow that money to go a long way! By now I had already experienced Thailand and found my feet as a budding backpacker/independent traveller (during a 4 week sortie the previous winter) so that would be my skeleton plan to return and start off there and see how I would go (I actually thought I might just also disappear into the sunset and never be seen or heard of again!).

Before I began my 'exit' I followed a friend's suggestion to study to teach English as a foreign language. It was a popular way he said, of finding work and income to keep me going wherever in Asia I went, and it was one night, suddenly struck by a panic attack and distressing myself over which of the top 2 language school place offers (in Brighton) I should take, that the door to my old world closed and the one to my as yet unformed new life opened.

I excelled at and thoroughly enjoyed my 4-week full-time course and teaching experience, right from the challenging day one, up in front of real adult-students from a variety of nations. It was the birth of seeds I even now still tend and grow about human interaction, confidence in public speaking, the 'unknown' and my sense of deep respectful connecting and 'belonging' to the vast cultural diversity yet unity of human kind on the planet.

My glowing report and qualification in hand, I could now leave Sun Alliance and the known, prescribed path I could no longer make the pretence of following, including having to break this all with my parents, for whom this wasn't probably the first 'disappointment' as such about their son's chosen path of non-conformism. Nor the last either! ☺

Two weeks before finally walking away from all that a secure career could offer (and some amount of exclamation both of questioning my sanity by my colleagues and celebrating my audacious courage and independence) I had time and occasion to fall in love with a mesmerising German girl, Anja, whom I met in Brittany.

Like you do, eh!

Whilst it doesn't really add to what I wanted to share here about being in the completely wrong life/work role and environment, and damaging mental & emotional impacts these things had been having, I mention her because integral with

my journey of 'who am I, what should I best be doing/being on the planet?' etc, some of my greatest pains, challenges and triggers for times of absolute darkness and depression, as well as immense bliss and gifts and opportunities to love and learn and come out of it all with handfuls of gold and life experience, spiritual understanding etc, have come from the succession of intimate relationships, their breakdowns and resulting traumas. A succession with compounding effects to my psyche in how I took them (at the time when they occurred). Simone in Canada was the first and most life-changingly profound. Eventually, a year or so after first meeting her, Anja became the second.

The other four (yes count them, four!) will get various mention also as we continue this book. And from where I sit now, how I see my life as it unfolded and where it now leads, I am 100% confident I am no longer wallowing in the victimhood of the tragedy of them all, and the repeated drama of the 'story'. Just so you know, ok?

Great material to work with and, as I consider it, giving many more scenarios (just like careers) when one starts to behave and react/respond in ways very different from one's **true** nature, whether we're aware at such times even, what that 'nature' is, or not.

In early 1995 though, having rented out my house for the coming year, sold my car, stored all my belongings in a friend's loft and seemingly burned my bridges well and truly ever back to a 'normal career' kind of life, I flew to Bangkok and spent the next 10 months (followed by 2 more in NZ) first unravelling and then unleashing 'Martin' into life as I travelled extensively through S.E.Asia. And where I (extensively-and-intensively) navigated many new inner landscapes in what I still regard (to this day) as **the** most self-empowering year of discovery and living with the flow of life I've ever had.

Now **that** subject we'll **definitely** be talking of further-on, on the 'plus' side of how it feels and what life looks like when one **is** being and doing stuff that is as fun and natural and normal as any dog barking you ever heard!

But before we go on, I want to sort of round off the last chunk and post up 2 or 3 pertinent and important resource-referrals that have become key for me in understanding and

then empowering myself with, from the events and scenarios in my professional/IT career period.

We'll definitely have chance to re-visit them in more depth in this and future chapters, but it could be good to just have them up in-front of us as we go on.

1. [Roger Hamilton: Wealth Dynamics profiling \(personal assessment system\)](#)<sup>8</sup>
2. [MyHardwired™: \(personal profiling & assessment system\)](#)<sup>9</sup>
3. [Katherine Benziger: Falsifying Type + Prolonged Adaptive Stress Syndrome](#)<sup>10</sup>

Hind-sight creates a great vantage point from which to review those past events which (in the way we currently experience linear time) we can't otherwise go back to and change.

In the last couple of years I've been studying and modifying my life-choices, options and even thoughts and behaviours based on the invaluable work of [Roger Hamilton and his Wealth Dynamics](#)<sup>8</sup> personal profiling philosophy.

Based on largely Jungian and I-Ching principles it's more specifically oriented in helping the individual identify and utilise their potential, skills and innate passions etc. specifically in the pursuit of 'wealth creation' (rather than just being another old generic, personal psychometric profiling tool). In this context, 'Wealth Creation' is not narrowly defined as wealth = money, but rather (as in his great book [Your Life, Your Legacy](#)<sup>8</sup>) as 'What's left after the money is gone/beyond money'.

I thoroughly encourage you to go to [his website](#)<sup>8</sup> and read more there, and even take the [Wealth Dynamics](#) profile test for, as I have found (which we'll especially cover more in the final chapters) that without this knowledge and the chance to apply it more and more (especially in work/business/career/income creation, but not only there) then one probably will **always** find things hard work, unfulfilling and largely unrewarding, particularly financially.

It was in reading and understanding his books and my own profile that I came to understand my predicament, of being a Dog who was doing **everything but** Bark!

As you'll see when you look at the overall Wealth Profiles chart in Hamilton's material, he identifies various 'profiles' and I turn out to be a 'Creator' profile, with secondary profiles of 'Mechanic' and 'Star'. More clear descriptions and use of these names will come as you read further.

In my frustration, for example in my IT career, I ultimately 'knew myself' to be highly intelligent and creative, and thought I could deploy that (and more) in a computing environment. But when it became clear I was way out of my depth in terms of ability to understand, grasp and execute certain concepts and tasks, and that there was nothing per se to 'create' (neither an initial idea/design nor something I could see or hold/touch to tangibly measure and evaluate the outcome of my labours by) I became firstly quite upset, even angry, and then petulant, belligerent and rebellious, going to defensiveness, un-coachable and unwillingness to join in. All of these meant I was getting out of control and with nowhere to creatively, constructively apply my talents and strengths.

Knowing, and not at all liking, who I was showing up as, and how I was behaving, led me also to become less vibrant and playful, instead becoming more insular and protective of my time and space. The part of me that would be 'Star' (more extrovert, confident, charismatic etc) became more of a 'Look at Me' domination. Of course also a 'cry for help' which one might not have recognised through the brash façade.

I was then, literally trying to be a full-time 'Mechanic' in my programming role (coding, and maintaining programs, software and systems). Also I was having to be a happy-bunny team player and communicator in many ways that are at the best of times not always strengths for me either.

'Mechanic' being my secondary profile means I **can** actually do it for a while and with certain things, especially when at concept-design stage or as short term steps in the bigger picture, though my greater urge to express and explore my 'Creator' doesn't make for long-term staying power or commitment, and I would often leave things I'd start making, before they were complete, or **wish** to leave them (!) or at best, attempt them only half-heartedly, or without gaining first the right skills and approach etc.



So as I neglected my 'Creative-Innovative' strengths and skill-sets, indeed finding less and less opportunities for them, but instead forcing myself - consciously or by that peer or societal 'unseen' pressure to comply - into those other roles and identities, I was unknowingly squeezing-off my very life essence and joy, becoming quickly more and more unhappy and filling with frustration, self-doubt and a very much more negative, hopeless kind of life (again with all the previously mentioned traits and symptoms displayed).

If I'd known and could have seen it then as I do now, I would for certain have come up with the title of this book 'If You're a Dog, You Gotta Bark!' for I was living my life as a complete pretence; barely masking the pain of self-torture; failing to enjoy the life-rewards that could have been mine, including fun, joy, love, money and much else besides.

Something inside me - maybe that animating force which I believe flows through all things and being, and which I would call 'god'- was almost completely shut off. And however these things come about, something in all of this brought me that 'life-changing scenario' with Simone in Canada of Christmas 1992, in which I was floored and brought to an abrupt halt in the ways I was living and in who I was being.

## **A Broken Leg**

Ironically, in June 1990, I also 'attracted an opportunity' (you might say) to have it all change, but which I'd seemed to have ignored or ploughed-through at the time, indeed, emerging with an even more distorted expression of my self, ego, identity and expression.

Being highly physical and sporty, during a kind of 'corporate athletics tournament' I ultimately pushed the limits too far, eventually collapsing on the track during a steeple-chase event with a compound fracture of my left tibia (for those not familiar with skeletal anatomy that's a broken lower leg where the bone snaps in half and sticks out through the skin causing much pain and distress, both to yours-truly **and** to many friends, colleagues and spectators).

Two months in hospital brought me for the first time face to face with my own human frailty and humility, but I defiantly turned it to my advantage, leveraged an even higher

level of notoriety (and probably alienation from my friends and peers!), and drove myself even harder once I could resume sports training. Eventually, 2 years later, I took the rugby field again, tougher and more unstoppable mentally, even though by now slowed by the time away and by aging.

They say sometimes if you don't hear the quiet whisper or tap on the shoulder of a higher consciousness trying to alert you, you may then get a smack on the head from a chunk of wood. If the broken leg was then, the 'chunk of wood' showing me how I was living (and dying!) and my imbalances, in my enforced life in corporate England, then the mental and emotional breakdown after Simone was the 'coup de grace': the metaphorical head-on collision with the 40-ton truck!

I was 'lucky' though, for all this. I imagine many, many people live their whole lives, whether dulled or masked-off in some way to what their lives are costing them; squeezed into the wrong job, marriage, vocation, location: the wrong suit of clothes and resulting behaviours, and never can, or get the message and chance to change; to break free from their limitations.

I did.

## **Hardwired**

It's a term widely used to explain how we (and especially our brains) seem to function from previously learned, experienced and practised patterns. Also, many people use the term as a concept to explain how somehow they are just 'pre-programmed' genetically at birth and that's the end of it.

[Bruce Lipton<sup>11</sup>](#) is at the forefront of bringing a new understanding all about this, including his book [The Biology of Belief<sup>11</sup>](#) where he makes a compelling case of it being our environment, not the genes themselves, which shape our destiny and behaviour.

There are many psychometric evaluation systems and tests out there, and whilst we've just been speaking about one major one ([Roger Hamilton's Wealth Dynamics](#)) it was actually something called Hardwired (now known as [MyHardwired™<sup>9</sup>](#), an evaluation system originally created by a man in USA) where I first came across this whole new dimension. I

immediately saw the possible applications, not only in my business connections (at that time with a small but growing team of diverse people working/partnering together with Life-4-Us, a referral marketing company) but also especially in my platonic **and** personal-intimate relationships.

For one of the major tenets of such tests, results and understandings is how, once one becomes more aware of, and self empowered from learning one's own 'profile/operating system', one also naturally would wish to understand those facets in other people too, with whom one is regularly interacting, as it helps to clarify and dictate various behaviour, traits, styles and patterns of communication. In essence, all those things which if not known or understood, tend to stand in the way of our ability to 'engage' with another, and or help to 'educate' them in the ways we too wish to be engaged with.

As I said earlier, I'd first come across psychometric profiling in the late 1980s while I was looking to change my life-career path (really the only things in life I understood back then, which most other people I knew also seemed to be concerned with too). As part of that change, having been in a design/drafting role for most of my working life to that date, I asked a different question, in response to all the upheavals I mentioned before like the end of relationship, sports injury, dog dying and family re-locating.

That question was "Apart from drawing/drafting for a living, what **else** could I do, or be capable of?" And I can see looking back (ain't it so often the way!) that even this question, in its confined context about 'work' was actually a major milestone or stepping-off point into the next part of my life-path, which may not have come about without that question or the responses and options arising because of it.

I'd found a company in Bristol who used the Myers and Briggs system (which future employment assessments in my applications also seemed to use) and duly paid my £200 for a full day of evaluations, testings and analyses of results. The main traits that showed up, to my self-edification (!) showed not only a great creative/creative-thinking flair, but also logical, sequential aptitude and spatial awareness (ie. ability to see things from many angles, including prior to something being constructed or fully detailed - this we may now called

Creative Visualisation and/or seeing the Bigger Picture/overview).

So it seems in the business world, then as now, there's a proliferation of tests to help people (mostly the company: when did you ever get your prospective employer to show you **their** test results?) work out what they might be getting when they weigh up the candidates and prospective employees sitting in front of them.

Effectively though (and as [MyHardwired™](#) specifically identifies) most of these commonly-used test systems tend to take the person as a 'fixed whole' in that they always exhibit these measured traits, regardless of the greater and more varied situations and life scenarios they find themselves in, during the constant changes each new day, or project or interactions bring.

Now, where [MyHardwired™](#) differs, and how it made immediate sense to me, especially at that time (2005), is that the graphs/charts show results in three very different ways. Our tendencies, behaviours and ways of engaging are shown to be often quite distinct from each other for the following reasons.

The Top Graph (let's call it) is known as your 'Preferred Style' – the kind of ways you like to operate and interact best, when things are running well or you're 'in your flow' or 'top gear'.

The Middle Graph shows more about the preferred/observed styles and behaviour when you're not in full flow, but can at least drop down to a lower gear, pull through and then ideally move back up into full flow. This might mean when say, an unexpected event or request comes along and you just have to stop and re-approach things. It's often considered the 'societised' graph because often here too, it can reflect ways we're used to behaving in our original 'culture setting' to gain approval/acceptance. One could say that if the Top Graph is your 'Like To' graph, then the middle one is your 'Ought To' graph.

Compare these though now, with the third graph, which could be called your 'Have To' graph, and it's where we go (in the parts of the brain) to source our behaviours and responses when we are perceiving more intense, stressful or especially

protracted challenges, pressures or deadlines. Ideally again, one would go here, dig in, resolve the issue and move back up the gears/graphs as soon as possible and re-engage the world, people, task etc, from a more balanced 'flow' or pro-active place. But one doesn't always do that, I noticed.

We can link this to what Roger Hamilton says about not operating in one's profile or flow, especially regarding work/business or wealth creation, and this also correlates exactly too with the work of [Dr Katherine Benziger in her observations of Falsifying Type<sup>10</sup>](#): (see also later on page 85).

For as I came to experience, if one is operating long term under conditions that the brain perceives as stressful or threatening, especially outside of one's preferences, one's behaviours take on specific, often chronic patterns which (in my case) start to look like and feel like being an almost completely different person.

For example, when I'm in 'flow' I'm happy, open, confident, outgoing, communicative and engaging with people easily: even a good 'team player'. If I get a bit suck with something that comes up, the British in me (only **half** joking!) can drop down a gear to a different profile graph (ie. part of conditioned brain) and embrace certain rules and systems and codes of behaviour to get me through: such as 'play the game' for a while, long enough to move through the immediate challenge.

But (as described in the Sun Alliance computer-programmer paragraphs, plus with other examples yet to follow) when I put myself in situations that are majorly stressful and challenging and which are places not using my flow and innate gifts/core strengths, especially for long durations, then the way parts of the brain perceive this more as 'fight or flight', mean that I'd become much more introverted, less communicative or willing to play team. Less confident too about my actions or outcomes. Conversely I could also get quite aggressive or defensive in my ways of communicating, impatient and basically not want to be around people or be able to think or respond clearly, or certainly not able or willing to follow systems and rules!

If I understood though now (as I might do) about what was happening, I would at least be able to communicate to

colleagues or a partner about the best way to engage (or not engage me), eg. I could say something like this: "OK, I'm feeling under pressure (about this or that): I understand the deadline or what it is that I have to get done here: please allow me the time and scope to work on this in a free-thinking, independent and self-directed way, without necessarily reporting-in to you very often, but I **will** come up with the goods! OK?"

You could also see (especially the guys!) that in my case (as it appears) this starts to look like a classic 'men go to their caves' scenario, as we'll see later on when we say more about [John Gray's 'Mars and Venus' work](#)<sup>12</sup>, plus all he helped me learn and understand about 'Brain Chemistry', cellular nutrition etc. This is also where it all starts to get tied together to create a fuller picture by adding the key tenets of Hamilton, Benziger and a few others, becoming more clear and set out almost as if some kind of human '**Owners Manual**'. Ie. we can see where we're at, how we got there, why it is like it is and thus, free from too much emotion or therapy or deep self-analysis, how best to move back into a place which is more self-empowering and engaging with our world once more.

We'll get to look more specifically too at 'How to Re-Wire' in the [Bruce Lipton](#) Section (on page 202).

This is, by the way, in its 'simplicity of description', not to say an aim is to attempt to live or control oneself into **only** living and operating in that 'top gear', and avoid any other state. But it does (and did to me) start to give a lot more understanding, power to act and ultimately 'relief' in knowing that whatever swings and ups and downs are presented in life's daily occurrences (and my **perceptions** of them!) at least now I felt much better fortified and equipped to deal with them without going completely off the rails and have my life ruined by things that I'd once felt I had absolutely **no** control over.

For more understandings of the [MyHardwired™](#) process, its origins (based on Jungian and I-Ching principles) see the appendices.

## John Gray (Mars and Venus/Diet plus Exercise/Brain Chemistry)

We've already mentioned [Dr John Gray](#)<sup>12</sup> (no relation!) a couple of times: firstly in connection with his most famous work/book '[Men are from Mars, Women are from Venus](#)'. And secondly a fleeting mention when I was talking about Brain Chemistry, for in my experiences and subsequent studying, I got to really understand the profound impact of nutrition on the brain's ability to think (or act or access different behaviours and abilities, to learn and sustain **new** things, patterns, behaviours). Especially too how in my own case it was related to the by-then-regular experiences close to 'depression' (in my perceptions and engagement with the world) as well as within relationships, much of which I must say, came at a stage where it was ultimately too late to save a particular relationship.

But first, let me briefly share my experience or understandings of the original info on why men may indeed seem to look and act like they're from a completely different planet from women.

I know it's too easy to pass Gray's stuff off as 'pop psychology' or just being in it to make money from books, read more by bored house-wives etc, and thus to appear light-weight and less effective than say, doing a 'more serious' (my words) kind of relationship work, like you know, 'real-time therapy' (which Gray does actually facilitate also).

Books and courses like '[Getting the Love you Want](#)' ([Harville Hendricks](#))<sup>13</sup> or '[A Passionate Marriage](#)' ([David Schnarch](#))<sup>14</sup> come to mind.

As we're already discovering here though, in 'this' book ('If You're a Dog you Gotta Bark') there's bits and pieces from many sources which for each of us, can help us make a more complete or applicable picture which we can relate to.

And especially so with the parts that I personally (and instantly!) 'got' from reading 'Men are from Mars....'

The most obvious part that interested me was that for the first time (yes, really) I read that other men also had this 'need to go to the cave' or at least 'remove' themselves from time to time from their partner, especially when under stress (including in/from the relationship itself) or more like a coping

mechanism, or re-gathering response to other aspects of life or work which were troubling them.

(NB: I accept too [Gray's](#) assertion that it can also be a pro-active sign of emotional and relationship health too for regular 'cave-visits', like getting the car serviced long before it ever gets to a stage of playing up or breaking down on you!)

Now whilst not **all** men rush straight off to their caves at the first sniff of pressure, I felt suddenly validated by the mere knowledge that many **do**, and thus I was not necessarily wrong, weird, disruptive, selfish or manipulating my relationship by 'going there'.

What had hitherto really frustrated me was that when I inwardly had the call for the 'cave', I would however see myself hang around way too long before going there, trying to explain or articulate to my partner what I was needing, or maybe almost to get her approval. Neither of these activities however would ever do anything other than just increase **their** sense of unhappiness at me wanting to get my needs met in that way; nor did they ever make any in-roads to calm or reassure them, nor enrol them into it being 'ok' for me to get such time-out. Basically all I seemed to achieve was helping **them** get more pissed-off at me (for wanting to get away, a feeling that my hanging around only heightened) **and** increase my feeling even more and more impatient and anxious to be 'gone' (like a child not allowing himself or excusing himself to urgently go to the toilet, even though he knows he desperately needs to go! Does that make a clear picture?).

Thus I was unable to listen to, at such times, nor care for my partner's needs or opinions, which again would tempt me to hang around even longer to try to clear that up and be the 'good guy', only instead to end up just keep making it worse and end up with **both** of us believing I really **was** the 'bad guy'!

Now, as I've begun to point out previously, by firstly understanding the wider 'vocational' perspective about being in one's 'flow' ([Roger Hamilton](#) profiles) and the different types of behaviour shown by having to operate from a fight-or-flight-prompted area of the brain, I've come to see that 'The Cave' in this notion is inevitable (certainly for me and my wiring). Furthermore, it was [Gray's](#) deeper and more background



studies that pointed me to the more fundamental **chemical** changes in the brain and body, which helped me clarify what was going on in my own 'inner laboratory' of life, and how, unless some other things/specifics were being dealt with, it was unlikely there **could** ever be a different or more empowering response.

### **Thoughts/Observations about 'Fight or Flight'**

I know it's kind of 'cliché' these days, but also when you look around or listen to the vocabulary of so many people in the western world today, you hear regular mention of 'fight-or-flight' as if it were now somehow an accepted or even 'normal' part of our lives. And indeed in some ways it **is** now.

And it is a human (as well as animal) response, from the oldest parts of the non-language, instinctual brain and our great survival mechanism.

But in my eyes, it's now taken as such a 'normal' part of life, that we're becoming numb to its presence, all the while living ever-increasingly **from** that stress-response-survival place.

To illustrate what I mean, let me insert here a short extract from '[Women Who Run With Wolves](#)' by [Clarissa Pinkola Estes](#)<sup>15</sup> about 'Learned Helplessness':

There's an important study that gives insight into (women's) loss of self protective instinct. In the early 1960s, scientists conducted animal experiments to determine something about 'flight instinct' in humans. In one experiment they wired half the bottom of a large cage, so that a dog placed in the cage would receive a shock each time it set foot on the right side. The dog quickly learned to stay on the left.

Next, the left side of the cage was wired for the same purpose and the right side was safe from shocks. The dog re-oriented quickly and learned to stay on the right side of the cage. Then, the entire floor of the cage was wired to give random shocks, so that no matter where the dog lay or stood it would eventually receive a shock. The dog acted confused at first, and then it panicked. Finally the dog 'gave up' and lay down, taking the shocks as they came, no longer trying to escape them or outsmart them.

But the experiment was not over. Next, the cage door was opened. The scientists expected the dog to rush out, but it did not flee. Even though it could vacate the cage at will, the dog lay there being randomly shocked. From this the scientists speculated that when a creature is exposed to (violence, abuse or any kind of giving up of self care), it will tend to adapt to that disturbance, so that when the (violence etc.) ceases or the creature is allowed its freedom, the healthy instinct to flee is hugely diminished, and the creature stays put instead.

In terms of the wildish nature (of women), it is this normalisation of (violence...violation?), and what scientists subsequently termed '**learned helplessness**', that influences (women) to not only stay with (drunken mates, abusive employers, and groups that harass them) but causes them to feel unable to rise up to support the things they believe in with all their hearts: their art, their love, their lifestyles, their politics.

The normalising of the abnormal even when there is clear evidence that it is to one's own detriment to do so applies to all 'battering' of the physical, emotional, creative, spiritual and instinctive natures. (Women) face this issue any time they are stunned into doing anything less than defending their soul-lives from invasive projections, cultural, psychic, or otherwise.

**Physically, we become used to the shocks** aimed at our wildish nature. We adapt to violence against the psyche's wild and knowing nature. We try to be good while normalising the abnormal. As a result, we lose our power to feel. We lose our power to lobby for the elements of soul and life we find most valuable.

Sure enough, in times when we still lived in ways where we were at risk from animal predators and from the raw power of nature's forces (floods, volcanoes, falling trees etc.) our 'fight-or-flight' was essential; moving blood from the visceral organs in an instant to the more important supply to the muscles, arms, legs, heart, to either enable us to fight (and hopefully defeat) the predator or to flee it (or the falling tree etc). But then, importantly, as soon as the immediate danger was over, things would return to a more normal balance and blood would return not only to the less 'instinctual' parts of the brain, but also the organs such as for digestion, cleansing,

regeneration of cells, elimination, sexual arousal etc, none of which are possible or priorities in times of confrontation.

This isn't only applicable to women of course (as that quote was written to illustrate), but all humans.

One of the key organs at play in the fight-or-flight response are the adrenal glands. Basically speaking, their job is, on command from the brain, to dump adrenalin into the blood stream which sparks the mobilisation of blood supply to wherever the perceived threat is, needing our response (ie. to fight or flee).

Can you imagine though, that in a world where, having more or less secured our dominance over animal predators and (as some would like to think) over our natural habitat and forces of nature too (!) we are living nevertheless ever more frequently and for longer and longer spells in 'fight-or-flight'. This is not only wearing out the body, but also all our inner stress indicators, our adrenals are burning out, our brains are getting fried and this is consuming (this and the **mental** stress too of how it 'feels' everyday) vast amounts of energy, of minerals, vitamins and nutrients which are not being replaced by our empty diets. Nor the very 'pick-me-ups' of coffee, caffeine, V-drinks, fast food, (let's also throw in there cigarettes and alcohol) which are themselves adding even **more** stress (chemical stress) to the already overloaded and 'highly charged' system!

In this prolonged stress period(s), we are also operating in different areas of the brain which compromise our immune systems as well as influence our human behaviour, including rational functioning (lowering frontal-lobe and intellectual capacity and operation over time), increases in aggression, reduction of compassion for others, wellbeing of ourselves and many other things detrimental to individuals, families and communities as well.

Even though the animal predator is gone, our '**old brain**' still perceives threats to our survival, as such, but in new and many forms. It doesn't know the difference (for example, as this part of the brain is not rational/logical and does not have 'language') between a lion about to bite your head off, and say, an angry client on the phone, your noisy kids, Auckland traffic jams; even watching high-action movies

or the All Blacks on TV where you ('I' that is!) become a part of someone **else's** fight or flight dramas!

The impacts (and implications) are staggering as you can imagine, given how we now consent to keeping ourselves in the face of these perceived threats to our survival day in, day out by self-created prisons (and jailors of same, yes, really!) by our choices. I'm convinced this then is behind the epidemics of not only escalating poor health (physical disease and breakdown etc.) but also mental and emotional breakdowns. And the symptoms of **these** breakdowns show up across the board including aggression, depression, isolation, self protection, sexual dysfunction, escapism and many more.

So, now we understand how ubiquitous 'fight-or-flight' has become in our everyday lives (and it's never over; the adrenals almost never switch off now, which is accelerating aging of the body and brain, depleting its ability to battle immune system threats and cancers), we can perhaps relate more to the importance of finding our 'flow' and ability to be choosing and engaging in more and more areas of life where we are **not** under these self-created, thought-perception-generated, chronic stresses. Or at least we can learn how to re-orient ourselves (internally and externally) when we come up against things we still perceive as stressful.

And this then arms us and empowers us much more towards better mental and emotional health without dependencies and without medication: self-directed individuals able to again contribute to a healthier 'whole'.

So, finally back to where the good work of [John Gray](#) and his greater body of research and information come into play.

When I first came across what I consider to be [John Gray's](#) more fundamental work (and which by all accounts he'd been working on for many years **prior** to, and background to his popular success with '[Men are from Mars, Women are from Venus](#)') I believe I'd already been in a state of what many would call 'depression' for 18 months or more. I was already consuming daily quantities of high-potency liquid whole food supplement (Sea-Balance) and practising Thai Massage with a small client base.

A connection with [Dr Leslie Wells<sup>16</sup>](#), a respected chiropractor/NSA therapist in Auckland (now establishing visionary healing programs in USA), had us both applying the nutrition component to our clients to enhance the more physical aspects and results of their therapies. However Leslie had been to a [John Gray](#) seminar and heard him talk about what was now in his '[Mars and Venus Diet and Exercise Solution](#)' book<sup>17</sup>. She rang me excitedly one day convinced that many of the nutritional recommendations he advocated seemed almost identical to those found in Sea-Balance (aloe-vera juice, ionic plant-based nutrients, a little pure fruit juice and honey).

She was very motivated by what she'd heard, and had in any case been doing separate consultations, workshops and programmes offering people not only access to better physical, mental-emotional **and** relationship health, but also access for scores of people to the very nutrition I (and by now she also) was drinking already, and beginning to refer to others. This was thus a very significant occurrence at that time and motivated me to also benefit from using what I was already using, but now in a much more co-ordinated and deliberate way.

But before we get any further down this path, let me just bring you into the picture of how life was going for me at **that** time (or rather how it **wasn't** going!). You'll also, I think begin to start recognising how 'trying to wear the Cat Suit' was impairing my brain activity, behaviour and resulting in deepening cycles of frustration and ineffectiveness, especially in the confrontations I was getting into, and a downward-sinking in my emotional stability.

## **Lynette**

At the end of 2001 in my oft-times torrid (but to be fair sometimes hugely fun and creative) relationship with Lynette, certain things were being experienced outwardly that reflected (in hindsight) things 'inside' me that were surely going unnoticed.

I'll try to briefly give a picture of some of the areas that I was challenged with, and which by 'agreeing' to having such

in my life, were all contributing to what came next, as well as continuing to build up as my 'life/behaviour' picture.

This is, again, not to say that there weren't many wonderful times, experiences, very constructive, willing, loving, forward-thinking aspects to our relationship, 'cos there were, especially in the area where she and I agreed we wished each of us came with an 'owner's manual' that we could refer each other to and help them understand how to engage us (a bit like [MyHardwired™](#) offers) or what signs and symptoms to look for as clues to moods, preferences and needs (eg. like [Gray's](#) 'men go to their caves' etc).

We began each writing a common 'book of us', though which sadly never got finished and when we so needed to draw upon it, its infancy could not help us. Later though, I learned of a similar process that one can use (in many various life/interaction scenarios) called [The State of Grace Document](#)<sup>18</sup>.

Anyway, Lynette was/is a very talented graphic designer and I would say often driven and ambitious in her career and what she wanted in her life/lifestyle, salary, life options and (as I eventually learned) what she expected of her man/partner and who she wanted in that picture with her. By the way I came up against that a few more and increasingly painful times in my two subsequent relationships, as we shall see!

She had her own home, plans, goals and was very social and quite self-directed. You could actually say (paraphrasing [David Deida's teachings](#)<sup>19</sup>) exhibiting a strong masculine drive in **those** aspects of her life, whilst I would point out being very feminine too in her womanliness, sensuality and sexuality.

However, I at that time was living in a way which in the broadest of descriptions would be called a 'new age man'. Furthermore, from several years in S.E.Asia and no longer wishing to conform to many western cultural norms (especially for a man) I had for one thing begun to explore my creative expression through my outer appearance and dress. I'd grown my hair long again, and had two feathered pendent earrings, many silver wrist bangles, toe-ring and frequently wore toe-nail polish. Some of my colours and styles of clothing were at

very least 'soft' and even 'feminine'. And my more private expression of this was in the occasional (what people call) 'cross-dressing' or at least enjoyment of wearing/purchasing an item of feminine underwear, like pink undies or a g-string, a crop-top or colourful sarong.

Whilst we could also keep deviating off and onto endless side-roads here on this topic, I have long held a belief that many guys would love to have permission (especially self-permission or cultural permission) to dress or express themselves in a more 'free', colourful and playful way than our (western) societies now tolerate, without stigma, prejudice or ridicule. There's even ignorance of what such 'creative dressing' means and doesn't necessarily mean.

Indeed only a few centuries ago (in Europe especially) it was the men who were the colourful 'peacocks', who wore the wigs and make up and beauty spots. Industrialisation and the industrial revolution were largely responsible for huge societal change during Victorian times and as with many things, the role of the man and a utilitarian culture and way of life are parts of that legacy we're still living-out today.

Suffice to say that I had longed for a time and opportunity in a relationship with my woman, to freely and playfully explore and express more of this side of me. Indeed at first with Anja and to some degree with Linda too in the peak of my 'new-age-goddess-worshipping-feminine-elevating' times, I'd had many positive experiences and sense of acceptance and fun in those relationship moments.

Lynette, well, initially was very challenged by all this and whilst it evidently wasn't part of who/what she wanted as her man, she did at least, to some degree enter into the spirit of harmless play with me, I guess where that all felt 'safe' for her to challenge herself with.

I do remember a couple of times however, where our disagreements turned to my 'femininity' for a whipping post, and I was left with words like "I want a **real** man" or "What kind of fuckin' man **are** you anyway?" etc. ringing painfully in my ears.

It's a common misunderstanding that guys who like to cross-dress/creatively-dress, play 'dress-up' in the privacy of their home, with or without their partners' inclusion or consent

and who (studies I've read) actually number many more than may be imagined, are actually 'gay'. The blunt truth is most are not. If you want to use the stereo-type term 'transvestite', the majority of such men are 100% heterosexual and are very clear on their gender and sexual role, enjoy being a man, father, husband and do not harbour any wishes to become drag-queens, transgender, transsexual, 'queers' or homosexual, nor spend the rest of their lives trawling seedy areas of the city, prostituting themselves and their tendencies with public vulnerability.

As I can say from my own experiences, motives and ultimately self-acceptance, it seems to be more about expression, or a creative or playful outlet and can actually safely add fun dimensions to a healthy heterosexual relationship. It's true that undoubtedly there's a lot of 'fantasising' goes on too, in the mind and interior world, and this can sometimes lead to unusual or more extreme or undesirable habits in some guys (underwear-stealing for example), but I believe in the majority, it is and can be (certainly was for me) a great relief after years of work in corporate offices, engineering, male arenas like rugby and anywhere with a 'male standard dress code' (unspoken but uniformly agreed upon culturally) – to be able to live and dress in ways which even as a woman may have say, 'suited my mood'! Yes, men have such wishes and needs too, and why shouldn't they have access also to any range of colours, styles, textures and fashions, should they choose, without stigma and ridicule and social disgust?

So, give Lynette some credit; she opened up to some of this with me on occasions and we had fun. But where the line got crossed (and we never really recovered from back over it after that) was when I was invited to be an 'exotic dancer' in Auckland's 'HERO Parade' in February 2001.

With my friends (all of them heterosexual I should add) from Amnesty, we were to have a float like a cage highlighting the plight of many people in various countries who are persecuted for their sexual and/or homosexual preferences. This float, being one of hundreds in the carnival, was to have us dress in ways in keeping with the 'Mardi-Gras' atmosphere that HERO also brings, including music, dance and celebration,



on the night being also watched and participated in by nearly 300,000 people!

And, whilst HERO is fundamentally about celebrating the rights of gay, lesbian, transgender, bisexual etc, this particular year's theme was simply 'Love Who You Are' (sound familiar yet? Woof!)

So, you can see, that the opportunity to publically express and celebrate my own preferences and creativity in such a way took me about 2 seconds to say 'yes' to. It was **so** much fun, and I had absolutely 100% positive experiences from everyone I interacted with that night, being completely 'cross-dressed' to my own designs and desires. Yes, it was sensual, yes it was definitely a risk and yes, it was worth it for the stand I made to give voice to an inner expression probably most people, men and women, only ever secretly wish for, in those darker, more quiet parts of themselves, and never get to act out to this degree.

But, it was a **huge** challenge for Lynette, as I never 'consulted' with her (not thinking that I needed to, though today if the situation arose I would be able to handle it very differently). Nor was she prepared, and whilst I did invite her to be a part of it all together with me, what actually came up for her were things like her own repulsion (of me or what looked like be becoming 'queer and sleazy'), of her own self-image (acknowledged sometimes as something she knew hounded her) and how she would lose face among professional colleagues or friends who may recognise me and ridicule her for my behaviour (most of them didn't know me and certainly wouldn't have recognised me anyway, not with the degree of detail I went into for my outfit, appearance and whole persona that night).

I think her own fears (as we all have), past traumas and unhealed things within her were triggered big-time. We did reconnect, but I was left clearly with the sense I was being judged as more than just 'expressing the feminine' which, coupled with me having no obvious or clear vocation, work or direction around that time, and limited money which was hampering our possible relationship activities and future plans as a couple, were all adding to the pot of discontent and the

rift that I was denying was a problem – especially for the outcomes and situation it was soon about to bring me.

During this period I was creating some small income from doing massage ([Traditional Thai Massage](#)<sup>20</sup>) for home-based clients in Auckland, but had no real inclination to do this anymore than a casual type 'hobby'. I thus had no other plan or wish to 'work' in the traditional sense, which in hindsight again we can see as naive and in denial as the money I emigrated to NZ with, 2 years earlier, was getting less and less, and I was sort of living a fantasy that didn't need me to even think of how or when I was going to start earning and saving again etc.

Ironically the massage work was how we'd met. Lynette booked me, then we got social, then entered a relationship. But after a while I guess the novelty of having a boyfriend who was trained in massage wore off, especially as I never seemed (to her) to 'offer' loving, connecting massage times with her, only 'doing them for paying clients'. 80% of my clients were women (not uncommon for a male masseur) and though I had very high levels of integrity and clear boundaries that were never crossed with my clients (and especially later even more so when I had my own massage clinic rooms), eventually the jealousy, suspicion and accusations started to surface, gently smouldering to start with, but later laid at me out loud.

I can understand all that, but only from a compassionate view (although at the time I definitely felt the need to defend myself) because I have always somewhere known the previous hurts and betrayals in others and how things then appear, or to the false beliefs their old fears and old 'injuries' give them. I too had suffered infidelities in the past which felt like they raped my very soul. So too had Lynette (eg. she lost her 'idyllic' marriage that way). Thus I came along and seemed to fit the old story, where by then it was only a matter of time (in her eyes) before I would betray her too. It was thus only a matter of time too before we'd break up.

Funny how so many of us keep it going and pretend somehow 'it'll all work out or change' or we want the thing/person we're clearly already turned-off to now, to fully participate with. I guess we become habituated to what's

become familiar (I've lately come to call it what it **is**: addicted, now I know more of how the brain and its chemical workings influence our thoughts and behaviours against logic: we'll get back to that and [John Gray](#) in just a moment!). Apathy sets in and so often then the parting though painful and messy, can actually be a release.

The final chapter came, fuelled by our living circumstances, where I agreed (ignoring a small inner voice and gut feeling to the contrary) to move into Lynette's home, at her suggestion, and thus give up my neat little Grey Lynn suburban studio-home.

I'd enjoyed being a 'weekend guest' at Lynette's 'cos it was a full 'house' (in the way I'd previously owned myself in UK before all my transience). But its location in a part of Auckland with much forest gave it (like many in those western Waitakere suburbs) a dark, closed-in feel (even gloomy). Beautiful trees all around and bird life, but no direct natural light, in the way I crave and enjoy; no flat land or garden or sense of space. Just a house built on poles on a sloping section, on the side of a fairly busy road and where for half the year, rain, damp and sun direction gave a smell and chill and feel that I inevitably withdrew from.

Even living 'rent-free', I didn't want to be there, but my voicing of this and the discussions it opened up were just taken as more reasons why I was 'rejecting' **her** personally, and thus all she aspired to (for herself and for us both), how she operated and all she represented.

Keeping quiet and avoiding things that other people get upset with you about is a great denial, eh!

Most weren't true, but in my state of living **out** of sync with the truth and integrity of my deeper needs and inner knowing, I came to kind of believe this too. My 'secretly wanting out' would have been obvious and thus attracting the very opportunity to realise that (ie. To make it a reality! We're definitely going to be exploring this topic in much more detail shortly!).

It all got too much and in our last 'argument', Lynette worked herself up into sufficient enough anger that she demanded I leave, there and then, beginning to throw my possessions out onto the driveway and beating into me with

her fists, which I numbly allowed myself to tolerate without retaliation or restraint. For (something else that a man ultimately knows about himself, in such instances of 'attack' is that) if I had struck back even once (and I **did** want to, even just to restrain her assault) it would have been me (not her) that the police car would have come for, and upon **me** for whom the court case, anger management courses and criminal record would have been bestowed.

I had nowhere to go that night. I bundled everything I owned (and had watched get thrown out into the driveway) into my van and found a late-night café open: a sanctuary (is this how a battered wife feels when she has been thrown out or escaped?). The one friend who I could think of to call in that moment for help gave me a bed for the night and no questions. The next morning in a sort of numb-acceptance of realising the trauma I'd experienced, I rang my therapist and made an immediate appointment to get to grips with where I was now at in my life, and what the hell happened (because at that time, level of awareness and perspective, it was not even 10% as clear to me as it is now!)

Bugger!

## **Wood Bay and Mineral Deficiency**

OK; so let's try to get back to brain chemistry, [John Gray](#) and Sea-Balance as soon as we can now, and pick up on that theme of where I was taking us.

The end of the relationship with Lynette left me adrift, for the first month in a sort of philosophical (call that denial!) way until I discovered that almost immediately she'd got into a relationship with her work colleague/art director and this sent me plummeting into a forlorn misery. Yes, I lost the plot completely only this time. But unlike with Anja or Simone where I also 'flipped', this time I had basically no home, no money, certainly no 'work' nor inclination (apart from the casual massage work) to do so. I had no sense really of life direction, having abandoned that to the 'free-flow' so easily distracted into in the 'new age' identity I'd created for myself.

After a short stop-gap at a friend's house over Christmas/New Year, I ended up renting a small unit in what I thought was a quiet no-through road away from the main

suburb centre of Titirangi. But this illusion, to my horror was shattered at 6am the first morning as the first commuter bus roared right past my door.

Over the next couple of months, it seemed like the rain in that autumn never stopped, turning the dense foliage close outside into a dripping and oppressing presence.

The open plan spacious unit I imagined I would get back into my creative routine in, instead became a prison. I had neglected to notice that being half built into a hillside, surrounded by bush, south facing and with no heating was actually a very cold, damp, musty-smelling and gloomy place: completely the opposite of what I would have chosen, if thinking clearly, (which I wasn't) and almost an intensification of all I found so oppressive at Lynette's.

I'd run out of money and for the first time in NZ went 'on the benefit' to at least get accommodation support. I tried to develop my massage opportunities, but was barely coping physically and mentally. When you're deep in trouble emotionally on your insides like that, your ability to go out and promote yourself, get work and 'do' such healing/service type work becomes almost impossible and further depleting, adding to my decreasing sense of self-worth, future possibilities and of course income.

With little sun, warmth and light, and with no view, it was so hard to be there and try to commit myself to paint or draw, or even connect to people via emails. If I was ever going to contemplate suicide, and they say at some point most people do, even fleetingly, it would have been then. Yet it was also hard to go out. I was rapidly withdrawing into myself, feeling lonely, lost, low and believing no-one would be wanting to spend much time with me in such a poor and sorry state.

When I could though, I'd walk all the way up the steep roads for 30 minutes in the rain to sit alone (but at least among people) in my favourite café ([Hardware Café<sup>21</sup>](#)) and where I made one coffee last a very long time, mostly avoiding too much contact and conversation, but also delaying the walk back down the hill to my lonely and dark 'cell'.

Each night I went to bed exhausted, but already dreading the mornings when I was again awake pre-dawn, pre-bus, my brain screaming with self-abuse and ridicule as I

imagined the delight of humiliation Lynette and her new boyfriend were heaping upon me as they (I pictured) happily screwed each other all night; her and her 'real man'!

In the end I lost control and woke up into outwardly expressing/venting my trauma and predicament: shouting and screaming myself hoarse, pounding the bed and floor with my fists, no longer caring if any neighbours heard me or what they would think.

My lack of money was sometimes eased by finding part-time office (data-entry) work, but it was vastly negated by the added distress and sense of humiliation and frustration I felt having to drive into Auckland city each day, queuing for hours among so many other seemingly unwilling but self-imprisoned commuters to line up for jobs at places we didn't want to be in, with people we hated, for money that wasn't giving any real pleasure or progress in life.

I did some [dance-therapy](#)<sup>22</sup> each week which at least eventually helped break my fear-induced physical rigidity and isolation in some way.

A lady whom I'd avoided for years in Titirangi, Hannah, finally got my listening for her and her 'work' when one day she saw my plight and invited me to allow her to help me. She promoted the nutritional supplement 'Sea-Balance' and was earning a small fortune in residual income, from a very humble set of life and family circumstances.

That's all another story (or part of this bigger story) but it was a start on **that** journey and chapter which offered hope and nutrition. There were also challenges (both in the positive growth and in potentially negative ways too) and eventually through ups and downs of income and success, yet another **great** example of how it is to be a dog trying to be a cat, and aspiring even to be a great cat and help other dogs become cats!

But I got the nutritional start that I didn't know then that I **did** need. I was eating very poorly in my isolation and frantic days of just barely holding onto my sanity, with little money or will to provide anything much decent for myself in any area of my life.

As I was soon to learn, through [Leslie Wells](#) and from [John Gray's](#) nutritional research, having access to high quality,

**useable** complete nutrition was vital to my mental/emotional recovery and ongoing wellbeing. I just knew that there was a pattern, firstly (each morning) showing up as mental and emotional anxiety which, by taking at least **some** actions/activity through the day, would even itself out. So by bedtime, even though I 'logically' knew I'd be awake again at 5 am and full-on into the same cycle next day, at least in my 'body' I felt a bit better balanced and 'ok'.

So I'd already guessed that there was something chemical going on and was only just about to start learning in my own 'laboratory' of my body and mind more of the facts and theories behind my emotions and behaviours.

Even for someone who isn't minerally and nutritionally depleted, and I certainly was, the body and all its amazing inner functions and capabilities is constantly at work, cleansing, growing or discarding cells, building muscle and bone, detoxifying, making blood, repairing and organising the trillions of chemical-electrical impulses and nerve messages on an infinitesimal scale that make up every second of our existence!

Like millions of others I was totally unaware of that going on, after all, we 'eat' and go about our lives and things sort of seem the same don't they? Even when what we do 'eat' is mostly rushed, processed, empty foods and the lives we live are more and more stressed, full, imbalanced....

Overnight, when we're asleep the whole system goes onto night shift to rebuild and repair etc. It needs ample access to useable minerals, vitamins and nutrient compounds as raw material to do all that.

Yet imagine how, if the raw materials (calcium or vitamin D or selenium etc.) are not in our system and available because they're not in our food, because they weren't in our soils....then you have depletion and increasing compromise on the mind as well as the body, to be able to perform at optimal balance and 'wellness'.

How many people do you know or have your own experience of awakening to greet the day full of anxiety and worry and fatigue at the prospect of all you have to face that day? And the accumulation and knowledge of all you have yet to do or complete and achieve? And right there you have the

symptoms of depleted diet, nutrition, possibly activity too (where such a large part of our days and work now have us seated or not physically actively employed).

Right there in the morning, when your depletion is most obvious after the night's inner re-build process, is where a majority of people experience their deepest senses of depression or un-named fears or anxiety. On the outside they **look** ok and normal, because unlike a broken arm or a cut-wound, you can't see any clear 'physical' evidence of this 'disease'; this lack of health and wellbeing.

But as much as there are now epidemics of heart disease, obesity, diabetes, immune-system disorders and an endless list of physical diseases killing our populations, so too there is an epidemic that is more silent and potentially even more harmful on the inside; in our minds. It affects our ability to understand our lives, other people, meanings, purpose, ways of relating: to cope, to work out why we feel so bad, unhappy and unbalanced.

And it is this, and here that we finally arrive at what, for me has been some of the most profound, clear and enabling information, that is helping me and more people to get their lives back. Their relationships, health, sense of meaning and clarity **and** without having to submit to drug-pharma medication, side-effects, endless and expensive therapies and analyses and indignities, because at the root of it all is our basic nutrition (and way we're living).

There's no substitute for reading for yourself [John Gray's 'Mars and Venus Diet and Exercise Solution'](#) which, even though still in the familiar and seemingly lightweight and stereotypical style of his other 'best sellers' nevertheless points to some very clear understandings and guidelines that many readers will find invaluable, wherever you currently find yourself, whatever you've been through, are doing to help and self-educate and heal yourself, and for whatever you envisage and want to envisage for your future.

The essence of the book is that there are some very specific 'chemical-hormonal' differences between men and women (in the most general view) which often makes them 'appear' (in their preferences, expressions and behaviours etc.) **so** much like they actually **do** come from different planets,



with different languages and perceptions of life and responses. And all this can (and often does) lead to so much misunderstanding, distancing, or non-engagement as a result of the perceived difference(s), such that not only would it seem that understanding these chemicals first within ourselves and then how our partners may differ and 'drive' them differently could be a useful thing in the physical realm, but also what goes on in that neuro-chemical, mental-emotional level too. All the opportunities which that of course opens up within the relationship and communication between two people.

Way, way back, Gray attended a clinic in Mexico, intrigued by research there with oxygen and ozone therapies, and intravenous amino-acid therapies, which were apparently turning narcotics addicts around often in a few weeks with a very high percentage of success and low rate of relapse.

He underwent such therapies himself and found many 'cravings and habits' seemed to have left him almost instantly, plus on return home to his wife, he noticed he had way more emotional energy and tolerance to serve, listen, contribute and interact lovingly with her; exactly the kind of things he was already developing in his counselling sessions and now-famous 'Mars and Venus' books. However, these traits seemed natural, flowing and sustainable, as opposed to the usual months of process and practice, rote, changes of style and habits etc. which still (for many in his workshops) would not 'really hold fast' too long after the couples returned back home to their normal daily routines.

So as he dug deeper and deeper his research started coming up with things like this:

- How come most ADHD cases are boys and young men, much less-so in girls/young women?
- How come if an overweight man and an overweight woman both started the same gym regime, he would quickly lose weight while she would initially gain?
- Why were 80% of all psychotherapist and counsellor clients women?
- Why were 80-90% of all prison inmates in the USA men?

...and many more.

If you do no more with **this** book you're reading here, I most strongly suggest you at least get a copy of [Gray's 'Mars and Venus Diet and Exercise Solution'](#) if for no other reason but for **what else** it will lead you to ask and discover.

Imagine, for instance, how empowering it would be for you as a man to know (in the general case) that you needed certain levels of dopamine as your main pre-cursor to endorphin production (the 'happy hormone')? And that there were ways of eating and simple lifestyle choices that would naturally, healthily give you that?

Imagine equally, for women (in general) how reassuring it would be to know that you **don't** need so much dopamine, but serotonin, and there are ways of eating, activities and lifestyle choices that will give **you** that too?

Gee: I sound like a TV commercial!

It seems men generally don't need so much serotonin and women not so much dopamine, to feel well, balanced, good, in the flow.....

And these things (dopamine for men, serotonin for women) are best attained (and maintained) by certain nutritious foods and eating patterns, and by various forms of gentle exercise and when you do them. Sadly though, as we've covered earlier, that in this crazy, fast-paced, escalating 'fight or flight' world, our diets, the ways and times we're eating, plus the overall emptiness of the foods of the raw materials our brains and bodies need, **plus** the way we are living, is stripping us of the little nutrition we **do** get, so that there is little left over for healthy brain chemistry creation.

And worse, when we don't get what we need, and thus our dopamine or serotonin levels are respectively very low, we find there are numerous ways to **artificially** raise them. Not only are these not long-lasting (always needing another 'fix' or 'shot' so to speak) but also not long term health or life-giving too, compounding the 'high-low' swings and burnout.

For women, as borne-out by the illustration of the percentage who make up therapy clients, it's been found that sharing or talking about your problems, feeling heard, validated, nurtured etc. dramatically raises serotonin, as does comfort-eating, or excessive giving of one's time, love, energy

etc. (remember that feminist book 'Women Who Love Too Much?')<sup>23</sup>

A man generally doesn't need so much serotonin or those other ways of raising it, so no surprises he is not so tolerant or drawn to 'sharing and talking' about problems etc when he is feeling down, low etc.

But where a man **does** notice it is when he's out of dopamine and (as a man I can corroborate this 100%) the 'artificial' (ie. non-diet-exercise) ways he can raise it are often outside of societal or legal tolerance and can lead to trouble, behavioural problems, crime and punishment (in extreme cases).

No accident then that 90% of prison inmates are male, **not** 'cos we're all aggressive, porn-addicted, alcoholic, violent morons who have to drive fast cars, watch or play rugby and beat our women as if it were some genetic legacy we're all tainted with out of our control. It's more because things like these **are** and have become (automatic) 'quick fixes' that can become addictions (as sure as any drug or substance) when they repeatedly deliver the desired effect: eg. raising dopamine, creating endorphins to feel pleasure or avoid pain. (For some, the **creation** of pain creates the pleasure, of course!)

So, not that men are 'worse' than women when it comes to these artificial raising methods, but the way our morals are structured, and the way we've evolved our society mean that different ways of addressing the same basic needs, create very different behaviours which in men are much more overt, visible and draw the attention in such negative ways as they do.

And yet, as **Gray** submits (and I too have experienced personally at various times in my life) that with **natural** and healthy ways to keep optimum dopamine and serotonin, we are each so much more self-empowered; not only for ourselves, but in our personal relationships of love, service and 'availability': our friendships, families, communities, workplaces: our personal potential and creative expressions. Everywhere becomes more full of life, peace and happiness, from getting these **basic foundations** right.

As I said, going through such lows and constant self-reinforcements of my predicament (from both external and

internal reflections) especially in that period after the break up with Lynette, I was already acting out the classic 'low brain chemistry' symptoms. My diet was crap, I felt useless and humiliated in my 'failed' love-relationship, impotent to get any work, income or life direction. No sunlight or fresh outlooks to inspire me. No money to make little healthier changes and so much more.

But I did have that liquid nutrition and once Leslie put me onto [Gray's](#) book you could say the lights started to come on, and things (ever-so gradually) began to change.

Up to that point, I had indeed myself expressed some of the artificial ways of raising my dopamine to get my 'feel good' endorphins. Like internet pornography (at least there, for a moment or two I felt loved, attractive, sexually strong, virile and potent). I'd driven aggressively and deliberately dangerously many times, and in past scenarios (like at Sun Alliance) the huge efforts I put into sport, competitive activity, getting drunk and partying, rowdy almost arrogant social behaviour, non compliance with rules, systems or regulations and so on...

To my credit (and I have to say one of **the** greatest gratitudes I have, apart from always being free from physical illness, accident or disease) is that I don't smoke (I quit completely in Dec 1989) have never done drugs (well ok, 2 joints back in the early 80s as a teenager) drink hardly at all now since my early 30's (maybe one beer or glass of wine per month if at a social setting). Nor do I gamble, fight, shoot a gun or weapon, steal or any such other vices. I think we all have certain core values and strengths; thresholds that never ever come close to being crossed. And through all my trying times, those healthy core foundations **have** been the final rock on which I always knew somewhere inside me I could make a stand, and hold out till help or calm seas eventually (and they always **do** eventually) come along.

So I started following [John Gray's early morning nutrition and exercise routine<sup>24</sup>](#), as I'd **so** given up regular sport and exercise in and through my 'new-age-spiritual' kind of lifestyle by then.

I used Sea-Balance and some other Life-4-Us amino acid formulas as directed. Did the 'breathe and shake' routine to

pump the oxygen and nutrient rich blood and spinal fluid to my brain. Then in step 3, I added a 'gentle' exercise routine. I was so appreciative to give myself permission of gentle exercise as, until then it was literally all or nothing for me, and the years of hard slog of years of sports-training (the 'all') had given way to the 'nothing' that was actually an equally contributing part of my physical demise as it was to my mental-emotional state.

As was my giving up work, career, vocational-direction to my financial state of health!

Here, by doing say, a 20 minute brisk walk (around the small bay at Huia where I was by then living) plus some skipping and a few push ups and sit-ups, I felt not only the inner benefits of the raised brain chemistry quite early, but even just 'getting back into my body' again was great and re-empowering. I toned-up quite easily too with no other special techniques or equipment.

Apparently by doing 'gentle' exercise, you are working the muscles just enough to need the subsequent amino acids for repair-rebuild, but not causing waste or excessive damage, lactic acid build-up or other self-toxification. And (here's yet another of the little gems of Gray's program) while the other amino acids go off to repair muscle, they leave a smaller one (tryptophan) with a free passage across the blood-brain barrier, enabling it to be used where it is most needed (but previously had been hampered in its self-delivery). As tryptophan plays an important part in the brain, this, as well as the other nutrients and exercises in themselves, was such a vital part.

And so (Gray further explains) when either a woman or a man get their basic morning nutrition and exercise sorted out right (not extreme or mis-directed like men trying to raise more serotonin etc.) not only do their bodies more easily start to shape-up, but also their mental and emotional balance and ability too. **And** when the chemical brain and emotional balances are there, **and** the happier chemicals that prove to us we're actually 'ok' after all, **and** the 'fight and flight' stress has been minimised, **then** we start to see more loving connection, caring, partnering, helping etc come through into our intimate relationships and self-health.

This was so key for me as by the end of that year, I had begun a new relationship, even though it was one that would go on to test all my new-found knowledge and experience to the limit – and beyond the limit.

A thought occurred (in those later times): for example, what if you and your partner have done all the couples therapies, read the books and started setting up helpful new tips and routines from them, but **don't** have that inner chemical balance yet available in stressful times of need, or to be patient, willing or tolerant enough to hang in there so they work?

An example of mine was where later that year I was still spending a lot of time away from my house, running around in the central city area trying to set up massage appointments and have the physical energy to do them, **and** get my new part time income (of referring Sea-Balance via word of mouth marketing) off the ground, keep a small home running, support my girlfriend (as she was newly in NZ and applying for residency, without her own work or income) **and** drive my heavy, aging van the hour home each night...

Whew! I would often get home so exhausted on all levels, and wanting only the sanctuary of my 'cave' to get some recovery time in, before feeling revived enough to re-engage life or people (after all, I was doing all the leg-work to provide first and foremost a home setting that needed to support 'me' and my needs).

But there, in my 'cave' was waiting a woman (who I'd even originally invited to be there, which is motivated by whole other sets of conditioning!) who (like we all do) had her own needs she was unsure of getting met in new situations, and who had lovingly made a fire in the hearth and made a meal and was waiting at the door to greet me, chat, ask about my day and all sorts of things....and I would just go crazy almost immediately, seeming insane, irrational I'm sure; violent with my words and animations. I **couldn't** engage her till I'd had at least **some** self-absorbed recovery time for 'me' (after serving so many other 'masters' during each day). I absolutely had nothing to give, and no ounce of patience in the face of my hunger for some form of self-stabilising 'cave'.

We can continue to see how I was not only physically tired but also so depleted in my dopamine at such times.

And then of course, my behaviour would cause an argument, with her (of course) taking all my actions and words personally, and which left me still engaged in interacting with her but trying harder and harder to get away and somewhere, anywhere in my little open-plan cottage to 'be alone for a while'.

And worse, all that inner guilt and conflict which came up and which tore me apart, regardless of the outer conflict going on! Whew!

Well, you could see this was a deep pattern and worse; we were both (as it turned out) playing our parts, each from our own longer term and unhealed insecurities, and unmet needs, and also from that 'lifestyle-activity-habituated' place of nutritional deficiency and imbalanced brain chemistry. For example, when Paula was unsure of aspects of her daily life, and her serotonin wasn't fully balanced from diet and exercise, **her** way to raise it would be to seek loving responses, nurturing and to offer the care she herself wanted back, almost out of neediness. All seen in so many people I'm sure, but to me, in those times of my own depletions and thus unavailability, utterly a turn-off and something I would feel repulsed by and want to distance or isolate myself from.

I'm not quite done with this era and scenario yet: when I set the title and **intent** of what I wanted to illustrate in this book (ie 'If You're a Dog, you Gotta BARK!') it was that essentially if you're pre-disposed and innately given to enjoy certain healthy things and situations in life; built to act and be active in various ways etc, all as a mix of your genetic potential and 'healthy environmental conditioning', but then to act otherwise is not only against your 'flow' (and I'll contend here 'god's flow' too) then it also puts your mind-body relationships and whole life potential at risk, whether you're aware you're acting/living 'out of type' or not.

And as sure as a Dog trying to be a Cat is sooner or later going to bark or cock his leg and the whole charade and pretence will collapse, so too is when we're living a lie to our core and innate nature. And the more we deny our 'dog' or try to shore-up our 'cat' false-image and behaviour, I believe

ultimately we are ever adding to the very momentum and tipping mechanism that will be our discovery.

I was going to say 'downfall' but the ultimate exposing of such a 'truth' could surely never be called a 'fall', rather a liberation, however it comes about. Like someone who has secretly known they were gay but lived a tortured life of 'cover-up' (to protect not only themselves but also others from the feared consequences of such a disclosure): the inevitable 'coming out' finally liberates the spirit; banishes the demons to obscurity and paradoxically opens up so much relief and joy and new opportunity where we previously feared the opposite, one can only ask then: "Why didn't I do this **sooner**?"





## CHAPTER 2

### Men's stuff, Masculinity and the New-Age Man

As a very sporty, in-the-body, loves fitness and activity and 'go for it' from the hip, have-a-go kind of robust 'dog' in many of my previous identities, to have cut that off point-blank (at the end of, and as a coping response in my withdrawal from much of life, after the end with Simone in Canada) could surely only sit there dormant, denied, squeezed off and starved for so long before it would eventually find voice and strength again, and demand to be heard. Like the inner dog one day ripping open the front of his 'too tight' lycra cat-suit and spilling forth all his unkempt dogginess onto the world, with a triumphant (if initially slightly self-conscious) 'Woof!'

In an instant, by giving up all my sport; the rugby, weight training, running, badminton and all such aspects of my life that involved a sense of rigour, physical activity and competitiveness, I'd put on the cat suit and reinforced it over many years with layers of denial. I say this not to mean that the many new things I tried and embraced, like Buddhism, meditation, Wicca, feminism-friendly paganism, art, poetry, creative dress and host of other things, were not life-educational and liberating for how they allowed my creative experimentation outside of my socialised 'norms'. But from the point of view that when engaged **in place of** the parts of me I gave up and then even discriminated against by the 'newly adopted' ways & behaviours (ie Cat Suit), they were ultimately adding a sort of suppression to my more 'natural' healthy expressions in those other areas.

### Essentially Men™

Something very important to touch on in reference to that is how, not long after I plunged into pools of despair and depression 'post Lynette', my therapist suggested I attend an [Essentially Men™ 1](#) course, (originally founded and facilitated in NZ by Rex McCann). I subsequently did just that, as well as doing the follow-up 5-day retreat [Essence of Men™](#) and the affiliated [Co-Counselling™](#) courses, all of which I felt began to give me so many other, new tools and ways to access,

understand and express those other parts of my 'manhood' which in truth we seem to have little place for or acknowledgement of in our modern, western societies.

At this time I'd not yet heard of the work of [David Deida<sup>2</sup>](#) and his 'Way of the Superior Man' & '3 phases of Man' etc. (which I only accessed 4 years later in 2006, post-Veronica). Nor the works of former 'feminist' author [Warren Farrell<sup>3</sup>](#) and his books like 'The Myth of Male Power' and 'Women Can't Hear What Men don't Say', though there is much congruent and inter-related supportive material in them all (See page 111 for more of Warren Farrell).

These courses gave me so much new experience, points of reference, ways of communicating and validation of who I perceived myself as being, at that time, that it's probably impossible and inappropriate (like with **all** the external reference material I point to in this book) to fully describe the processes both of the courses and the ongoing steps and place the material took up in my daily life from then on.

However, with again, years of subsequent experience and hindsight in the wake of other learnings acquired and applied, there are now observations I can make as they relate to my own story, and the opening-up of insights for you/the reader, which are important to relate here.

Doing 'EM' at that time was something of a life-line and exposed me to more ways to understand the 'sensitive new age man' way that I was already living (remember Lynette's feelings about what kind of 'man' I was?). For many men on the programme this was a new and mostly scary step, but possibly their current life challenges or situations had forced them into a corner of sorts (be it a heart attack, failed marriage, redundancy etc) and where something on **this** definition of 'manhood' needed looking at and supporting: more like the "I've been living like this or that (as a man in this world) but now find it's not working or there for me; what else can I relate to or discover about my role and identity as a man, with all the new 'demands' on me in this age?"

Strangely I found myself able and interested in helping some of them explore aspects of their male identity and different expressions from my own 'journey' and explorations thus far, as well as compassionately receive their sharing with

me how 'challenging' to their 'male-ness' and traditional views I had originally seemed, with my long hair, earrings, bangles, nail polish, gypsy clothes and ways of freely moving and expressing in my body.

I actually thought there could be a niche for me in such 'men's work' as a vocation, but though the idea appealed, over subsequent time I've seen that to be 'in service' with such facilitation 1-1 or group work, listening and communicating (even mentoring) would have added to my ultimate frustration as these are more specifically serotonin-raising kinds of activity (nurturing, supporting, process etc) And more intangible-conceptual process work, rather than my (now, knowing) preferred needs for more 'action' outcomes and thus more dopamine-raising..

Still at this time I **was** 'deep in the processes' of expressing myself, liberating past influences and doing almost daily 'sessions' and process and all sorts of other interactions and self-explorations; all imagining that this was now just 'all there was to work on in life' (ie. pre-'change', the years before Simone, were about being a male in the world of job, earning money, having a house and car, the place I held for them, working to get them with no deeper sense of who I was, my mental-emotional wellbeing etc: where getting drunk each Saturday after rugby and regular arguments with the woman I was then 'settled' with (rather than passionate about) were all the 'normal landmarks' of life!).

Compared with 'post change' represented in giving up such externally-driven activities and goals, no regular 'job' (and thus income or direction per se), letting go of house and car to 'float free' around the world, taking each day as it came, giving up all competitive sport and activity, as well as getting drunk or smoking; now doing spiritual meditation, poetry, art, music, drum-dance, healing inner-work, conversations and gatherings, freedom of 'dress' and non-conformity. Basically by now fully 'embracing the 'feminine' to the nth degree!

As deeply in that as I was, I couldn't see at the time where this fast-becoming 'extremity' was actually harming my deeper, balanced masculinity. I got a few check-ins (with Lynette and later with Paula too) though it wasn't till finally, years later in 2006 in the aftermath of yet another 'failure'

with Veronica, did [David Deida's](#) work abruptly bring me face to face with (what he calls) the 'Third Phase' of masculine expression or 'being' in life. And I'd thought there were only 'Two!' (we'll get deeper into that in Chapter 6, page 166).

From feedback I received it seemed (to many women) I'd become an 'ideal guy', especially platonically (I'd say 80% of my friends were women at that time). A man who knew his inner softness and vulnerability, who could share his feelings, cry, listen, support, empathise on so many levels: more like a sister! A man who was 'safe' and trusted, but now easy to 'play' with. And it was this aspect that was attractive enough to open doors to intimacy. Imagine having such a sensitive, creative man as your partner? (even 'consort' for I had begun putting women and feminine needs and service way higher priority than men's, and certainly my own, as if, if I did enough I would be 'chosen by the Goddess' or something...).

"..**And** he does massage, and all of those ways he's learned in tantra, movement and has time (ie. no job!) to 'be with me' when I need him!"

However, this was a double-edged sword which for more than a couple of more intimate scenarios soon became a threat and liability. For example, if a woman had now developed an intimate relationship with the guy who massaged her or cross-dress-played-listened-shared with her, then what (in her eyes) was to stop him doing it with other women too?

This issue especially put me under the spotlight of suspicion more and more, even to the vehement accusations that I was already doing it and that had become a reason why I was no longer quite seemed as exciting or available as I'd first appeared (to them). Actually part of any 'dulling' of engagement, if there **were** any, would be due to living under that very suspicion and the kow-towing I kind of did by pulling-in of my 'fun-out-there-creative-playful' self to minimise or guard against the threat of 'punishment' (rejection, confrontation etc).

Also in part, that, not knowing then how I'm more inspired (and energised) by **new** innovative situations, and have a shorter term 'sprinter' kind of mentality, and span of attention anyway, not try to be a marathon-finisher-stayer and so inevitably I was indeed always enjoying new contacts,

ideas, opportunities. So together all these must have seemed conspiring to fulfil the prophecy of my untrustworthiness and/or infidelity to this or that female friend/lover.

It's true, that even prior to 'those times' which I'm describing now (mid to late 2002) I **had** been promiscuous and in truth **longed** to be even more (such can often be a man's desires and fantasies!). But I'd also sustained 'mortal wounds' at the receiving-end of a past partner's own infidelity and had come to vow I would never go there nor inflict that kind of pain on a woman myself again, even though, if we're talking here about acknowledging (not necessarily acting out) the 'dog-essence' in me (and each of us?), we'd have to say that pretending to **not** fantasise about other women or find **so many** of them so attractive, their looks, ways, bodies, clothing and whole 'feminineness' would be a complete lie and denial. But it was one I **did** take on and it added yet another layer of cat-suit and thus distorted my true expression, behaviour and ultimately, happiness.

I think by now you're starting to see how many opportunities in life there can be to wear Cat Suits, to keep us popular, loved, accepted, belonging or avoid all the many pain-associated feelings by upsetting others or not 'conforming' etc.

Another area I've already said where I was digging a big hole for myself in relationships, was also in not having (nor really wanting) any real committed income drive, direction or goals.

As mentioned I did begin to expand my massage therapies with a view to it being a better income base, and had started generating a small income too from referrals of Sea-Balance, but in truth my heart was/has not ever really been in the full commitment or passion of these, nor **any** 'regular' way of being motivated by money or vocation/employment in this kind of way.

And so, whilst I 'appeared' to be working and even taking occasional part time 'regular' work (like data-entry here and there), I was nevertheless not moving any of these forward and thus much more adrift without direction and purpose than I was seeing. But my partners (at least, and who else?) **were** seeing this, not only in my daily activities and continuity (or not), but especially also where it could be

measured, in the wallet, bank account and my financial contributions (or limitations).

Whether it's a stereotype that a man should work and earn and the woman stay home and run the house and family is a colossal subject I'm feeling unwilling to branch off into and explore in this book (for sure there are volumes else where you can check out). What I can say though is that especially with the growth of the 'Men's Movement', new age, feminism and such like, the roles and landscapes of men, women and relationships is worlds away now from what it was even when I was young, and in response to which there is no clear path for all, and the increasing likelihood of confusion and real identity-challenges is ever present. Especially for men, I will say, as one who has lived in both worlds and many places along the continuum between the extremes of 'regular bloke' and 'new age man'.

Why shouldn't a man, as equally wish to stay at home and be 'kept' by a working or even wealthy wife, as a woman might wish to be by a man? I mean, in principle, what's the difference, except in our conditioned societal values, rules and ways 'that things are so'?

And as I've indicated earlier, there is another level, beyond the linear or regular polarity, and this will be explored as this book continues to unfold...

But for now I'll say this: for a man to fully be present, on-purpose and in-service in this world, especially to his highest calling or connection, needs him to not **just** be in a sort of pre-new-age, blokey unconsciousness, and also not wholly then in the over-feminised, man-hugging, process-sharing and inner-exploring 'new-age' either. Rather in something that unites and transcends both, as the return to having a focus in life to strive for and engage in masculine energy towards, **with** the conscious awareness of the inner changes and sensitivity needed to what [Deida](#) calls 'the feminine principle of the universe' (and which is reflected in the feminine within woman). Ie that which is in constant change and flux, in response to which the 'masculine' (principle) holds true and firm towards a greater destination, yet not in isolation nor blind determination.

In other words, no matter what life or your woman or 'inner woman' throws at you ('cos it/she will do so every single day!) without that stand and commitment to a higher calling, a man can just get tossed around in that sea of change and lives **also** as feminine change. And for any man, that can be ultimately **dis**-empowering.

Through all my accumulated experiences and learnings now, I've come to realise and re-orient myself to the truth in that perspective, which has itself (without the full goal completely defined or achieved) been a huge liberation.

In essence it points to how, in **so** many ways in life (but most amplified for me in my relationships with women and my own masculine-feminine) that unless I am clear and directed, in direction/purpose and activities which test but engage me fully, and which are aligned & sourced in my preferred innate talents, strengths and core truths (and in what I say yes or no to, for my own self-integrity and living 'as god', if you like) then I will always live vulnerable to the wishes and opinions and manipulations of others; live in ways that deplete me mentally, emotionally, chemically and physically. And thus always be a dog believing he is really a cat!

And that, as I came to experience it, day after day, is a **death**, not a life.

There were still a few changes and new, positive things in store for me however, from that mid-2002 place, and the next was in making the clear decision to get out of the damp unit-home that had more-than-doubled my sense of depression.

I was fortunate to find a very well priced, well appointed annex-apartment in a stunning, multi-tiered home, much nearer the village and more importantly, a more elevated position with the space, views, sunlight I craved **and** no traffic roaring past my door! Though the house itself was already sold, the kind owners (who are now good friends) could guarantee me 6 month's rental, and so I grasped the opportunity without a second thought. The immediate sense of gratitude, relief and that a dark time was over (there were yet more to come, of course, at that stage), were palpable.

I began to relax a little and whilst still financially challenged, let's say, my moods were brighter and reflected in



the initial success I was starting to have with my Life-4-Us/Sea-Balance business-activity. Also with finding a small therapy room to share in a communal Healing Centre just opening in Titirangi.

## **Introducing Paula**

Two of three notable events occurred quite swiftly towards the end of my tenure there.

**The first** being the arrival in my life of Paula, and air-stewardess from Argentina, and with whom on our first day/date in the sun at Piha, we seemed to have so much deep life experience and creative desires in common. I imagined a life-partner with whom I could finally heal my old wounds (ouch, watch out for **that** one!) and step confidently back into a life worthy of my living.

Sure, things were somewhat complicated from the outset (of course: didn't I just **love** that stuff?!) by her living and being based in Buenos Aires and, due to her work, only coming to NZ for 6 days at a time every couple of months. Nevertheless, we relished all the new anticipation and times when we'd re-connect, and fell in love, if not necessarily with each other (though that's what usually what it seems/feels like) then at least with the projection and vision of who we wanted each other to be and where/how we could live as that.

Indeed our first passionate weekend together was in her quality hotel room and between then and her next scheduled return in November, we spoke by phone and email and plunged into that loving-yearning-hoping language and expectation. She also seemed to understand the challenges I'd had (being herself trained also in various kinds of yoga-dance-sound-movement-psychology type modalities) and wanted to be an active participant in my healing/recovery from my recent semi-depressive times.

In case I forget to do it later, I want to just make sure we cover here something about the potential differences in a relationship, not only the obvious as man-woman (which of course our friend [John Gray](#) explains) or also in native language (despite in this case Paula being fluent in 5 languages!). But more I want to say about differences in culture, for not only do our customs, daily lives, activities, etc.

all differ due to cultural and national environmental upbringing and conditioning, but also what shows up as 'personal expectations'.

For example, I'd imagined that with me being English in origin, and Paula speaking Spanish, we were sort of similar and 'European' in world outlook. However, we could be said, culturally to be as different as Chinese are from West African. And whilst I couldn't possibly attempt to go off into all the psychology of it all here, there are some definite 'expectations' a Latin-American women has of her man and how he should be in his approach to her.

So too with an English-Kiwi of course, but what obviously compounded things, as I'll go in to much more detail later when we get to that bit of the story, was that I was very much being a 'new age' English-Kiwi man, and there turned out to be a huge gap in what the Latina woman expected, and what she got!

## **Citizenship**

Anyway, for now, **The Second** of the notable changes came in mid October. Having attended a 5-day winter 'Essence of Men™' retreat and deepened yet further that connection with my inner being and with a community of men of similar life experience, I'd somehow felt 'opened' and upon returning from a long weekend away in the snow at Mount Ruapehu in my trusty campervan (and where I had a great, cold, wet, exhausting but satisfying attempt at snowboarding) I received notification of the success of arguably the most significant event and goal of my life.

When I came to NZ in 1999, I had by then burned **all** boats in England, sold my house, all possessions (except what fitted in 6 packing boxes plus my drawing table, all of which I sent on ahead), cut all ties and made the decision that no matter what it took, NZ was my new home; that I would get Residency and then Citizenship and somehow carve-out a life for myself where happiness could unfold: simple of home but rich in creative and new-life opportunities.

After achieving my Residency in February 2000, based on what it took to network and find the offers of work and support, plus spending over \$4000 on immigration layers fees

(my chances had looked slim, but I was prepared and able to pay for what needed to be done) there were still 2+ more years to wait to apply for Citizenship. This had been a nervous time for me (with all the ups and downs and incapacities etc. I've been relating with you here) but come 22<sup>nd</sup> June 2002, my qualifying period was done and my full application was off in the mail the very same day!

There were many hoops to jump through and large amounts of support evidence to gather and present. Worse though was that for the whole of those preparation years, I'd felt insecure at my legal right to life in NZ: somehow the notion that without the full Citizenship, at anytime there could be some complication or irrational fear I did something wrong etc. (for what?, as my Residency and conduct were all clean and legitimate) and thus be made to leave NZ, to go where? or never be able to return! Irrational as they were, these things and mind games continued to play in my thoughts incessantly and were yet another background level of stress I made myself live under.

But on that day in October, 2002 when I opened the Home Affairs Office letter and read 'Granted', I cried – a little – and it finally started to sink in then just what I'd gone through and the difficulties I'd self-made and endorsed in the process.

The ceremony was duly conducted in late November (I got to meet John Key, who 7 years later went on to become Prime Minister of NZ: him, not me!) and with Paula now at my side it was without doubt (and still now that emotional feeling rises up inside me at the memory) **the** greatest and proudest accomplishment of my life. I cannot relay all of what I felt that day and the huge celebration party I hosted later, but the one word – maybe a word that since early childhood I'd yearned to feel and know – spoke for everything I wanted and felt I now had: **Belonging**.

And all the years of therapy, loneliness, search, dissatisfaction, compromise, alienation and confusion, even especially all the roles and identities, activities and relationships I'd squeezed myself into, hoping to be loved or wanted, valued and welcomed into the tribe/fold – all came together in those hours that day: I belonged. I had a new identity (Kiwi: a NZ Citizen!) which **meant** something special

to me, which I never felt as an Englishman or from 'being English', and which in no small part I later uncovered, was the motivator behind much of my exotic travel: seeking out strange faces, languages and cultures, somehow in the reflection of those differences hoping to find the reflection of myself, or to find the commonality and bond where I might find people 'like me'.

So, there you have the 1<sup>st</sup> and 2<sup>nd</sup> of the 3 things I said opened up for me late that year, and which seemed to be a validation (or some sort of reward?) that I was now on a clearer path and direction forward. I had my NZ Citizenship (and Passport!) and I had a beautiful, creative, intelligent, exotic woman in my life. Things were looking up!

## Huia

**The third** piece then, came very soon after too. As the flat I was in would soon become unavailable to me once the main house sale went through, I'd been searching for a new home (again!). After a long while where nothing seemed like it was going to happen, via my friends-network I was drawn and invited to take on a most beautiful new home: a **whole** timber cottage in a tranquil and idyllic setting, overlooking the Huia Bay in the Waitakeres, west of Auckland city, flanked by low, native-bush clad mountains. A paradise and I could barely believe my fortune. Surely 'the Gods' or angels or whatever I imagined was looking-out for me, were doing their job! No matter that it was quite remote, away from all the other places and connections I had in Auckland, nor that my income was still yet 'a trickle' of what I planned it to be and that my rent was going to have to be (gratefully) funded from WINZ Accommodation Supplement.

On the 4<sup>th</sup> December I moved in, planted the young cabbage tree (which I'd got from my Citizen ceremony) and set about settling in, getting acquainted with all the great walks and little beaches now on my doorstep and which, with Christmas just 3 weeks away, meant I was just a 100m walk each day from a wonderful morning swim!

Paula joined me that Christmas and we also travelled a bit in the campervan, but where also for the first time some

predictable 'cracks' in our ways of relating, and ideas of our future(s) started to show.

Coincidentally it was around this time/late part of the year that I first met Leslie, who went on to become by degrees (and at different times) a friend, a wellness practitioner/Life-4-Us colleague, a landlord (when I rented rooms at her wellness centres to do more massage) a supporter-advocate, a visionary, and yet often someone with whom I also had conflicts and thus learned more about my self-shame and weaknesses, by those arguments I lost, ran away from or shrank in avoidance of triggering.

But more of those later and again, like where I'll be able to use them to illustrate the symptoms and compounding effects of **not** standing in my power and inner conflicts, self-judgement and betrayal (not to mention resentment at others); of trying to not be a dog and hope that would somehow make things easier or better!

(Yeah, right!).

## CHAPTER 3

### Falsifying Type and 'P.A.S.S.' (Prolonged Adaptive Stress Syndrome)

I was going to carry on here with a deeper look at my association and activities with Life-4-U's, as by the turn of 2002/3 I'd already made this quite a new core and focus of my daily life, and indeed it continues to this day, 9 years on, though on a smaller scale and through many ups and downs.

Also I think I can safely say that everything I'm describing in this book, the relationships, women, income problems, depressions and many, many other challenges have either been intertwined with or provoked by my 'Life-4-U's identity' and association, or at very least have been played out on the stage where Life-4-U's has been the backdrop.

However, its been nagging at me for long enough to mention 'PASS' and related material, for it both amplifies to another finer level of understanding much of the stuff we've so far covered (about being a Dog trying to be a Cat, by being in the wrong role, place, activity etc.) as well as help us identify another related part of the puzzle concerning the resulting behaviours and symptoms seen when one is **not** living true to one's nature, or in one's 'flow'.

In fact, only in the last year or so did I come across this part of the work done by psychologist [Katherine Benziger<sup>1</sup>](#), and not sure I recall how or where. Needless to say though, I felt an immediate resonance and understanding of what she speaks of. And again I felt a sense of validation for some of my own thoughts and things I'd been experiencing, but couldn't put a name to, or felt (as one comes to do) a bit foolish trying to describe my feelings and ideas to other people who just seemed to dismiss them as misguided information, or of insufficient enough substance to be taken as important (if it was important to me, why **should** I, by the way, have always sought **other people's** validation? Interesting how we do that, eh!)

I'll try to keep this brief, especially because the piece/[article<sup>1</sup>](#) I'd first read online was equally brief (and available for you to read too) but sufficient to grasp its content and greater value.

The basic tenets of this part of [Benziger's](#) work lie in understanding what can happen to any of us, especially in outward observable behaviour (as well as also understanding the inter-relationship with the chemical building-blocks of our thoughts and neural process) if/when we're operating for prolonged periods outside of our preferred or ideal scenarios, especially activities, locations, relationships, vocations/career-roles and identities etc. (to name but a few). And here I'm not referring to those frequent times where we find ourselves needing/having to do things we don't like or want to do, or acute situations that require us to changes gear 'temporarily (as in MyHardwired™ terms) to deal with the current circumstances, short-term.

Rather, this is more about where the life-choices we've made (for whatever reasons or rules of societal or family pressures, peer expectations, needs, dominations or whatever) lead us to more prolonged situations and ways of being which can end up squeezing us into operating from compromised values, drivers and energies, and with often detrimental effects on our feelings of happiness, wellbeing and efficacy in life.

This state, [Benziger](#) termed (or is identifiable as) '[P.A.S.S': Prolonged Adaptive Stress Syndrome](#)<sup>1</sup>. Meaning the effects, visible or otherwise (certainly neurological and psychological) of the stress of adapting for prolonged periods in how we've come to live and operate. Specifically when these are not the ideal ones we'd more freely have chosen or have us living and operating from our strengths and passions.

Of the many studies she did, and observations made, what grabbed me most immediately from what she thus terms '[Falsifying Their Type](#)' was that someone who, in other activities or with less stress may appear to be happy, genial-social, friendly, open, fun, light, creative and especially extroverted, may over time from prolonged adaptation to something contra to their most preferred situation, be seen more as introverted, distanced, less engaged or engaging, even defensive, unhelpful, antagonistic or even aggressive.

In plain terms one could call these 'coping strategies' but it is in [Benziger's](#) relating them to specific causes where a person is living and acting '**out of type**' (rather than specific trauma) that to me makes things **way** more interesting...

Even more so when you consider this: that someone operating 'out of type' is living and processing in different parts of the brain and using (get this) sometimes up to **100 times** the amounts of mental/emotional/brain energy in so doing. This is not only creating chronic levels of stress, anxiety, worry, unhappiness, depression and feelings of uselessness, and even incompetence perhaps, but also is burning up vast quantities of **fuel** and by that I don't exactly mean calories (although I guess that would also be likely to be true), but I expressly mean **nutrients, minerals and enzymes** which are vital to the abilities of cognitive thought and brain function.

I was really struck by this, especially considering all I was/had been experiencing, and learning by then too. Maybe you are struck by this too?

Can you recall what we learned from [John Gray<sup>2</sup>](#) earlier about Brain Chemistry and how, without the right nutrients sourced from healthy diets and lifestyles, our very powers of communication and inter-relating and mental health are at risk (in how they show up as depletions in dopamine or serotonin, and thus healthy endorphin activity)?

Can you start to see now how important it could be to 'know your profile' from the perspective of something like [Roger Hamilton's work<sup>3</sup>](#), especially regarding one's vocation and strategies of income, as one of the foundations for an effective productive work-lifestyle?

And can you also see alongside that, how by understanding things like our [MyHardwired™ profile<sup>4</sup>](#) and various levels and ways of personal engagement, one can also be able to make more discerning choices about what one does (for income especially) how one lives/operates/relates? And how, when seeing oneself **not** operating thus, how much more self-empowering it could be to make the necessary and more accurate adjustments **and** be able to still engage positively and pro-actively with those we live and/or work with?

Now, there's still a few other pieces I've yet to describe and which will add even more layers of understanding, especially from areas of neural science, cellular biology, nutrition, new ways of understanding our universe (and the place where our own life fits into that) such as quantum physics (no, don't be afraid!). Plus other things that would



have previously been called 'spiritual or esoteric' or even 'religious'.

But for now I invite you to just sit with this for a few moments more, or even put this book down and spend a little time in contemplation of all those times and occasions, either currently or in the past, when you know that for protracted periods you went against your nature, call it against your 'will', better judgements, instincts or even subjugated your preferences long term to satisfy others rather than healthily expressing or empowering yourself with **what you really** wanted.

You may already get a sense of what that was like, how it felt, the changes in your internal state of being and/or your outer behaviours and ways of living. Maybe what resulted also impacted on your physical or mental health too.

So even grasping the first tendrils of this information, can you now start to perceive what would have been happening on a cellular, neural and nutritional level?

The stresses, depletions, denials, loss of energy, motivation and ultimately joy of life that you (as I did) came to tolerate, accept and even mitigate as somehow this might just be 'what you have to do in life' or 'what you put up with' or "this is what life's like, isn't it?"

And as I'm sure we've already mentioned, when one is struggling and suffering with things like this **on the inside**, especially in our own private worlds or times where we pull ourselves away from others, that to everyone else they can't see or understand what could possibly be such a problem, right?

I mean, all your body parts are intact, aren't they? Your arms, legs, head? No bandages, crutches, no scars or visible symptoms?

We could even start to doubt ourselves and that our experiences (or perceptions) are somehow illusions, and that we're making it all up, trying to get attention, playing victim when really we should just get on with life, right?

What's the problem? Get over it!

But then how **do** you 'get over it' and make changes in areas of your life and internal universe when you don't even know what's going on? Or where there is so little information

or help to point you to such things, let alone other people willing or able to understand or validate, **or** even your own ability to validate the right areas to address, of your own experiences?

When you now connect all that with the deafening volume of the pace of life and ways of living, or lack of meaning that we now live in, with all its distractions and potential to overwhelm and stress us in daily 'fight or flight', **and** that only 5% now of our food is 'produce' (and even most of that is depleted in the very nutrients essential for healthy balanced minds and bodies) **then** you may, like me, begin to comprehend the enormity of the problem.

But also to start to comprehend the possible paths to resolution and 'salvation'.

Much of that will include primarily a way to self-observe and to **choose** aligned ways of living, working, being and relating, in accordance with self-empowered understandings of each of our unique strengths, nature, talents and contributions. **Also** our ability to source the very highest quality of foods, nutrients and life-sustaining 'fuel' to put in our mouths, allowing nature/ our bodies to work, heal and balance in the way we're innately **designed** and intended to do.

By way of concluding this component, I hope you'll now get a clearer sense of why I included it, and for what reason I've been mapping out some real and personal experiences of my own, so you're also able to see (like I do now) how these activities and ways I came to operate in and try to live or succeed in, could only eventually result in the ways they did: leading to the depletions, disappointments, frustrations and chronic challenges to my capacity as a 'functioning human'.

After all, I can honestly say that in the core of my being, no matter what else all of my gathering and filtering systems were telling me to the contrary, I've always known and believed myself to be a good human; a man of honesty and good intent, who enjoys being out there in life, interacting with people, places, situations and activities; who is highly intelligent and capable, creative in so many ways both artistically and in communication/self-expression; with a solid core of health and robust personal safety from our world's misdemeanours.

I think those core 'knowings' have ultimately kept me afloat and on course, or have been the anchor in a sea of insanity, no matter whatever else I was doing and witnessing as a result of my ways of simply trying '**to fit in**' with life and what people expected or wanted of me.

Now I know that all previous blind compliance and 'bets' are off: everything has become ripe for review, reorientation or, if no longer serving of the truer, more empowering self-image and core I know myself to be, then removed or at very least making way for me to enter more and more into the life of my deliberate choice and true nature (again one may still say 'flow' or expression of god, source-energy etc).

Now, can you imagine how exciting and inspiring it must now start to be, to wake up into **that** possible way of living each day, as opposed to the dread and fear and darkness that I'd been living and barely keeping a façade over; living often just one step away from explosive and unpredictable outbursts, anxiety-attacks, mental, emotional and physical exhaustion?

Knowing I'd begun to pull through and that I could now see where each component was fitting together, was what eventually led me to want to put all this together in some way that would give others hope; reassure them in some way that all was **not** lost and to point a way to at least consider for themselves some of these components, so that they too could bring the clarities like I was now experiencing.

Sure, I very regularly feel the sense of my fears and former anxieties, like a shadow all too close to me. But now, rather than dive-in or submit to the hopelessness and self-collapse borne of not knowing what the causes were or 'why I was like that', I'm much more able to see it for what it is: often an old habituated thought or response to a thought or outward event-trigger, and/or a simple nuts-and-bolts issue of low motivation or interest or inappropriate activity at that time. Or the resulting depletion of nutrients and brain chemistry, which for me (Aries, active, visual, kinaesthetic, sprinter-mentality, creative-innovative, bold kind of '**dog**' I really am, behind all the cat-suits), is out and out **dopamine!**

Kind of takes away all the myth and mystery and helplessness, don't you think? Woof!

## CHAPTER 4

### Life-4-Us, Massage Practice, more about Paula

I don't think I've ever done something over such a long period of years, that has so constantly been a challenge for me on all levels, and which had still not returned a positive, healthy-income sense of achievement for my investment, and with such ongoing core unhappiness associated with it, as I have experienced in/with my relationship with Life-4-Us.

This statement, and this whole chapter, let me say straight up front, is not about bagging or criticising Life-4-Us as a company, its people, associates, income opportunity or any of its wellness products (which I've used for the whole 9+ years as an aid to my core health and wellbeing). Nor is it about playing victim or poor me, that 'this doesn't work', nor undermining the genre of 'network marketing' or any other aspect of the structure of this as an independent business and income activity.

It's about stating what simply 'is', in my experience.

You will I hope, recall however that this book is entitled 'If You're a Dog, you Gotta Bark!' and nowhere else in my life, (not 5 years at Sun Alliance, 7 years as a Massage Therapist, nor any intimate man-woman relationship or external environments included) has provided such a large and comprehensive example of 'not' being in one's 'flow' or enabling oneself to come from a place of creative self-empowerment, expression or contribution.

As I said above, nowhere else have I experienced **such** a sense of effort and attempt over so long, with so little of what I imagined at the start I would see/experience in tangible, measurable outcomes of remuneration (money!). And thus this provides the perfect example and evidence of so many of the causes of behaviours we've already been mentioning, and the opportunity to dissect it down further and show where/how things could be approached differently and worked-out differently, when the underlying structures and beliefs which have been fundamental in this scenario to date, are known.

Life-4-Us are not the cause of my unhappiness, the cause of my sense of failure nor desperate financial situation I

was experiencing as at the time I started to write this book. Nevertheless it **is** the main activity I have willingly engaged in and focused on almost every day for 9+ years (if not always joyfully or clear-consciously) and thus in which I have been 'being' who I've been 'being'.

It is that awareness that it was 'I' (no-one else) who chose or made himself or whatever else you want to call it, to remain involved which has largely contributed to my state or levels of inner happiness, fulfilment and financial solvency (or not).

And therefore, by default I, by my actions and maintaining having Life-4-Us in my life, am also responsible for the dramatic closing-down of my natural openness to flow, and ability to express myself creatively, playfully and with fun, in intimacy, love, interaction with my world, travel and ultimately my feelings of depression, desperation, uselessness and the resentment and finally utter self-frustration and emotional paralysis which had become my constant companions.

It seemed like each day I went up to Titirangi village (at that time when I was **not** feeling very open and enthusiastic about life, as described earlier in my 'post-Lynette 2002' notes) I would see Hannah coming, and I would do my best to avoid her, or if I couldn't, at least try to keep conversation brief and give her no opportunity to introduce 'her opportunity' as it were.

I'd also been trying to 'do network marketing' with another company and product that really wasn't going anywhere. If I were honest I could have already seen that it was not a great 'fit' for me in terms of vocation and income-creation or passion, so my low results, despite lots of 'effort' were simply congruent with my levels of real core engagement.

Hannah, by contrast, seemed to be on a roll, was apparently succeeding (referring this 'bottle of Sea-Balance juice') and would not hesitate in telling anyone and everyone about her passion for this whose path she crossed; and she **was** out there on purpose to cross a **lot** of paths!

I know I felt uncomfortable because it reflected back my own sense of ineffectiveness, and at a time in my life when almost **anything**, many times a day, was also reinforcing that

self-image. Thus a strategy of denial (of both inner feelings and of outer challenges) started to become my daily 'modus operandi'.

One day however, she caught me by the post shop and told me she knew that my current 'opportunity' (company I was associated with) was actually going backwards (which it was) and that she'd just reached a certain new 'level' in Life-4-Us and received her monthly cheque that day, being (at that time) a little over NZ\$6,000. In that moment, I dropped my resistance and told her I thought it was time then that I started being open to working with her, as she was obviously doing something 'right'.

And so our working relationship, and as it turned out friendship too, started, and I became an independent member and promoter with Life-4-Us, at what was also a key time for them with the official launch of NZ and Australian markets, April 2002.

Hannah, having been so prolific in her sharing and recruiting, seemed to have inspired and mobilised around her a whole network the Auckland's (and beyond) new-age-hippy-gypsy-traveller-alternative-community. And whatever it was she was getting into, they were going to have a part of it too! So it was that I too, still in my own hold-over vestiges of new-age alternative living, seemed to find my initial place, as it offered a chance to create enough residual income to carry on living a creative-nomadic, independent life, without ever again having to rely on a wage (or 'job'). Isn't that what was appealing to so many of us?

Now, most people who start in network marketing or multi-level marketing (or whatever names and ways it has become known by) do so part time, usually fitting it in around an existing job or career (which they hope to get motivated enough about eventually to be able to give up) or study, family or whatever else is currently occupying their days.

At that time remember, I was effectively 'down': down on my luck, down in energy, positive thinking, down on my arse.... I had abruptly awoken to the fact that I'd not had any form of regular or live-able income for several years, and was now running around getting even more stressed and burned-out trying to earn a little from massages. I was also

experiencing what felt like screaming-self-abuse/betrayal at little data-entry contracts, even just for as long as I could stand them before quitting, and each time bordering on insanity of my inner mental-emotional conflicts (including money) which such 'jobs' were supposed to be relieving.

What I'm trying to say is I had no existing work-job-income 'to replace' nor did I have any other real social group, connections or activity, again due to having no money and low self-esteem. Nor really did I have any other committed activity going on at all, so effectively it appeared I would have much more time and few 'regular distractions' to get my Life-4-Us business off to a good start.

That was the theory anyway!

Of course, someone who senses themselves each day as barely keeping afloat, does not have a lot of self-confidence, motivation or energy always, even though they seem to have plenty of time and potential on how to use it. As I soon discovered (and this eventually got even more endemic, seeping more and more into my daily activities) I was putting in a lot of 'time' with Life-4-Us, but much of it was not productive (rather I think it was trying to do whatever I could to feel 'safe' and level enough to 'do the business'). I guess this is common for many people who suddenly start to 'work from home' and set their own schedules, even without the hang-ups I was carrying; just changing the whole discipline and accountability thing.

Getting into the 'activity of promoting' the product and income opportunity was for me, like the majority of people, kind of scary and more than uncomfortable. However, Hannah was patiently working closely with me and I really felt her care and willingness and contribution in our working-friendship, that she was 'in the trenches' there with me, and I wasn't left to it all on my own to figure out (and probably otherwise avoid doing!).

Since those earlier years there have been many enhancements to the materials and training and support systems etc. and philosophy, I would say with greater or lesser degrees of measurable success for various people.

I guess these kinds of things (like feeling aligned with the promoting process and culture and protocol of the team

and organisation, regardless of one's real affinity with product, company or 'industry') again for me highlight what people such as Roger Hamilton<sup>1</sup> and Katherine Benziger<sup>2</sup> put forward that there are essential traits, passions, styles, flow, activities different in each of us, which also correlate to brain activity and ultimately to endorphin pleasure-pain drivers.

And whilst I fully agree that one can learn new disciplines that may at first seem difficult, even repulsive or unpleasant and overcome these obstacles to reap rewards of more effortless activity, I still also thoroughly agree that, as in my own case, being an innovator, sprinter, starter with an overview-oriented and relatively short-span of attention type of perspective, if these obstacles are not mastered early on, and/or there is a low motivator (either by the activity itself or significant, timely reason and reward for doing them) then I notice a sense of growing and compounding lack of interest and thus engagement (essentially I mean here boredom) seeping in.

This then knocks-on to self-doubt about maybe feelings of competence or if one is really interested or wants it enough after all. Which in turn can lead to feelings of wanting to avoid the uncomfortable or disinteresting activity and so the vicious circle continues to roll along....

There may have been all kinds of other influencing or mitigating factors I overlooked or even might **still** be denying, but you see, I **knew I was** putting in lots of effort (this point is more so about the later years, not so much the earlier ones) and **did** have experiences in other and past areas of my life activity which I liked or was good at or willing to take on, learn and master, which brought confidence, ease and especially sustainable, measurable income(s).

So here I (and I know for many other professional and competent, intelligent and diligent people in other fields, they've felt this too) started to feel incompetent, incapable and the 'uphill' nature all too often and those doubts about my potency and usefulness etc. continued to gnaw away at a self-confidence which had already been at a low in the very first place. And you know, I don't believe I ever really recovered or overcame that, even with the modest levels of 'success' I did actually start to create (as we shall see).



But I'm just a little ahead of myself here.

OK, so I did the invitations and presentations and follow-ups, the public meetings and trainings (being a presenter and speaker myself often too). I went on (and sometimes ran) the international conference calls, studied and learned the materials and somewhat verbatim techniques. I read much other independent support material on wellness and network industry, nutrition, the company, non of which **really ever** felt natural to me, but I did it because (can you relate?) "I wanted to fit in, belong, be approved of, patted on the head" (woof!). I wanted to be recognised and basically loved, wanted, reassured and told by outside sources that I was 'OK' and valued after all!

What a fundamental, motivating and usually insatiable motive that is for such vast numbers of human kind!

I also did it 'cos I believed there was money on the other side of this learning curve and experiences, and that was what I was going to need if I were ever to get to have the **real** life (creative, nomadic etc.) that I really **did** (and still do) want.

To the differing degrees I believe so many of us question our own truths, experiences, knowledge and preferences etc. in favour of others', especially 'others' who **seem** to actually know how things work and to whom we (for whatever reasons) subjugate a fair amount of our autonomy.

But here's that point again though; that each of us **is** different: in our wants and needs, strengths, styles, passions, the way we see the world, our past and the ways in which it conditions us and forms our character and behaviour(s). And thus to that degree how it contributes to defining our outcomes and results in any given area.

Just because a certain person did this and this and got that result and that recognition, doesn't and shouldn't be held up as some generic and widely applicable bench mark of what we should all accomplish. Not because we can't (because of course we can) but more because we are all wired differently, influenced differently, perform and engage life differently and even want and are motivated by different things (which reflect our values and beliefs).

Still: my income started to grow steadily, though modestly: not a huge sum, but certainly in the several-hundred dollars per month which, on top of occasional massage clients and my rent paid by WINZ (due to officially classed as 'low income'), I started to actually **feel** like I was indeed really making progress and this was all going to work out very well, in the long term.

As I earned, so I was also able to increase my consumption of the small nutritional formulas range which (as covered before in the [John Gray](#) brain-chemistry chapter) did help in my inner and outer health. However I am one of those people that never had 'an amazing product-wellness story' because I have **always** been in good physical health (the product of being a pharmacist's son who learned quickly that getting sick meant taking unpleasant medicines!).

So I never did (get sick, I mean). They say there are 3 foundations, core to our lives being: Health, Relationships and Money. Most people have at least **one** solid footing, with their problems in life showing up as symptoms of imbalance (or disaster!) in one or more of the others.

My weaker two have definitely been Relationships and Money: again, more to follow!

Whilst I've always 'logically known' that the Sea-Balance and other formulas make absolute good sense and are working on a cellular level each day in my pro-active wellbeing regime, I realise too though that I've never had a passionate 'testimony' or irrefutable experience that would have been my powerful 'sharing'. For I believe it **is** true that we **do** tell others about things we like or which work well for us (a movie, restaurant, mechanic, new cell-phone deal or cereal or gourmet food in the supermarket etc). We easily and very naturally 'network it' via word-of-mouth, with no thought of, nor reality of financial reward or commission.

This is something I learned, which in the natural way **is** part of my 'flow', learned early in my Asia travel days. I just seemed to know things and help people/other travellers find the bus they needed or a good hostel or special place of interest off the beaten track or not in the guide books, and thus began to be sought out by others for such info. I've also become known within a very large social network

circle/community in my 12+ years here in NZ as a 'connector', almost like a yellow-pages person to help friends and colleagues promote a workshop here, find a flat-mate there, raise funds, pass on an interesting article or cause appeal on email, or awareness of so many subjects etc.

So I'm clear that **this** natural essence of **true** referral word-of-mouth networking is very much a strength and flows easily as I do it naturally.

This does differ, however, and it's impossible to ignore when, rather than casually, spontaneously telling a friend about a product you're enjoying, it then becomes a deliberate, more pre-meditated act of 'promotion' and marketing (no matter how ethical the company and product and well-paid one can be for such referrals). And this I believe changes the 'energy' around the sharing (for me, I say this certainly, but I perceive it to be true for other people too), no matter how subliminally. I also believe it changes the part of the brain from which we're operating and the very chemical changes inherent/implicit in such thoughts and actions.

Again, don't get me wrong: I'm not saying it's wrong or bad or anything about doing more 'deliberate' referral of products etc. in this way. It's just that I want to flag it and say 'it changes things'.

**Whatever** it is though, for me (and I suspect countless others), this is the core of the 'make or break' with such a business activity, because 'in our flow' (and as we'll learn shortly, when our flow is coming from habitually having acted over and over that such things become automatic, literally from the subconscious) we all **do** share, pass-on information and pay-it-forward of our good fortune, that another may benefit in some way too. But in a deliberate act of promotion, we then get into a different 'profile' (as per [Wealth Dynamics](#) shows for example), a profile whose qualities and preferences are more about 'people' and 'timing'; about 'sales' and 'support'.

And let's also be clear (and there are stacks of books and DVDs and courses to help anyone logically understand this from new perspectives), there is absolutely nothing wrong, bad, sly, sleazy either with 'selling': we **do** all do it, even if not for a product, not for our 'job', but merely when we are

seeking to influence another person to see our point of view or act on our request or suggestion.

Whether they do or don't of course is a whole other topic and like the ripples of the pond, something we actually have **no** control over!

For you to buy a car, there needs to be someone who is 'selling' a car, privately or a dealer, to show you this and that feature, answer your questions etc. To buy food there needs to be a store or market where people are **selling** food. It's an ancient occupation and inseparable to our history of human society and trade. And in various and yet currently unimaginable ways, will likely be with us long into our future.

But make no mistake, someone with a 'Wealth Profile' (like me for example) of a 'Creator' (inventor, innovator etc.) who is all about conceiving new ideas, has a very different view and ability and potential of success in 'sales' or 'deals'. Why? Because it's just not their natural flow or dispensation or passion, their game'. Each 'game' has different rules, as different as say, soccer (kick the ball, don't pick it up) from basketball (pick the ball up, don't kick it). And like a sprinter who is **built for** and motivated by the short bursts of sprint races, not the seemingly endless marathon, so too a non-sales/deal-making kind of person is very different, and motivated differently from a Creator (or any other 'profile').

Sure, you can do it a little, and for a short time maybe, and even make some money and progress, but it will always feel uphill, not 'flow' and one will never create 'wealth' nor even more importantly, long term happiness and fulfilment in life.

I don't know who wrote it, but a number of years ago, my friend Robyn, (who's an 'out-there-in-ya-face' corporate business coach) gave me this quote about 'The Plum' at a time when I was only just starting to try to imagine what and where I could put my new life in NZ towards, and where I would draw my income; (thanks Robyn!)

**THE PLUM** (author unknown)



You should learn that you can't be loved by everyone.

You may be the finest Plum in the world;  
ripe, juicy and succulent  
and offer yourself to all.

But there will be some people who do not like plums.

You must understand that if you are

**The World's Best Plum**

and someone you like doesn't happen to like plums,  
you have the choice of becoming a banana.

But you must be warned that if you  
choose to become a banana,  
you will be a second-rate banana.

But you can always be the best plum.

You must also realise, if you choose  
to be a second-rate banana,

There will be some people who do not like bananas.

Furthermore, you could spend your life  
trying to become the best banana,  
which is impossible if you are a plum.

**Or....**

You can seek again to be the best Plum.

I was still doing massages, as I said, but wanted (and was coached on this matter too) to at least get that as a more established platform of income each week, while in the background keep building my residual income, leveraging the small team I was now developing, until eventually in a couple more years, my residual income could be my sole and 'full time' income.

As I also said earlier though, without already having any other established or stable job or income, this proposal therefore created another challenge and ultimately added to my physical and mental stress, without ever significantly adding to my basic or long-term income.

Effectively I was then involved in pursuing **two** activities (to create income), both still being self-start, self-employed and none-established. Often I would get confused and stuck, not clear about whether I should today (or this hour!) put effort and phone calls into promoting my massage services and get clients and thus income so I could later have space and time in my life to do my Life-4-Us business more (which of course is a paradox)? Or the other way, to build up more residual income potential today and leverage off others at work with me sooner, so I didn't have to keep splitting myself off to promote a massage business that I already knew I wanted to give up not too far down the track!

My ideal of course, was to grow the residual 'asap', but I was always trying to be in 2 places (and mind-sets and identities!) at the same time, and it was fast wearing me out.

A break came when I was encouraged to apply for an Enterprise Allowance grant from the state, which could, after an 8-week small-business-training course provide start-up venture capital and a small weekly income top up for 6 months. This seemed ideal in that I imagined I could qualify and build my network marketing Life-4-Us business this way. But no: here was the first of what I learned as the general business-world's limited or ignorant attitude to network marketing. Even though a valid career and income for 100s of thousands of people (millions worldwide), regulated by the DSA (Direct Sales Association) and other professional bodies, this was **not** considered a 'real occupation or business' nor

proper use of government money to support on this Enterprise Allowance initiative.

My friend Barbara however, who actually tutored much of this course and suggested it to me in the first place, advised that I instead use it to start and establish more fully my Massage/Wellness Business which, with full business plan and funding behind me, in a little while I could add-on the nutrition products as valid compliment to my wellness services, and just go on to develop it till it was clear where the income was by then coming from, and give up the massage completely, if that's where I'd got to.

Seemed like a brilliant idea! After all, at that time what did I know about '[Wealth Dynamics](#)', '[Falsifying of Type](#)' etc? All I knew was I was in a spot, but had this funding opportunity appear as a next step and (like often in my past) if I could muster enough energy and give it a go, surely it would all work out, irrespective of the nature of the role and the day to day work.

And so during September and October 2002 I duly completed the course, delivered my Business Plan and graduated to qualify for the full allowance, all at the same time that Paula, the house at Huia and my NZ Citizenship appeared, as if god-sent signs that I was indeed on the right path to recovery!

In his book '[Your Life, Your Legacy](#)' Roger Hamilton<sup>1</sup> goes very deeply and comprehensively into each of the 8 'wealth profiles' and the unique strategies and collaborations that make them effective, when followed. Of all he writes, one quote stood out above all others and immediately gave me a clear sign to pursue (coming much later as it did, in my Life-4-Us association than at the point perhaps that I'm injecting it here). The reason for that is simple and without knowledge of which one can continue following 'false' paths, still hoping that luck or brawn or whatever will somehow win the day. And which if I'd known back then in 2002/3, would have perhaps helped me steer a very different course, like the one I'm now doing, but a bit earlier in the fray!

Consider this: "Your Wealth Profile will not determine your industry, but it will determine your role within it".

I take that to mean that network/referral marketing or Life-4-Us or nutrition-promotion or residual income etc. are not necessarily the 'wrong' industry or path or forum for me to follow, but unless and until I am able to bring my full flow as a Creator profile (and all that entails) fully into action, in a model which up till now rewards more of the Supporter type profile, and those who follow a more proven, traditional system or 'mechanic' profile, then I will always be **out** of my flow, unhappy and frustrated to a large degree, wasting my talents and contribution and ultimately be unsuccessful, especially where (in all forms of 'business') it's measured most: in dollars!

Later in the book (page 344 onwards), I'll map-out some of my observations and innovative ideas for where I see 'the industry' going (or needing to go, in my opinion) and why I as a Creator/innovator will be able to add a huge amount of value, when the timing and approach are finally all lined up and ready.

But let's just return to how things were progressing now I had my **two** rabbits to catch: Life-4-Us and Massage.

Each day, and for seemingly large parts of each day, I put my focus and mental and physical energies into trying to get both streams of income established, and bit by bit I was also putting my 'fun' and creativity, happiness and openness to connect with my girlfriend (Paula) to one side, to the background or even on indefinite hold, to the degree that all of these, Paula included, started to take on the feel of 'distracting' me, interfering with my dutiful commitments and even disturbing me.

With Paula, my responses to her 'perceived interference' (ie. increasingly trying to get her needs met in the relationship and demanding of my attention, love and interaction with her, all reasonable enough) were to get more and more angry and intolerant with her, avoid her, try to shut **her** playful, creative expression down, for how it was already grating my nerves of denial that 'I couldn't now relax, play, enjoy life, sing, dance, go to events and socialise etc, but she **could**/others could'.

Also, she was living with me by now and without her earning while in NZ, it was down to me to win the bread and



pay for all this anyway, to have her in my daily life (it appeared) only to be more demanding of the very resources I felt limited on being my time and energy to gain more business and income to have a life....there's that vicious circle again!

So this started a wave of inner resentment, both towards others though mostly directed towards myself. Especially the part of myself that was controlling and dominating me into doing stuff that of itself was unpleasant and not fun, and to which I had to try **so** hard at each day, to even barely keep up, both with what needed to be done and what I imagined others were judging of me and demanding of me, ready to pounce and punish (such as I've come to understand was/has been the 24/7 destructive, fear-based mantra of my restless mind!).

In truth of course, it's only me and my huge self-judgement and non-acceptance that's the dominator. And to whom I consented to betray what felt like more important needs in subjugation of being a good 'model' almost 'employee' and certainly the role of "damn it: I have to go out to create work and income so I can live and support us both".

I was very resentful and withdrawing energetically and emotionally as this went on, not a great way to go forth and attract neither new massage clients (and be available to care for **their** needs!) nor new Sea-Balance customers or Life-4-Us partners. Basically by now it was all about 'me', that everyone had to do what they were meant to, so 'I' could get an income and my life back. And especially so no-one would challenge or annoy me, because by then I was living a hair's-breath away from unpredictable and angry outbursts at the smallest thing, mood swings and unpredictability.

You're remembering still about what can happen when one chronically puts oneself under pressure and living outside of one's natural 'type' and preferences as basic daily needs, aren't you!

I think it's amazing what we can (and are willing to) force ourselves to do, put up with and even justify in the subjugation of our own needs and desires and preferences to other people and other systems (controlled by other people), and then enforce them such that it is in the end only we

ourselves who become the fearsome jailor and bully. It just **looks like** other people 'cos it's easier to project that, in our victimhood, and deny the self responsibility we have about our choices (and we **always** have choices, even down to the choice of what we're going to think and believe, just as Viktor Frankl<sup>3</sup> speaks of in his book 'Man's Search for Meaning') and the consequences of those choices.

Living in that beautiful cottage in Huia was in part my way of trying to have at least **some** little control in life, of my environment and what sanctuary I could count on to be there: a safe-place, for recovery, relaxation and nurturing. My 'cave' if you like (or rather 'kennel!').

It was a long way from anywhere and quite a journey to and from the arenas where I went out into each day, to promote, try to drum-up business and **do** business (where that translated into 2-hour-long physical massage sessions). And so it was too that the extra drive just added more time and stress to have to cope with and the expense of petrol. So when I came home at nights, or gave myself a rare day off, I coveted my place and privacy to lie-in or walk or swim or just hang out over a coffee in the little beach store. Anything so long as I didn't have to deal with people, basically. I felt I'd earned that right.

Mostly this worked, at least to give me respite and sort of keep the lid on my inner pressure-cooker in a barely-managed way. But there was constant inner turmoil too: a sort of subconscious self-enforced guilt that I shouldn't let-up: keep working, prospecting, keep putting information out, follow up, create opportunities. You never know when the chance just may come. All this kind of thing that was really 'me' speaking on behalf of the imagined pressures applied by peers and colleagues. After all this **was** how I was used to being treated by bosses of old, and came to treat others that way myself. Why? Because on some other level I'd learned and wired-in that this was what you had to do with people; keep pressuring them and keeping their noses to the grind-stone or else they would get lazy and take advantage, or wander off like cats and then nothing would ever get done!

Or worse damn-it, then **I** would have to do it all to cover up for these lazy, useless, uncommitted buggers. I, who

was beyond (or trying to show I was beyond) criticism and judgement! Self-righteous and superior, that anyone should ever critically accuse **me** of laziness.

Where does one get and reinforce such attitudes and beliefs? Right from day-1 it seems, in how our early environments are taken in as unquestionable truths, from a world and influences of people who are powerful and shape our world and world-views, with no or little ability at those times to filter or choose what goes in or not: no censorship nor ability to discern at that level.

This is where the amazing work of [Bruce Lipton](#)<sup>4</sup> starts to come in and which has become another of the foundation cornerstones of my new fortress of self-awareness and empowerment. We'll explore that in much more detail as we go on through this book.

Right now though, we've got a man living on the edge, forcing himself to do things and suffer self-inflicted indignities every day, denying his creative, fun, loving and balancing passions; keeping more and more people away and enforcing self-isolation, but trying to attract at the same time **more** interactions with people, though only really if he could get them to do what he wanted of them, create income for him and keep their needs of him to a minimum (which of course can never work!)

On top of this were the physical demands of my work, The length of my days, each still beginning with barely conquered panic and self-pressure to 'perform' today (ie. chronic fight-or-flight from the inner-lions, the voices and perceptions tearing me apart inside, and usually spilling over **somewhere** in my day). Plus as I've said, the very physical nature of doing 2-hour Thai-style massages.

I made myself avoid people where I could and especially social or 'open' situations (like parties) as my vulnerability increased and I was **so** afraid of firing-off at people in irrational and fast-becoming habituated outbursts.

My relationship with Paula seemed to explode also into aggressive and angry fights daily, when she was with me in NZ for up to 3 moths at a time, as she worked as aircrew and was based in Buenos Aires the rest of the year. During those 3-month sabbaticals, she was here in NZ, in the cottage and this

was yet another of the 'stands' I'd backed-down on, or felt emotionally manipulated early on into allowing/agreeing to, when really it was all I could do to be with 'myself' let alone have another person so closely and constantly around me. Or to financially support.

To enable us to even begin building a relationship, we knew we had to both be in the same country and create more connection and experiences, and see how that panned out for our longer-term plans.

There was a dichotomy of sorts though; a 'catch-22' or 'chicken and egg' situation (choose your idiom!). Because she could be in either country due to her ongoing career, and because I was committed to building a successful life and income/business here in NZ and had no intentions of being distracted from that, it was agreed that our 'growing-connective' time would have to be here in NZ too. But for Paula to stay here she would need a form of immigration (not to mention some form of financial support as her sabbaticals were unpaid by the airline). And whether by work-permit or Residency, both would take at least a year to get (best case scenarios we were told) and it was really all down to me in the end 'as the man' to sort out! (remember what I said a short time ago about the cultural differences and the different expectations a South American woman has of her partner, not to mention the lack of relative data on a non-south-American, new-age 'man'!)

Yep, this added more stress which, er, I really didn't need, but yes, 'took it on' again for whatever view I was feeling was required of me (as the 'good guy' I hoped). I remember us once bitterly arguing and screaming at each other over immigration, where Paula was **demanding** I marry her and do the right thing, 'like any **real man** would do', whereas the closest I was going to get to this woman at this stage and current ways of relating, who was now living 24/7 in 'my' home and sanctuary, distracting me from work (my view) and fighting with me almost daily, was a 'De-facto Partnership'.

Anyway, both this option and the 'marriage' one required the same amounts of corroborative evidence and

effort to apply for, similar fees and time-frames to wait to accomplish.

My resentment continued to turn to isolating myself from engaging her as much as possible, both emotionally and physically (hard to do in a small, open-plan cottage!). I glued myself more and more to my computer and phone, partly as I knew I had to keep on trying to gain work, but also in the hope of avoiding more connecting with her, which I now associated anyway with inevitable arguments and my own utter distress and inner anxiety at how that felt each time.

And in the hope that somehow the problems would all go away.

I also tried to avoid her in the bedroom, again by absorbing myself late every night in work, but worse, first thing in the morning, especially when this was typically the time I felt most emotionally unbalanced and again unable to 'cope' with even a relationship with myself, let alone a woman next to me in my bed!

This was where my knowledge of [John Gray, Brain Chemistry](#) and use of Life-4-Us nutrition **really** was being stretched to and beyond the limits.

I would wake, vulnerable mentally and emotionally each day, hoping I could even hold my mind together long enough to get out of bed without the same triggers between us, and at least get started on my day and hope that would make me feel better.

But again this in itself became a maddening paradox and self-perpetrating conflict zone. If I stayed in bed 'too long' (sort of avoiding getting out of the semi-nurture that a mattress and duvet can afford) I would start feeling anxious and overwhelmed at the thought of the looming day all the things I knew I would have to do and remember: the energy I would need, my schedules and all the different 'personas' and rehearsals I would have to go through to put a suitable, stable, sociable and business-like façade over my crumbling inner psyche.

I would either lay there, numb, frozen at the prospect of letting all that overwhelm in, and the instant screaming panic that would go off in my head. Or at first, I used to turn to 'my beloved' hoping for her love or words of support or

encouragement. But soon I found there was no safe-haven with her either, and whether I got up (against my wish of wanting to lie-in, warm and safe) or stayed in bed (to engage and try to commune with Paula and/or avoid the inevitable crazy self-filled overwhelm of the day) there was no way to avoid what became an untenable outcome.

Paula was having her own insecurities and issues for sure (don't we all at some level, and it seems we attract to us people, especially in relationships, who will trigger certain behaviours or not meet our un-met needs as we'd wish them to, as another way to face the challenges and eventually overcome them). But I'm not here to lay projections and blame etc. on her nor anyone else. I've come too far from those kinds of days and learned who **is** ultimately responsible, and in that, that there is actually growth and empowerment possible from it.

She would have been feeling, let's call it 'un-secured'. She was from a tougher country where if you had some money and a home you had a security and advantage of many who didn't. Here in NZ she had little security as such: no income for 3 months at a time, no residency visa or right to stay long-term (in her own right), the constant fights and stressful life between us (partly of her own contribution, that **does** need to be said), relative isolation from friends and normal social activities, though to her credit Paula **was** good at getting out there and making new friends and going to classes & workshops. We'd also bought her a small car so she could move around more independently.

Worst of all though, especially (I learned) for an intelligent, attractive and sensual feminine Latina woman (about which there was never any doubt she was all of these!) was to find her intimacy and sexual needs now going largely ignored and unfulfilled – **from her own man** – and this was hitting at the very core of her and a great insult, as she personally took it.

So I now had an 'avoidance' of the stress that I was now also associating with Paula and with anything tender or risking being open about and in intimacy, mostly to avoid my own sense of stress-related impotency of performance and affection: ie. I just could not switch off from the 'panic and

urgency' of all I had yet to get done for the day and create more income to support 'us' and our home and any chance of 'relationship', and then switch on to loving intimacy with her, to create any time to care, hold caress and make love to her "like I need from you, as a woman" she would say, to which I would take on even more guilt, frustration and sense of punishment.

This soon became a 'baiting game' by the way, which she could use to vent **her** frustration through insults on my 'manliness' and sexual function, and in return I used to vent all of my other built up rage: we sometimes got into semi-physical 'expression' of that anger and more than once to try to control or end the fray I grabbed her or shook her: pinned her down once on the bed and screamed right into her face to stop it; stop torturing me: that "I was doing all I could for her and to try to function even for myself, in her selfish needy ingratitude" and was barely holding it together. All this though just gave her more evidence of being an aggressive, out of control guy, and fuel and insult to hurl back at me such that we became locked in this self-destructive, self-abusive daily battle and 'dance of addiction'!

Worse, (for her and ultimately for me) was that the only way I felt 'safe' in any kind of sexual expression and relief, was in masturbation, and often when wearing some article from my own 'comfort collection' as I might call it, of women's lingerie.

This outraged Paula even more of course, that I would self indulge and play like a woman (or worse to her, like a homosexual) rather than pleasure her and satisfy her intimacy and feminine needs.

More fuel for insults and taunts, not the first woman to say she 'wanted a real man'. Whenever she could it seemed, at often very unexpected moments, there would be a sly jab at my ability to 'service her' or that maybe I needed another man, or perhaps a little boy? And there were countless accusations that I was having sex and affairs with some of my female friends and colleagues, even clients.

Imagine that: with all the other stresses and fears and demands I seemed to have in life, that I would have time and

energy and any possibility of 'success' or sexual ability with **another** woman!

Some of the fundamental work of [Warren Farrell](#)<sup>5</sup> that I instantly related to when I first read it, but which also brought up big wells of unexpressed anger from within me too I recall, includes where he compassionately talks about men's sexual ability, vitality and potency to perform, as a 'barometer' **not** of his libido or 'manhood' etc, but of the many other things he was having to deal with, or stresses or worries he believed were pressuring him in **other** areas of life. And how we, men, are misunderstood, not tolerated or even cared about in much of a way to help address causes; rather to just treat symptoms with endless Viagra and stiff cocks as a solution; a solution for the **woman**, (and drug companies) let's be honest at the end of the day!).

This added more to my own self-empathy and that of other men, and I began reading and researching more of this in my fight to understand all the things that were going on (and seeming going **wrong**) within me. Yet the one person whom I so yearned to join me in this new understanding and approach to finding solutions, Paula, was the one person who took even more insult and exception to my research and findings, and for whom it reinforced even more what kind of weak (and by degrees aggressive) man I was, and just looking for more excuses to avoid what I think she truly believed, was my 'duty': to love, service and provide for her, like some kind of donkey-crossed-with-whipping-post!

Well, there continued many more fights and manipulations. There were many times that, mid argument, my dear and caring landlord-and-neighbour had to ring up and be reassured that there was no real 'violence' going on. By this the implication was no 'woman-beating' for whatever pain psychologically I might have been experiencing, the law of this land and common experience is that it is the man who hits and the woman who would be being beaten. [Warren Farrell](#) has some startling and research and findings on this by the way, which for most readers would challenge their perceptions about domestic abuse and how often the man is physically beaten, but fails to report it, for all manner of embarrassing and social unaccepted reasons.



My neighbours could hear everything and it was distressing them immensely. So now I had yet another stress to manage, that of the fear of either eviction or even that somehow they (or Paula herself) would get the police and/or social services involved to defuse the situation.

And all this just kept looking like it was all **me**: all my fault, 100% and mine alone to resolve!

I have never felt so alone and isolated as I did then, even with all I'd studied and thought I'd learned by then, and was even 'supposedly' in a 'partnership' where (I hoped/believed) problems were to be shared and resolved together.

The long-story-short version is that I knew we had to split up and that as this was still my home and I (with WINZ's help) was paying for it and working for it, and trying to create a financial platform for **any** kind of imaginable future, it was not me who should leave.

My 2 deepest-rooted values (I saw later when I could look back with less clouded vision) were locked in conflict for supremacy, and fluctuated one above the other many times a day, until I stood for one. And in that act, had to bite my lip even harder to follow through on it: an act of pain for us both, short term, but one which **had to** create a way for longer term peace and balance to return for each of us.

I needed her to leave: the house and the relationship (such as you might call it!). She wasn't really wanting to (of course) and actually really had no place to go (boy, hadn't I been in that place too, with Simone in Canada, then with Lynette throwing me out, and yes one more still to come at that stage, with an almost identical scenario with Veronica in Australia!)

But I basically did it for her: made her leave; feeling revolting and cruel, but committed above all else to stopping the destruction of both our lives. One day, I gathered every single item of hers, which had now become integrated into this house, and made a pile of it in the lounge. Worse for us both than even this (for imagine the humiliation, hers and mine at this enforced 'eviction') was when she came home to find all this happening, and then see her start to cram it all into her

little car, silently, crying and **not** go to comfort her and change my mind.

This was like administering euthanasia and I never want to be a part of something like this ever again, neither the ending of it nor the co-creation of all that lead to it in the first place.

Oh yes: what were those 2 conflicting values?

Belonging-connecting verses Independence (or call that being loved verses freedom of expression).

The utter unfulfilled needs carried right from childhood that somehow I wasn't wanted, but desperately always trying to get/keep close, be accepted, invited in to the hearth for evermore, never to be pushed away or exiled. And never to do that to another being.

Verses the inner drive I have to self-expression and freedom of movement. To determine my own life choices and directions, not to have anyone control me or censor my creative voice, my right to live how, where and with whom I wanted, even if that meant isolation, for where ultimately I'm able to conceive and incubate the ideas and innovative solutions to the rigorous challenges of my world.

Half a year later, ironically Paula got her NZ Residency, though we were by then already long 'over'. Now she had free access to live and come and go here, but no real reason (at least in our relationship context) to do the very thing which initiated the application in the first place.

And I continued to drive myself even deeper into my massage and Life-4-Us promoting activities: determined to conquer **something** in my life and claw my way back out of the huge hole I'd buried myself so far in.

By early 2005 it seemed I was at last on track to be the next NZ success story and achieve a level within the Life-4-Us business few had so far reached. I had a large 'downline' including quite a few who were modestly-active in referring and recruiting for themselves. Also I had 2 significant 'legs' growing in my team, each headed by strong-willed women: Jo, an intelligent, quite-driven professional, and Leslie, who had herself introduced me to [John Gray's](#) work and then joined my team as she rolled out her successful brain chemistry

programs & workshops (incorporating the Life-4-Us nutritional supplements) to scores of clients and other practitioners.

Things did indeed seem to be going well here at last, and I was getting much recognition, running regular teleconference meetings and presentations (with members in Australia and USA as well as NZ), putting on many of my own public presentations and honing my speaking skills all in service of others in my group, to help us all grow and prosper.

I toed the 'company line', for I liked having my head patted (woof!) by those 'upline' and more senior to me. (I still, even in my mid-40s had this strange notion that I was still a young kid who was now invited to sit at the top table with the **adults**: weird, eh!)

I was wearing smart or smart-casual dress almost constantly (to be fair, I always felt quite good about myself when smartly dressed) and had even had my hair cut short now to complete the professional look that went with my new 'status' and activity.

Funny too; when I conceived the title of this book, I always had this clear picture in my mind of a dog squeezed tightly into a cat-suit, which was barely holding together, and whilst comfortable in my literal clothes, there was still this inner level that was bursting to get out of them; that same one that eventually bust out from the boredom and confines of corporate attire 10 years earlier and lived very lightly and colourfully-clad on and off for many of the subsequent years.

Still, on I trotted, taking quite a few knocks too however; in part from the cynics who despise and deride referral type business as a rip-off, scam or false way to create income, and who it seemed thus viewed me as engaging in sleazy or even criminal or low-life activity. And letting me know about it, or suddenly avoiding me or disappearing from my life overnight sometimes.

Also there were constant challenges from a couple of the main troops in my team who had to, it seemed, challenge me on almost every act of leadership or ethics; who seemed ready to pounce on any mistake or slip up of integrity I did occasionally seem to make. Not without small consequence. I was still mouthing other people's words, beliefs and commands, trying to be who 'others/leaders' projected (or

encouraged, I could never tell which) in/onto me. Trying to be someone who espoused certain qualities, goals and visions that actually (in my most secret moments, I had to admit) seemed a far polarity away from the simple beach, free and easy creature and **fun** life I'd left corporate life to follow and **did** live at least for the first year on the road in 1995.

But we did events, and took chances on innovative public expos to get the word out, like Visionary Living Expo where sadly our efforts and self-inspiration nevertheless seemed to harvest only small amounts of interest and even smaller amounts of actual converted business.

I, and many in my team, were actually starting to draw a fair 'part time' income from our efforts however. Yet never did it truly feel even at its peak that it was (yet) sustainable, and that there always seemed heaps of promoting, following up, managing, mentoring and general rallying around needing to be done (yes I became **all** those identities and roles too!), and the income was still far from 'residual' in the way I was first attracted to it; the ultimate grail!

There wasn't a specific one event I can recall, but the momentum began to fade and customers started to drop away and then, discouraged themselves, referring-members saw cheques dwindle and lost their own commitment and enthusiasm. Maybe like me (very likely!) they were also Dogs trying to wear cat-suits?

I got quite resentful and took it personally when people dropped out, felt angry and helpless to stop them or somehow turn them around and re-inspire them with my own vision or activity (neither of which in truth could be said to be inspirational in themselves at that time).

Like a night-time view of a small town from a high vantage point, I watched with growing apathy the little lights start to go out all over the neighbourhood of my organisation.

So not only now was I **still** working just as hard and long as ever, but I was also chest-deep in my own adopted identity and image of 'professional network marketer' (about as fully-owned, or not, as I had been with 'IT Professional' or 'computer programmer' even though that **was** what I did for a career back then).

My income was still modest-to-fairly good, but with less and less leverage (as other active people fell away) so the cycle of 'having to find more people' continued and intensified even.

Remember the analogy I made about what happens if a Sprinter was put into a Marathon race, where he started to flag, not only physically but also psychologically shortly into the race as he could no longer perceive his progress, nor his goal and where or when the finishing line would come: just living (running) in hope, the next bend, the next brow of the hill **surely** it will come soon?

This is how the latter couple of years started to look and feel for me, and the analogy is quite accurate, almost a literal one. I was burning myself out, in the wrong race and using the wrong approaches for my natural flow-style, which had long since been banished as not helpful to the cause, like my guitar and drawing board to the under-stairs cupboard of semi-obscurity: hardly needed or paid attention to these days. Sorry, no room or time to put 'this' down to pick up 'that': even if doing so would have kept me connected and my creative spark and balance much more alive and healthy than it by now was. I seemed to have nothing artistic now to say.

The mind-games continued too, as I had kind of numbed-off the emotional distresses I'd gone into overdrive with, when in the fraught relationship with Paula. However, I was operating largely in doubt and confusion. Creative ideas were always popping up, but most other things (like going to the same old opportunity meetings again and again, pretending to be enthusiastic about them) felt 'off', intuitively not aligned, although I couldn't come up with any things that offered more successful alternatives.

In referral marketing they say it's something like 10% what to do, say, product and business knowledge, and about 90% of the 'inner game' of who you 'are': the personal development and strengthening, of visions and purpose, leadership, endless books and inspirations and motivations.....

All of which conspired to make me feel like I was always off track, off the pace, not driven enough by a strong or passionate 'why' or purpose, as were others standing in lofty spotlights of achievement saying "If I can do it, anyone can..."

“What was (still) ‘wrong’ with me?”, I pondered, that I could be so intelligent, work so hard and now be so ‘in it’ and soaked up so much of this of main course of education, and have talked to and recruited so many people and yet still have so much confusion, torpor, indecision, so little financial success or other measurable accomplishment, by which I could feel it as real and meaningful (ie. in some visual or kinaesthetic outcomes)?

What **was** wrong with me?

It was screwing me up, yet like a gambler at the roulette wheel, who’d somehow accumulated a small run of luck but now sense this changing and his winnings slipping away, I was still ‘at the table’ hoping that ‘just one more turn of the wheel’, one more go, surely this next one will pay off...soon....please.....

And like the sprinter in the previous metaphor, I was flagging, losing my enthusiasm fast, falling behind and getting all worked up inside, knowing I was a good sprinter and yet here always looking and feeling like a loser no matter what I did. This started spilling over into my communication and reduction in compliance in small ways with those I worked with, little tantrums and rebellions here and there.

I wanted to do things differently, but was mired in my self-made compliant image/legacy, so attempts to innovate came hard to activate and sustain, even though they **did** keep popping up (by themselves: they always do!). But then I seemed to also be looking for approval, even help (heaven forbid that someone might actually think my ideas had merit and get on board to help me develop a strategy by which we could succeed!)

Somehow I had over the years developed a strong bond with Dennis, the company MD who, whilst corporate and even sometimes seeming to think the independent member/partner could be governed and ordered like an employee, nevertheless gave me his ear and time in one-to-one meetings when he was in town, which developed into some sort of ‘alliance’, not formally, but on a level where I could see that any success I could create would support his own slightly maverick attempts to get the business more established.

And I believed he could see in me a leader, but of a different nature to the mould being developed within the organisation-culture; not a clone or traditional system-follower, but someone with creative ideas, prepared to have a go and take risks, to innovate. I knew we both believed those qualities to have strong influence in business projects when used wisely and in the right place (else they can be rather destructive if not) and even now I feel I still have a strong (if closet) supporter in him, if not necessarily in how I execute or achieve desired success, then at least that I won't lie down and roll over without continuing to allow my real 'Dog' voice of creative, off the wall, counter-traditional-network-marketing to be given a fair hearing!

Sadly this is not quite what I came to experience from my more senior and established colleagues, most of whom had achieved their positions by diligently 'following and implementing the system' and wondering why (or what I was still blocking myself with or unwilling to fall in line with) I couldn't do that too.

There is no doubt in my mind now, of course that such people are **not** wired the same (as each other nor me) and that their ways or passions or drivers are not mine. Not wrong, just different.

Unless or until I fully embrace my unique talents, vision, experience and voice (and god-given 'Dog-ness'!) I will never be able to fully contribute of myself to my greater causes, knowing therefore that the role of my Life-4-Us income and business was/is actually just my **vehicle** to that end, finally freeing myself from the self-inflicted slavery to the illusionary belief that the vehicle was the goal, like many of the top people seemed to say it was for them personally.

To this day, of the hundreds of people in my organisation, past present, customers, members, colleagues in other areas across the board, on all the calls trainings and meetings, I have still not yet found a single person I can honestly say 'is like me': that we connect; that we hang out together in friendship (regardless of Life-4-Us); or love the same things, engage Life-4-Us the same ways. Not one person.

Strange thing to admit, don't you think? Is that because I'm so numbed off by now by years of denial or layers of pain and protection, such that I can't **feel** any connection with people that **are** there and love the whole 'community thing'?

Or is it that actually 'people like me' (creative, maverick, nomadic, independent, nonconformists) don't very often gravitate or stay long in such an environment as this, and thus indeed are rare to find?

For all the promotion of this kind of business and income activity etc. appealing to people who want 'independence' I find it paradoxical that rarely anyone does find it without **conforming** to a system and duplication of same, becoming to a large degree 'a company person'; to me the anti-thesis of true freedom and independence. Maybe they just mean a sense of independence in choices one can make when one has 'more money' no matter where and how they still go about earning/generating that?

And how come then, that if I'm so nomadic and short term attention span, and of a sprinter qualities etc, that I'm still here, doggedly (pun intended!) refusing to give up, even though the old spark or sense of enthusiasm and what could be accomplished has long since disappeared?

True, my Chinese birth sign is Ox, which means among other things that on the one hand I'm supremely loyal and committed (to certain causes) and that once I've latched on to my target I am very hard to shake off, even if it **is** sucking the life out of me (a dog with a bone maybe?)

Yet on the other hand, there is this image of the ox, still tied to the yoke and plough, toiling solidly in the fields way past sundown, when everyone else has long since gone home, stupidly never knowing when it is really way past time he called it quits, rested and started to look for more fertile fields to plough!

Quite a combination to have that in my character and then be Aries, fire-sign, born in March, Mars ruling planet, leader, warrior, war-like, Martin by name, born in northern hemisphere Spring, newness, bold, starter-creator energy!

On another but related level, when I looked at other influences, I saw those of my parents and their views of life/the world as equally diverse. For example I'd often observe



my mother as often needing of a sense of security, the known, safe, predictable: that the big wide world was somewhat unsettling or even threatening. My Mum's an only child, born in the 1930s to Victorian parents who were almost beyond child-creating age, and into a household of ritual obedience, good behaviour and servitude.

My father was the eldest son of a farmer, but who seemed to have **his** generation's maverick-streak, black-sheep-pioneer/break-with-tradition drive, probably gleaned from watching his uncle Chuck pass-over owning the old family farm and instead take his pay-out and emigrate (with widespread disapproval and annexation) to NZ!

Instead of taking **his** role on the farm, my dad studied medicine, with no additional support or encouragement from his family, and became a pharmacist, then entrepreneur and well respected local politician and church leader; moving our family south to Wiltshire in the early 1960s when I was 3 and starting a whole new chapter of his family lineage.

He took us on family summer holidays across western Europe and on planes to countries that spoke no English, at a time when few people in England (certainly no-one else we knew) were doing this. He had no fears about these 'unknowns' nor of speaking up for what he believed was right and just, whether that was in the council chambers where, as a socialist he was regularly outnumbered at least 10:1 by conservatives; or when he declared himself a registered pacifist and had to stand trial and risk imprisonment, for his anti-war beliefs, at a time not that long after World War II when national military service was still compulsory in UK.

Interesting to reflect on these two quite different qualities from my parents, which have perhaps not been so small in shaping some of my own world-view. That one side of me wanted the conforming, traditional security and predictability of my culture (like my mum) and the other side longing and loving to stretch out and take chances; to feel the wind in my hair and live more by my wits, take some risks etc, (like my dad) which is certainly something that got its full lease of life in that first year of Asian travel for example, upon quitting my professional, corporate career!

Still; there I was, deeply entrenched and ploughing my Life-4-U's fields way after the sunlight had faded to dusk, but still somehow convinced the end, or something better, was not far away.....

Of course, at this time I was still (or had sort of returned to) doing massage. In some of my challenges with Paula, she'd put the ball firmly in my court to go and get some other work as interim steps, and bring some more immediate money in (remember that at that stage we were only just applying for her residency and she could not yet legally work herself, to contribute to our coffers).

## **Massage Practice**

So I'd gone out and found some basic job or other, data entry and stock control for a cycle warehouse **way** too far from Huia (like one hour's drive each way), down in Manukau City. But hey, it was relatively easy money and I negotiated a better rate by suggesting I work as a contractor and pay my own tax.

Still, after a few months at that, the old familiar boredom and sense of "is this all I'm worth or ever going to aspire to?" kicked in again and I got restless. The traffic and commuting too was making me edgy again although I did mostly have my house and cave to myself at this time, as Paula was back flying (and earning!) again for 3 months out of Buenos Aires.

Eventually (duh! how long did I need before figuring **this** one out?) I realised that for the \$400-500 a week I was getting for this j.o.b. and feeling frustrated, and 10 hours of driving and petrol needed each week to earn it, I could actually be making the same money with just 4 or 5 2-hour massage clients a week (like, one a day!) working **my** schedule, close to home and leaving me much more time for, you guessed it, investing in my Life-4-U's business.

Of course too, when it's your own small business, you have to do all the roles, including the promoting and marketing to **get** the clients in the first place, not only just 'doing the massage and taking the money'. And to be honest (and now we know why don't we!) it was the promoting, marketing and converting anything into paying (and ideally repeat) customers

and income that was my greatest area of challenge. It's just **not** 'my profile' or flow, and it was especially that topic I'd hoped to conquer by investing so much focus on so many business seminars and books and courses and mentoring.

I took the plunge though, on the back of finding a great, peaceful and well-priced room coming available as part of Titirangi's popular yoga centre, and loaned myself some extra money (from barely existing savings) to furnish and carpet the room the way I wanted it, including lots of big leafy plants. I felt proud I now had my very own 'practice room', which I could operate in whenever I liked with complete autonomy, and surely I would make a go of this, **this** time, especially as it also provided a unique opportunity to inform every client about the benefits of Sea-Balance liquid nutrition as an adjunct to their massage session, (supported by giving a complimentary glassful at the end of each treatment).

My marketing did get a little better in terms of creativity and I had a modest foot-traffic each week, though barely achieved my intended targets of clients, hours and income, and again I was doing more of the hard work 'against the nature of my flow' in all of my touting for business, and exposure and attempted collaborations with other local wellness professionals. When, as often, it didn't always yield results, I'd frequently feel very disappointed and poorly supported by my community (that was a good 'story'! Did I **ask** if my community would like or value my services in the **first** place?).

Then resentful (which is a foundation I've long noticed now that I go out into the world of other people with!). Feeling resentful (especially toward the general public!) is almost the equivalent of putting up a big notice at the gate saying; "You guys let me down, I can't trust you, you're not supporting me like you should and I'm having trouble making a living: and it's all **your** fault 'cos you don't appreciate me and worse, you keep cancelling your sessions on me and putting me off, or not even doing me the courtesy of ringing to say 'sorry you're not coming' and that just pisses me off even more and decimates my income: you do not respect me and who I am!" (and on and on I could go with that voice!)

Truthfully, this is what I automatically had going on in my head the whole time and it took me quite a while (later as it happened with a specific scenario) to see it and realise yet again '**I**' was the cause of my lack of flow, happiness or success. But not because I was a poor masseur or lazy or just plain old belligerent person. Just that it was a symptom of once again, casting myself in some role **other** than my flow, as much of a 'Cat-Suit' as any of the others, and again I was blind to it though addicted to keep banging away at it, hard headed, determined to **beat it** at all costs: determined to keep 'ploughing that field' if it killed me (and it probably would).

The cost was this continual hard work, tiredness, lack of energy and enthusiasm for more and more things. And lack of interest or attention to the care of other people's needs. What an irony and novel concept: that I should have to care for **their** needs, when I was struggling so much and for so long! Oh yes, I forgot this was a **massage**/healing-wellness business, not just a 'MMM business' (Make Martin Money!).

Incidentally, go read '[The E-Myth](#)' by [Michael E. Gerber](#)<sup>6</sup> sometime, which is standard reading I believe for everyone starting their own small business (I seemed to have missed hearing about that!). Because no matter how skilled or capable you are at your craft, art and what you do (ie. that thing which is your flow and best profile) unless you start with the question "Why does my business exist: what's its' purpose and who is it for?" and come up with some very good answers, you'll probably always be chasing the dollar and working harder and harder and longer and longer trying to get it too.

Before we finish this book, I'm going to introduce the topic of 'social enterprise' and how I've come to re-orient my income-making activities, including those from Life-4-Us to benefit others less fortunate than myself. I'll also say a bit more about [Friends of the World](#)<sup>7</sup> and [Buy-1-Give-1](#)<sup>8</sup> at that point.

As we'll also see in the closing sections of this book, I think the business world is beginning to move into **very** new territory when it comes to 'The Purpose' and reason for our businesses and their activity, and how to distinguish ourselves in the **hearts** of people (not just their minds or wallets). Why do we do what we do? And it's not even about how good our

products, services or reputations are anymore either. Look out for those future chapters.

So; I kept at it, realising too I was limiting my future, success and income in other ways too. Because I'd learned Thai Massage more out of novelty value in a 2-week course in Chiang Mai, north Thailand (actually re-taking the course and doing a little practical work there on my trip back to NZ, having finally left UK in 1999), I really, truth be known, was not all that committed or interested (let alone passionate) about my 'craft' as a skill to be developed and devoted to the long term wellness of others!

Wow! that's quite a bold admission, but it was also one of those 'Dog-freeing-liberations' when it came.

Really, I started massaging once I had my NZ Residency in 2000 as it was the only thing I had to hand at that time which I could (or wanted to) do to earn just enough money to pay the rent. (I had all my funds from the sale of my England home, but these were meant to be for a longer-term saving and purpose, namely a little home somewhere!). Yet I soon got enough of a reputation for this unusual but beneficial work and so took on the 'identity' and label of 'Massage Therapist' and did it as a mobile service anywhere in Auckland that got to hear about me.

Now, by now you all be getting really good at spotting 'Dogs Wearing Cat Suits' and thus you get points for correctly guessing this one too!

In my heart of hearts (wherever that is, and whatever it looks like) I was so **not** a massage therapist. I didn't believe it for a start (about myself), as a massage therapist trains in a college for about 3 years don't they? So no wonder overall others didn't get it either (especially those I was expecting later in my Titirangi practice to come along and financially support me by buying into my 'charade'). I'm not trying to be blasé or clever here, and when you look at my 'Wealth Dynamics' profile, there is not a lot of evidence of me being a real people-person, not long term anyway, and certainly not in their selfless service kind of way, only more from a personality-performer-public figure type of role.

Plus because I didn't want to really do it as a career, I did the least training and up-skilling I could; had no real

formal or NZ-recognised certificate or qualification and didn't want to have to study theory and such in a wellness college classroom for 2-3 years to get one!. It also meant I could not get professional-practitioner insurance, which subliminally was another 'chance' I was taking each time I worked on someone that I wouldn't stuff them up or injure them and thus be sued. And let's face it, Thai Massage for 2 hours is pretty demanding, not only on the client, but practitioner too!

So, I didn't **really** have a long term investment in my own business. I lost interest even in the work, not only the promotion, which I did almost by rote many times, avoiding, or at best concocting advice and suggestions at identifying causes of problems, that were not necessarily based on academic study (though I will contend here that much of what I learned **was** efficacious and simply sourced from other less defined experiences and material than a college classroom).

See, the strange thing was, most of my work **did** 'work'. It helped people and I don't know or really care, to be honest if it was placebo or smoke and mirrors. I had legitimately learned a hell of a lot over those years by then about 'alternative health', wellness, causes of sickness and all kinds of associated practices, theories, remedies and philosophies.

I seemed to listen and genuinely care though: an in fairness to myself I did, as when doing such an intense therapy you do 'zone into' the responses of the person under your hands, even though too I had got my 'one size fits all' routine pretty well down-pat after hundreds of hours of real experience.

Bottom line though was that, even with the introduction of special package deals and associated products and referrals, as well as an assessment record and conversations about their progress, it was still, from a business point of view, more about '**me**' than about my clients.

Someone I took some business coaching from in the late part of 2006 pointed this out to me (for the first time) as I had by then added a third line to compliment the Massage and Sea-Balance, that being the purchase (or rather lease) of a high calibre [infra-red sauna unit](#)<sup>9</sup>.

The minute I first had a sauna session a year or so before, I wanted one for myself, and determined to get the best one I could. I figured that because I already had a good size practice room and shower facilities **and** it would compliment my other treatments (which is completely true, it did) I should have no trouble getting more clients for this, which would easily 'pay my lease' (whilst not an unethical kind of regular business logic, you've got to get the whole 'language' about my orientation though, haven't you) and ideally start to generate cross-discipline growth of my other two related activities too.

So I took on a \$10,000 loan and was handling it OK, whilst I went about even more focused and innovative promotional campaigns. My strategy was to offer it firstly to all the couple of hundred past and present clients **plus** network it throughout the local area among all health practitioners, beauty and hair salons, even guest houses or any business who, once receiving their own complimentary session (which they **all loved** and raved about and which in truth only cost me pennies to offer) would then tell and recommend it to **their** clients and thereby create much greater outreach than I could possibly do myself, **and** make a greater wellness contribution to that whole community, surely.

Actually all of that **was** true and I still believe I was ahead of my time and just couldn't sustain it **long** enough (partly by cash-flow, partly by the nature of my impatience, let's call it) to reap the benefits, which is completely valid activity for anyone putting effort into such business as I was.

I think however what did continue to contribute to whatever was undermining, nay cancelling out my efforts and forward momentum, was the 'inner pressure' of not believing I could get/keep clients or income and which was based on some deeper belief that I was living a lie, trying to be this wellness practitioner/expert and even deeper, going way back (as such things do) to having created yet another scenario to prove to myself and the world that "I'm not good enough, or not wanted by you" which hopefully gets your attention and sympathy and care and concern so you **will** want me and not evict or try to get rid of me and everything will then be OK and safe, etc...(sing along if you know the words!).

I've learned (as have so many others before me) that once you get a handle on your 'key story' (which some would call sabotage) you start to see it come up again and again, in all kinds of areas of life, almost unbelievably so at times. But when you track it back and ask questions like "What's the pay-off from behaving and thinking like this or that, or why would I make such poor choices that would lead to such and such outcome?", you see once again that they all point to "so that I can once again feel helpless, victimised or righteous in asserting that....." (fill in the gap). For me that basically says "You don't want me, I don't belong".

'Q.E.D.' as the Romans used to say ('quod erat demonstrandum' translating to 'thus it is proven', not as my dad used to joke: 'Quite Easily Done!').

By the way there's also the connected pay-off that keeps me angry and resentful of people, and as we'll see shortly when we get much more into cellular chemistry and 'addictions' this can be very powerful and can happen almost 24/7 in continuing to create more and more of the same (to feed that addictive wish).

As we've hinted at and sort of covered a bit before, it's not even coming from a 'rational-conscious-decision' place either. Once such thoughts and self-beliefs (positive or negative) have had sufficient practice and reinforcement in the 'reality-feedback' loop and corroborative evidence, the neural networks that are then formed with association via chemical imprinting start to run the show. It becomes so automatic: basically it goes something like this. The hypothalamus perceives a situation, goes off to the data base and finds a similar previous scenario and triggers the peptides and chemical responses it **previously** made and sends them to all the same parts of the mind and body in anticipation of, and ready to make the same responses.

How the hell can you compete with that, when it's been running **so** long and is **so** fast? This is where the work of such experts in human behaviour and neural sciences start to offer us invaluable new insights: people like [Candace Pert](#)<sup>10</sup> and [Dr Joe Dispenza](#)<sup>11</sup> (both more popularly known perhaps for their cameo contributions in the radical and popular 2004 movie



[What the Bleep do we Know?<sup>12</sup>](#)), as well as trail-blazing, front-edge thinker and former cellular biologist, [Dr Bruce Lipton<sup>13</sup>](#).

Again we'll continue weaving their expertise into our narrative here as we go along. But for a moment, I want to just clarify something that may have come up for a few of you during the last few pages, particularly where I'm voicing what might sound like pretty harsh self-judgements on the way I was observing my 'inner chatter' about other people and how I was feeling so resentful at not receiving the support (ie getting my needs-met) that I wanted.

I believe (and there is ample empirical research and support from many spectrums of psychology and personal development to corroborate this) that it is virtually impossible to really care for or consider the needs of other people, to any satisfactory degree, when one has failed so often, over so long a period to firstly care for one's **own** needs, and who then comes to live from a place of permanent anxiety about how to get those own basic needs met (refer [Maslow's Hierarchy of Human Needs<sup>14</sup>](#)).

It dominates the daily thinking to an overwhelming degree, when lived and experienced in ways I'm illustrating in this book. And this then shapes our behaviour and perceptions about our world and especially of other people, even to the extent of questioning **their** motives, as well as our own issues of trust and judgements upon them.

Such was the habituated way therefore, that I was living my days and relating to people, all the while (as I said before) presenting myself publically however, as a wellness-therapist, caring, facilitating kind of being. But also (as we said before too) this kind of constant attention, no matter how uncontrollable and unconscious it may appear, has a dramatic and often ironic way of 'attracting' more situations like it, in response to which one may reinforce one's experiences and thus beliefs, or one may finally take another option and begin to uncover those subconscious emissions and instead start new directions.

Early in 2006, I was doing what I felt I could to bring more business, and did have some interest in the sauna treatments. Yet somehow people were just not getting as interested and committed to this in their lives as I was (either

for myself or for them to have) and I think that's always a problem isn't it: when you want other people to like and want what **you** like and want, and want them to choose, especially when (as we've been discovering!) you (meaning 'I') wanted them to want sufficient of my goods and services so I could at very least get my basic needs met, let alone start to thrive and 'dream' a bit bigger!

Ironic aside: Also from that resentful, judging part of my mind; how come there are so many people (like, millions) in the world who have trades, professions and businesses offering anything and everything imaginable, from Heart Surgery to \$2 plastic 'tack', and yet manage somehow to create sales, incomes, convert those incomes into say, a home or car or kids' education or hobbies, relationships, vacations and other seemingly 'normal' life things?

I can assure you I've also added in my struggles, many, many of these 'poor me' judgements to all the **other** ones that crammed into my mind. And whilst the question is sort of rhetorical, really, any answer offered would have to include that how could we know that all **these** people too were not as equally at times as self-tortured in their minds and emotions, and thus feeling just as confused and unhappy as I was? That these things of the more obvious 'material' realm **were** somehow satisfying to those who were creating, selling or buying them? (just 'cos they may have seemed irrelevant or unfulfilling to me, that is).

And might all these things too ultimately be just trying to fill the 'gap', a much **larger** gap that perhaps is only a '**perceived** gap' but in fact is the lack of connection (or experience of connection) with that 'something greater' in life, call it god, source, creator, energy etc: the sense of peace or joy we might feel in fleeting moments that we **are** ok really, but which when it clouds over again, all we feel is a loss or separation or emptiness and thus (without knowing where else to look). We toil on with our acquiring of things, or people-relationships, or activities, work, substances.... Anything so we don't have to sit with that 'gap', that void and empty place?

And how come we're not educating new beings from day-1 what that 'gap', and perhaps what a greater purpose or reason for being here on this planet in these bodies **might** be?

That is the subject of endless books, research and enquiry, and forgive me, though I do as often as possible to 'point' to other useful reference material here, it is **not** the subject that we'll be able to get into very thoroughly here. I will, towards the end, touch back on this theme because by then we'll clearly be looking towards the future, not just 'the past' (I promise!) as we are currently doing!

So back to the track.

Looking back, I can see that clearly my sense of 'success' was unbreakably bound to people buying or registering for my Life-4-Us product, or getting a massage or sauna treatment, or basically **doing** something as a result of my influence and sharing of information, which would result in some income. And thus too, my whole sense of impotency and inner rage and upset (that's a better word I think) was founded on my inability to cause a sale, response or any kind of agreement or willing compliance, like I was so useless, no-one took me seriously or put any value at all in what I had to say or what I believed in or offered.

I only **very** recently made significant progress in releasing all this inner turmoil when, after trying to invite, promote and host a convivial wellness seminar for wellness practitioners, at a lovely quality country location, where we could informally discuss possible real benefits and applications for our clients with Sea-Balance, not **one** single person in the end turned up. Many rang 'last minute' to cancel/pull-out. Some **had** replied earlier and declined and the majority (as usual in my experience) said nothing. And I would (also as usual) never know why or if they even understood the invitation, or didn't like me or **what!**

You'd think that after so many years and trials and errors, my refinements and wording and other enhancements around invitations and promotions would have yielded **some** better outcomes, but apparently not.

The overwhelming evidence (this being the thousandth-such experience of minimal response and take-up, whether to massage, sauna, Sea-Balance, Life-4-Us business opportunity, my photo show-events, markets where I offered for sale what I believed to be interesting ethnic crafts and my own art-work and photography, parties – you name it!) was that 'people

don't respond': 'people don't show up, in fact they let me down'. But now, rather than continue with the endless self-destruction of my broken-record that screamed "Well they **should** turn up!" I've been able to turn around and realise "no they shouldn't!". Because if they 'should' they **would** (be responding, buying, agreeing, complying etc).

See here the work ([The Work](#)) of [Byron Katie](#)<sup>15</sup> a seed of which had been planted a year or so earlier, and which now fitted this latest-of-many scenarios, where I was basically fighting the very 'reality' of 'what is' (what was happening or not).

The very fact people weren't showing up was the proof that they shouldn't! Sound weird? Go check out Katie's stuff!

This is important, so I'm going to re-make the point.

When we start something, put something out there, initiate, promote, advertise or whatever, what 'exactly' do we control?

The **act** of starting, initiating, promoting and advertising, right?

Yet what I saw was that I was trying to get paid (directly or indirectly) for the **result** of the act.

It's different.

At the end of the day, I cannot control the result, not even with my intentions or attention. I may get lucky, but it will always be a chance that something will happen, just because I put some information out.

The futility of it hit me. My perception of performance, success and sense of self-identity, by being on the **outcome**, had led me to those feelings of uselessness, emptiness, impotency.

I have a picture now in my mind like this:

A young boy sitting on a small bridge over a pond, dropping pebbles one by one into the water below. Each pebble makes a ripple that spreads out across the pond, but where it goes is neither the boy's concern, nor control.

What if a passer-by stopped and said: "Here's a penny for each one you drop. Not for where they go, what they do or what happens next. Nor for the outcome, the result, the feedback of anything they bring back. Just to drop them. How does that sound?" he'd reply "Sure; great" and carry on.

That's what I mean. Paid for the actual thing/action, not the **outcome** of the thing/action.

By the way, what I'm not saying here is "I only want to do something if I can get something back, especially money".

No, not at all.

I'm just showing how I was trying to exchange what I was doing (my actions, roles etc.) for outcomes, and only measure those actions and their effectiveness by the observed outcomes, which were very small, whether clients, sales, approval, money; whatever.

So is this all to say one should surrender to 'fate' or apathy?

Also, no.

However I do say 'choose your game'. Work smarter. For if, as I've now clarified for myself, you're good at the promoting and converting opportunities to results, then sure, go for it.

And if, like me, you're great at the initiation and pebble-dropping, then just keep finding any and every opportunity for **that**, and maximise the reward/fulfilment itself **of** that very act of pebble-dropping.

My motive is simply that I now do what I do because I love it and I'm good at it. That's it!

So all **I** can control is the 'information-out' part, after all those years of trying to say the right thing or the right way (whatever **that** is: probably meowing, not barking I guess!), advertising and email strategies, words, visuals, which medium to use etc. No matter what I say or how I say it, other people will 'do **their** own thing' (and that is almost always something different from what I hoped for or would have wanted them to do of course) for a million different reasons, none of which I will ever likely know about. And **none** of them anything to do with '**me**' personally (unless, as I mostly have done, **choose** to make it so).

That's right: even if someone says "I don't like the way you email me or what you say or your events" or whatever, all I'm doing is putting information out. What **they** feel and how they receive it is **their** business, not in my control (as someone else in the same breath may love the same email, info or event etc).

And it's this single, simple piece of knowledge, this new perspective (call it also realisation) which has led me to much greater peace of mind, not only in how I now deal with lacks of response, communication etc, but also in the content, amount, frequency and methods by which I put out that 'information'. Because clever words and techniques, or even greater information, products and events aside, if the person is meant to do something with it, they will. And if not, they won't.

End of story.

So I can save so much effort now, not to mention worry, resentment, anger etc. All I have to choose and commit to is to keep putting out what feels right for me to put out (aligned with that greater clarity on 'purpose' I also now have in my life....more coming soon on that bit). The barometer for that is, in good old word of mouth referral way, that if I like or believe or have an interest or direct experience in something, and people know, trust or like me enough to receive or act upon what I pass on in **their** own way and timing etc, then I've done my job.

Nothing more is required other than I keep myself 'open' to the flow, like a pipe or conduit, and to allow stuff (which is already flowing somewhere, somehow around this universe) to flow **through** me, from wherever it comes to wherever it needs to go. Not to squeeze off that flow, block or divert or hold it back, or even demand it somehow must flow in the ways I want it to!

**What** a relief!

Now, let's try then to bring this Life-4-Us /Massage/Paula chapter to a close, being now (I hope) able to use this revelation and perspective.

Clients who failed to show up or call me to say so were **not meant to** show up or call me. How about **that**?

When I held open-days at my practice rooms, widely publicised it, advertising, inviting, laying-on a table of nibbles, free sessions, prize draw and stacks of nicely printed information, and maybe 2 people showed up to the whole day (and I've done **too** many events like that!), sure I felt thoroughly rejected, ignored, disappointed and most especially lonely. But now, what we can say is 'those who were meant to

show up did' because, that's who showed up! If others were meant to, they would have!

This is pretty radical thinking and almost tautological, but to retain one's (my) sanity, let alone keep oneself 'open to flow' (and thus inner peace and more happiness) there's nowhere else to go than this. You get what you get and don't get what you don't get. Or to put it another way, "When you resist 'what is' you lose, but only 100% of the time: what shows up is always what's meant to show up, for if it were meant to be some other way, then it would have shown up that other way. But it didn't" (to paraphrase ['The Work' of Byron Katie](#)<sup>15</sup>).

This kind of perspective came as a god-send in mid 2006 and saved me at last going back down the old spiral of depression and utter bewilderment when my last (to date) relationship disappeared overnight; (my 'woman' and any hope of hearing her reasons why/communication about it all disappearing with her).

This was Veronica – you'll get to 'meet' her in a short while because it was in our meeting, short bliss and rapid parting that I **had to** start asking new questions, and began receiving (thankfully!) new answers and direction.

Anyway, remember Hannah, the lady who sponsored me into Life-4-Us? By now she'd emigrated to the Sunshine Coast of Australia, realising another part of her own life dreams of elevating her home circumstances firstly from old house-truck to damp, dark bush home, then to a sunshine paradise and new beginnings. This meant however, we were no longer able to work as closely face to face as I had enjoyed, though I guess back then, with how I was already showing the 'right signs' and 'making the right noises' about my own leadership and success, one could be forgiven for imagining I didn't need her around quite so much anyway.

She'd also developed a cancerous tumour in her mouth, though the new life and environment also brought hope of cure and proximity to so many more non-allopathic, non-invasive/destructive kinds of therapies. Our contact by phone and email virtually disappeared as she focused all her energy solely (of course) on her own health needs, but sadly she lost her battle in late 2004 and passed away. For myself, I hadn't

realised then (until a bit later) that Hannah herself and her close attention and commitment to my success was as much the reason for my starting in Life-4-Us as any product or income potential.

In the following years I was kind of 'adopted' to work more closely with others in our 'upline' who, whilst we did already have a lot of contact, I found over time were not of the same 'chemistry' as Hannah. They also had many other people to be working with and I found our different ways of communication less flowing and engaging than my real preferred style (once I knew that I **had** a preferred style, that is, and what it was!).

The biggest was that, with all these 3 or 4 colleagues living in the Far North or South Island of NZ, or even half the year in Australia, most of our contact was by phone and email.

Here comes another **vital** piece of information for **your** tool box, about how we're wired or created, and whilst one can learn, change, adapt or even combine qualities of other styles, there is one predominant one that, no matter what, will **always** be your preferred method and the one without which the others will always fall short of feeling satisfying, engaging, comfortable or effective.

## **A Word about NLP**

Some people learn of these (basically 3) preferred styles through **NLP<sup>16</sup>**: (**Neuro-Linguistic-Programming**) and they are:

**Audio** (you receive and best give information and sense connectedness through sound, what you hear, words etc)

**Visual** (you communicate best with others and your world through sight, images, the visual realm; visibility, shapes, forms, colours etc)

**Kinaesthetic** (you need to be touched/touch and feel things, have things be tangible to value them or know something is real for you or true)



I am primarily visual, also needing much kinaesthetic experience though, and am way distant third with audio. Ie. I'd rather read a real book than listen to it on CD. I can picture words and objects vividly in my mind as part of understanding new concepts, ideas, languages whereas if (like how I struggled when learning Spanish initially) I just try to take information out of context where I can't see and/or touch things, I'm lost, get bored & frustrated very quickly.

This too shows how, even though I had the IQ and intelligence to easily cope with computer programming (at that level) I actually struggled with it because (back then) computing was about big 'main frames' and codes, bits and bytes of 'virtual' information on a screen or lost somewhere in the wires and tapes. No real **visual** outcomes (like say now designing a great graphic or photo-rich website) and no kinaesthetic output, only the print-outs or documents that proved the programming code worked!

And let's look at massage (in this new light). OK, caring for people in a healer/supporter 'available' mode was not ultimately my wealth profile either, but you might ask surely the kinaesthetic and even visual way of working were in my favour? I had to **touch** and **look at** my clients the whole time, that's true, but for me, the satisfaction and engagement is in the **creating** of something I can see and touch as the **result** of my efforts and activity, that makes meaning from why I do it.

When a massage was done, all I had was an empty room, a sore body (mine) and \$120 in my hand. Tangible yes, but not an object of my work in the real sense of say that I got when I was a draughtsman in architecture or agriculture (way before I was ever a computer programmer with Sun Alliance). Here I spent my days at a large drawing table, visually creating buildings and installations, and then more often than not, actually going out onsite and being actively involved in their physical construction.

Maybe some of the environment or people or aspects of the work were menial or backward-thinking in that era, but at least much of my need for real evidence of my labours **was** available to me in this way. I could see my constructed projects standing there and being used, no question. The

salary I was paid was merely the money exchange agreement for what I was being otherwise rewarded by.

No amount of CoBOL programs, nor happy massage or sauna clients could really ever hope to satisfy me in the same way. All I was left with was the income/cash that at least I'd 'done something', but otherwise these roles and occupations were hollow, empty and very unsatisfying.

And when you understand that then I'm sure you'll see too that a) there was not the same motivation to continue long term in such unsatisfying activity and b) when thus I was not really earning any money from them either, what little else reason to do them was there? Answer; Very little. And this is when I (and other people) get into doing things by rote, 'cos I'm expected to' or have few other choices or.....any number of reasons to justify themselves. But really what's at play is that even if someone **feels** out of alignment with work or a project, and area they live in or their partner in relationship, they are not educated to know **why that is so**, and thus cannot get access to new information or aligned choices.

Also to continue operating long term from a place of not getting your basic preferences met leads to boredom, frustration, even to problems in health or relationships (at work or at home) or money. And **all** are symptoms of what [Katherine Benziger<sup>17</sup>](#) observed too, as we covered earlier about [PASS \(Prolonged Adaptive Stress Syndrome\)](#) and [Falsifying of Type](#). We can't hope to be happy and fulfilled in any area of life where we force ourselves to operate in wrong ways for prolonged periods. And the resulting stresses and influences on our behaviours are, I believe one of the cruellest was of unenlightened self-torture and ways of denying our full liberated potential in this world, that we could imagine!

Can you even begin to consider how amazing our lives could be if we **were** armed with all these kinds of information and opportunity? The hope, the levels of satisfaction, happiness and openness that could eventuate among humankind, and not only to each himself, but also to all the other humans and creatures, our environment, planet and ultimately our much greater connection to whatever highest level of consciousness we are created from. **Then** what would be

possible? How empowering and meaningful could our lives look **then?**

But let me climb back down off the mountain for a few minutes more, because I promised to tie this all in with my example and experiences shown here by my work and collaboration with Life-4-Us at this time.

Working by phone or Skype etc. is **audio**: pure and simple. Not only is it my least favoured and effective means of communicating, it excludes the two I **am** strong in: I need to see the person, ideally, as we all pick up heaps more information and communication clues and input from the non-spoken, and from the words themselves, more so even than just intonation or all the regular body language too. Without that I am hopelessly out of my flow and witness my interest, willingness and ability to engage, co-operate and be effective, become significantly muted.

So too with emails, learning to type, to press keys, to send little dots to a screen that form words and sentences that we electronically send across the world! To me, very unsatisfying, but something with which I've become so habituated in, I (like countless others) would now be lost without my laptop and software and internet, even though I now know it's not my preference anyway!

Even this book, at some stage had to be 'typed' on a computer (NB. I first hand-wrote all 450 draft pages: pen on paper – some kind of resistance or artist's statement of creative process against compliance with technological domination!)

Just like drawing (another hitherto banished form of my expression) I need to write to think: to put ideas outside of my head, on paper – scribbles, images, words – **visual** – so I can look at them looking back at me (if you like). Somehow it's fundamental to my experiencing that I even exist!

So I apologise to my colleagues and former colleagues in all former situations, not for my 'behaviour' as such or the difficulties I provided in them having to engage or work with me, but rather for not following my truth; for my self betrayal and enforced subservience to ways of being and acting that are not true to my real authenticity. For trying to make things work that really couldn't, eventually, and thus all tantrums and

frustrations and growing pains that eventuated for all of us. As I said before, like that metaphor of a gay man 'coming out of the closet', I too, with my at-last-admitting to be a 'Dog' divesting himself of his Cat Suit, am finally understanding the liberation and lightness of allowing myself to know and be what I am and what I am not.

And if nothing else ever happened as a result of that, then at least I made it that far, and am going to be adding one less dollar of stuck, frustrated, anger and unhappy struggle into the world each day. I'm thus way more empowered to choose to make a happier and more creative, constructive expression in my world each day.

Woof, indeed!

My successes, self-posture, income, acts of creativity as well as peace of mind and happiness are now (and always were, but I didn't know it) at my control. There are always choices, no matter what. The consequences may not always be the ones that will always feel good or be comfortable, but they in themselves are not 'the choices' and should never be confused as such, nor mitigated against out of misunderstanding or unwillingness to take ownership of one's self-empowerment.

So it is that I own the choice of partnering with Life-4-Us (and all my other life choices, the places I worked, women I was in relationship with etc.) and all that has come up as a result of that and the blinding-off to myself of healthier professions, activities, ways of being. So too the owning of my disharmony with others, or frustration when the things I wanted couldn't show up, with the way I was doing or forcing myself to do things.



## CHAPTER 5

### Moving On: Life-4-Us next steps etc.

My [Wealth Profile](#) (and much of the other evidence in life, by support) confirms I'm motivated most by and love best to create. Creative ideas, big picture concepts, works of art, music, expression, opportunities also: to initiate, innovate, get things started.

Up till now, the systematised and (I will say) subservience-encouraging ways offered to people as a means to succeed in referral/network marketing (or most types of work for that matter, as far as I can see), don't obviously show up as places where my creative, innovative and inventive contributions could have value, or are even/often wanted, welcomed or encouraged.

I've experienced that so many times and felt the disappointment, the insult of not only being negatively labelled or dismissed as someone/something I/it is not, or as unwholesome, but also of being the one who had me mouth the words in the first place, and therefore accept and put up with those responses.

To me, referral-marketing (and I have some very radical, outspoken and innovative things to say about the whole structure and future direction of what to date, has been called (and perceived) as 'network marketing') never appealed in the traditional 'call 20 friends by phone and invite them to a fun presentation about our exciting products and opportunity' way.

But in the face of my own self-doubt, by working in areas **not** of my strength and preferences, I took on from those who were successful that to be able to be a 'success' myself in this arena, I should overcome my resistance and obstacles and blocks and learn to apply the same system, tools and approaches that they successfully used. To be 'coachable' (whatever that really means). In short, 'get committed'.

Given then that (as now) that sounds like "Meoow!" I nevertheless tried. And I did learn a lot, that's true.

And it's probably those years of struggle and frustration (without so clearly knowing 'why') that eventually led to **this** creative concept (this book) and for how I now understand

Frankl's<sup>1</sup> words (see earlier) about 'finding meaning in the Suffering'

I've put large amounts of creative energy ('cos that's really the only and best kind for me to have!) into designing tools and materials, websites, email campaigns and innovative cards and mail outs etc, to promote Life-4-Us, in upbeat ways which I felt more aligned with and more authentic in sharing with others. Let's face it, the people I know and meet know me much more for my nomadic, creative, less 'normal' expressions of life and appearance, so when engaging them in any other 'vibration' of course would just not resonate or inspire them to 'get' my invitations or offers, or do anything much compliant with them, especially given (as we all have) there are so many other things in our lives requiring our attention or passion and energy.

I took unusual and innovative approaches to reach into other areas of people (beyond the obvious friends, family and colleagues) who I genuinely still believe can benefit from what I have to offer (both income & wellness products as well as all the other things they can learn in life and apply to their communities and families), if it aligns with what they're looking for and **if** (which is where I'm going to conclude nearer the end of the book) they're offered something too that aligns with 'who **they** are': their style, shape, colour, culture, gifts, experiences, life outlook and wishes and expectations, even beliefs. To be shown ways they can recognise parts of themselves in, and know it would be a normal and natural flow for them to spread the ripples of influence and opportunity out in their own groups and communities.

For example.

The obvious areas would seem to be in sharing more information with Wellness and Health Practitioners, for the complimentary benefits on their existing services, as well as business income streams, yes?

I've also initiated a creative approach, website and marketing campaign to offer potential customers access to a free bottle of Sea-Balance (made available by Life-4-Us to me as a referring member) to trial and help them get a genuine experience, not just more 'information'. This has also enabled me to start using more modern, online appealing (I hope!)

image-based and social media ways of putting out that information and offer.

Obviously too, I've used the opportunity previously in my own massage practice to expose and share with my clients, as part of their de-tox sauna and therapeutic treatments.

Outside of the 'wellness/product' approach though, I used my creative ideas more in the offering of the residual income option (which in truth was what originally appealed to me) as in theory you'd guess from what most people moan about of never having enough time or money or both, cliché though it is, this would have great appeal, right?

## **Students**

I saw that more and more young people are studying for longer to get higher qualifications but which still don't guarantee them work or career or an income after all that knowledge acquisition and student debt over 3 or 4 or more years. I saw an opportunity to be using such a part time income option to fund their studies. True we do start to see 'network marketing' offered as a paper in Business and Marketing degree courses (as I found in discussion with Auckland University careers dept manager), but still it's largely seen as fringe, maybe 'suspect' and borderline-legal, and certainly not (yet) a 'serious' career and income option (so they say).

Let's face it, we're still educating based on a 200-year old model to try to define **for them** their choices of career, largely for an employer, for up to 40 years then retire somehow with money or energy to **enjoy** 'life-after-work'. How many 18-25 year-olds though have really got that same willingness that previous generations had, to aspire to something that all main sources even predict now will not even **be there** in another 10 years ?

So why not help young people put 3 years of good work (and their own unique qualities and camaraderies) into creating a 6-figure income, real-time, so that by their early to mid 20s they're done: set-up and then free and empowered to develop much more of their human potential in ways not available through, or squeezed out of them by our current, outdated



systems? Systems which ultimately are still in existence to **maintain** their own existence, first and foremost (see here [Tom Peters<sup>2</sup> and his book 'Re-Imagine'](#)).

Change is on the way, even if I am not the most eloquent and thoroughly researched advocate of it! See later my philosophy and predictions however, and of course, this is the voice of a maverick innovator Aries speaking, (can you tell?) so what else would you expect me to say, right?

Woof!

I'd built up a good connection with the head of Department at Auckland University's main careers centre, who genuinely understood the direction and what I was presenting, if still a little stretched to see how it would answer a graduating students needs, in his mind, for career, salary etc, (which was the whole point of what I was presenting: ie. that it would replace it!). He nevertheless allowed me to place an information pack in the university resource library for students to enquire about, and even started the ball rolling about getting peer approval to have me come in and do a lecture to interested students and faculty colleagues....

However we never got to complete the exercise before his tenure expired. His replacement was, well **more** than opposed to my continued offer and services, conveniently 'losing' the info package and daring to even say that my suggestions would be a distraction to students from their needs to look for 'real careers', not some kind of pyramid scheme, not always an easy thing to hear. What do you do, as a dog in cat-suit especially? Try to convince them or offer them an alternative way of seeing things? Or do you know when you're meeting a stubborn and un-educated brick wall of a potential battle whose cause (and one's sanity) maybe better served in more subtle, indirect ways than by taking a sledge-hammer to them!)

## **Men**

During my times of greater involvement with Men's groups and working with connections to men in general who were looking at the challenges in their lives, I stepped forward in response to a request for new fundraising initiatives by one

of the prominent Men's-Support-Education-Trust bodies. I put together what I hoped would be considered as not just another 'stop-gap', cap-in-hand appeal or short term strategy, but something that would create long term (and eventually) residual income sources.

I also felt that such an income model which I could offer from my partnership with Life-4-Us not only added real health benefits in people's lives, in the course of creating income/revenue, but also would add to meaningful work in the service of others, personal empowerment, leadership opportunity for growth and many more real solid core benefits aligned with the specific stated values of that particular Trust organisation. I felt at last there was a real sense of 'calling' here and I could really be of use and play my part.

I also expected there would be some testing questions but a fair and open reception at least at this initial submission and presentation time, knowing too that a member of the Trustees knew and respected the equally strong base of Men's leadership work there was already in the senior ranks of our Life-4-Us NZ team.

However, I was both shocked and unprepared for the vehement, almost aggressive and immediate attempts to intimidate me out of fully presenting this very real, legitimate and I believe ethical proposal, including a direct blocking and near-threat by the most senior trust member and respected leader of this 'educational work'.

And in this abrupt confrontation of what I felt was offered from my truly serving motives, I got yet another example and opportunity to see how 'un-powerfully' I was being as a 'man' myself, in the world; especially in the world of business-entrepreneurship and direction in life.

At the first sign of challenge, I basically rolled-over and submitted (yeah, dog-like, but not the kind of Dog-activity I'm championing in the writing of this book, ok?). I let my offer, and worse, my sense of self-worth, value and validity all get pushed aside and watch the whole room of men walk away from me and my laptop presentation, closing off the topic beyond any further possibility of offer, and dismissing me and my ability (I felt) completely in the process.

My immediate response was, actually typically weak and pathetic (my self judgement there too!): a mild 'plea' for a fair chance, to not judge me by lack of actual factual information (not previous opinion and ignorance and negative connotation). And then a façade smile and conciliation kind of stance that said "OK, if you don't want to look further, that's fine," which might seem respectful of another's wishes/choice, but was probably more my own defence mechanism and an "I'm OK, no really" sort of passing comment as I emotionally retreated (again) into my cave to sulk, lick my wounds and harbour a few more festering resentments and inner theatricals towards those whom I imagined had whipped and beaten me, yet never be likely to have the courage or motivation to do anything about it!

I soon left both that forum (to explore their other funding options) and emotionally withdrew also from that day on (another fine level) from really giving any more support to the organisation, its leaders or even material and practical usefulness. Sort of an attempt at 'punishment' which I noticed through life I have done in many situations and towards people whom I perceive as hurting, violating, humiliating me or some other such.

Perhaps I could have made a stronger stand, to be heard at least, if not also for my very valid proposal as I saw it, all painstakingly prepared on power-point and hand-outs by the way that never even saw the light of day after I folded under the first pre-emptive question about all un-ethicity or integrity such an offer must surely be if I too were going to make money myself out of this proposal. They have a point, from the perspective **they** were seeing it from, though that perspective had no basis in the actual information that I had prepared and been prevented from presenting.

For my contention, for the record, was from this angle: Instead of men just going out to work, in whatever jobs or scenarios, however valid that was, but which many may not really enjoy doing, or getting paid well or really valued for, and then maybe get stressed or physically injured at times, to sit in traffic getting to and from such work, to earn money to keep up a house and family they may to have been spending more time and enjoyment with, but which the 'catch 22' would not

allow them, and contributing to breakdowns and losses of direction that were leading men to want to take the education courses **in the first place**....to have money to donate to the cause.....

...well, here I was, I believed, offering a solution to all this and way more other congruent and implicit benefits, on so many levels and helping provide a vehicle for a residual fund for both the Trust **and** the men and their families as well, by the very activity and involvement with the Trust-fund creation!

On paper (to me!) it all stacks up and had the support of my senior Life-4-Us colleagues who are themselves strong and accomplished 'Mens' advocates'.

It's just that the group I wished to see it and ideally consider and choose it **for themselves** and their cause, and what it could resolve for **them**, were not open. And not open to see that, for myself to earn from actively helping them create more funds than they may ever have imagined and be able to contribute my services and even more of my own personal donations of money and time, could be more empowering option than to stumble on in low paid jobs and make more limited and even one-off donations, not only of money but also including time and energy.

It hurt: it seemed to add to the wealth of evidence and experiences in life I class under the banner of "We don't want you or what you offer or represent: we don't see your value or worth; you're unwholesome and we want to be rid of you. Shut up and go away"!

And that is exactly what I did (and have done so many times in my life): I shut up and went away, in my small inner 'hurt little boy self', mostly punishing myself in the ensuing self-talk and bitterness, that they must be right and I so wrong or weak or stupid or corrupt or something.

None of all of 'that' was empowering in itself, as I took yet another insulting blow to my identity and integrity as a person, on behalf of a company or business model that had no idea that I had taken that blow on their behalf in promoting their activity.

But of course the empowerment was more subtle and less immediate as I added this to the fuel of what it eventually took to stand up and **speak out for me**: my real values and

purpose. To speak up for the authentic return of my 'Dog' and his true voice and contribution to the world, and leave others perfectly to do what was 'right for them', ultimately nothing to do with me.

## **Migrants**

One group of people I've always had a closer affinity to, desire to be involved with more, and offer something back to help, especially those new to NZ, is the migrant population, especially here in Auckland. Even more so, those from non-white, English-speaking ethnic groups (like Indian, S-E Asian and Latino-Americans).

I made some good initial contacts and advocates for offering this as a viable and wholesome option with a particular group in their new country, who invited me to speak of the business and tax benefits to her 'business for migrants' workshop. My host even started to get involved herself but somehow couldn't enrol herself in developing the very practices she'd just helped me co-present, in the end. She remains though, a good contact and my experiences here helped me also start opening up offers and in-roads into the Indian community, which is a very close, self-supporting one, and who connect and operate like a huge web and extended family, and where one has to learn that the very ways of seeing the world and intercommunication etc. are radically different from my own white-western native English culture. In fact though, I find these challenges much more engaging of my creative and world-traveller qualities and more so the affinity I feel I have with more open, empathetic connecting with people from countries and cultures I've had the privilege of living, travelling and studying in.

None more so too than the Latino community, where I've been able to marry my interest and experiences in South and Central America with fledgling abilities to converse and present in Spanish, together with good basic material in Spanish provided by Life-4-Us themselves, who after all are established in San Diego, right on the Mexican border with Tijuana and where something approaching 50% of the city population are Hispanic and eager to find work. Just like those

communities here in NZ (of all varieties) coming often from countries with no state-benefit support systems, and a survival necessity for much of their populations. These people do (when they do) get right down to doing what it takes to try to advance the quality of life for themselves and families.

This kind of business/income model I believe has so much to offer migrants on a large scale, in particular because it overcomes so many of the other obstacles people face with creating income in a new country, which may not otherwise recognise their existing qualifications and experience. There is no start-up/venture capital; no discrimination among race, religion, gender; no specific education needed nor previous business experience. Even lack of good English is not a barrier as many migrants gravitate almost exclusively to start with around their own culture base, where their own native language is used and there is a common cultural understanding about business and ways of fortifying the community. Of all the areas in 'referral/word of mouth' marketing where a 'Dog being a Dog' could thrive, this area is the one I continue to hold out most hope for developing and contributing to authentically, for all the naturalness I can bring to the table, in service of others.

## **Franchise**

It was partly from this feeling too, and what I was seeing and hearing among predominantly migrant-based communities for business options which encouraged me to plan and execute a big 'risk' last year, making a significant presence at a NZ-national 'Franchise and Business Opportunity Expo'.

Whilst the whole exercise didn't produce (as yet) to its full potential, the number of serious enquires and converted new memberships and customers, it did nevertheless give me a great example of where/how to employ my strengths and assets in the cause of innovating new income growth in a model which (by now) I have not ultimately felt like a 'fish-in-water' about 😊. I want to mention this event specifically, not only for where I **do** believe there is much to offer to a challenged world and market place of disillusioned employees

now, who are investigating entrepreneurial opportunities, and thus where I think referral types of business really can stack up against 'regular franchise' models (ie. no start-up, no inventory, no territory or licensing fees, no equipment and best, the ability to leverage off 'sub-franchisees').

But also I'm including it because the exercise itself illustrates again for us where I was **in my 'flow'** and what therefore felt good and succeeded, and where I was **out of flow** and how (in [MyHardwired™](#) terms) I had to clunk down into my bottom gear, where it really was a crawl, unsatisfying and unsuccessful time.

With little official or tangible support (apart from that of my MD who personally championed my actions, but could not officially sanction them) for what was a very non-traditional approach to generate interest, business and exposure, I guess my first 'passion' was in the innovating and risk-taking edge of something quite large, quite expensive and potentially either a huge success waiting to happen, or failure. (Ie. I funded it from my UK credit card as I had no other source of funding and which only added about another \$4000 to my debts ☺!)

Basically there were **3 phases** I could see happened in the course of the whole project, which I would describe as this, and you'll again see easily by now why they worked and why they didn't, (when they didn't).

### **Phase I**

The innovation, creative concept and overview: I could see it all unfolding in my vision, what it would take to systematically plan and execute, all the activity on the day and the opportunities and success it would bring. Absolutely **top gear** on my [MyHardwired™](#) profile<sup>3</sup>, and '[Creator](#)' [profile in Wealth Dynamics](#)<sup>4</sup>, and drawing on my other skills to already have a great inner experience of it working. Lots of passion and design-work and thus dopamine-creation and endorphin production to **Feel Good!**

### **Phase II**

If Phase I was Top Gear, then the actual running and 'fronting' of the stall when all set-up, over 3 days was probably my 4<sup>th</sup> gear - almost top - drawing more on my 'Star' profile

qualities and extrovert-ness, in the **service** of the original creative idea. I enjoyed the boldness it took and the pace; again the 'doing' activity and dopamine levels. However, there's a different skill to being engaging with so many people in such a public arena, to also be able to generate enough trust and connection for genuine human interest, such that all post-event activity would have a much smoother and open path to whatever outcomes were possible.

### **Phase III**

This was where I almost ground to a complete halt (and is a place I am very familiar with). Let's see why.

After such good energy, flow and enjoyment of Phases I and II, Phase III was about quite a different gear for me and the profile more of a 'Supporter' and/or 'Deal-Maker', in that now I had a stack of enquiry forms from people who'd agreed to give me their details and invite me to follow-up and call them, arrange to review a business 'power-point' presentation and then see how or where they may want to take it further and have questions answered etc.

This is that old area for me of "People let me down, don't show up, I'm ineffective at influencing people, I'm a failure, People don't want me or what I've got, I really don't want to do this, it's boring, unrewarding, it doesn't work and I don't have the energy" etc!

Sound familiar? (no, not just me, for you too!).

What could be responsible for **such** a dramatic swing, so quickly, within a day of the event being over and the feelings of success and enjoyment of the other parts of it, all the great preparation and execution, instantly, almost doomed to be a failure by my attitude, energy and beliefs?

Well, by now we've covered enough info to see that it firstly isn't 'logical' or rational, and we can also immediately see how this phase was **not at all my 'flow'**. But more, coming on the back of so many other years and negative accumulation of similar activities and outcomes, it **could only** be set up chemically/internally in the brain-body to go the same way!

As a stand-alone experience, without previous depletion it would have been much easier to grind down to the 'not much



fun but let's do it anyway' bottom gear, do my best and then climb back up swiftly into the higher gears again and move on.

I've done it so many times in the past, in my sporting career, relationships, Sun Alliance career challenges and more. But this accumulation is a key component, because it slowly and almost unseen, becomes more and more of the 'who' and where we operate from, as life goes on, if we're not (and we are mostly not) aware of it.

So we have the perception, triggered by one or more old experiences into associated old '(brain)chemical' production; essentially an addiction of negative, fear-type response, coupled with wrong 'profile' and prolonged exposure to things that I (in this example) had no passion for, and which were using up a lot of energy (and minerals too!).

Lots of new tips and tricks and cajoling etc. are often applied in such circumstances, but we're also talking about how at a very **core** level, we have an image-model of a Dog needing to be a Dog, to put in and get out of life the most he can, but where that gets over-ridden and subjugated, we have non-or-restricted flow, in areas of low strength and interest or passion, low chemicals and longevity of focus/application needed to secure a positive outcome and thus, more feelings of self-betrayal which on top of all else get numbed-off by denial (otherwise we'd simply fall apart at the pain of admitting what's going on inside each day!).

I may have spoken earlier about 'Teams', if not, I'll certainly be doing it more later, and will do so here briefly to, to help you see the way my mind's working! To me when you have a group of people all trying to be all things, multi-faceted and multi-tasking, you still basically have a group of individuals, not a cohesive, strategic 'team'. Whereas, I see a true team as a group of qualified, capable players, chosen/on the team for their skills and experience **and** what they bring of **unique contribution**, which add to the overall collective skill, potential and ability of the team: individuals who here know their role in the bigger plan and where to be on the pitch.

Like say, the well-drilled NZ All Blacks rugby team, where in set-piece play, one guy alone throws the line-outs. Another feeds the scrum, another takes the place-kicks etc. Yet in open play, they all interact and feed and support each

other (they all pass the ball and can tackle). The game has a known end-time and there is re-evaluation and adjustment prior to the next game, even a change of player if needed in certain positions. If the team wins, they all get the praise and success and reward (financial or otherwise). Even if only one guy scored all the points, they all still share in the proceeds and outcome, because it was the team performance they are all committed to serving with their own unique individual contribution of skill and performance based on 'what they each do best'.

What finally and encouragingly has shown up for me as a result of the Expo and the low energy and lack of enthusiasm success and participation in Phase III is that in 'referral marketing' (traditionally, to date) it's set up that the individual is still basically required to be a complete 'team' in himself, albeit that there are 'upline' colleagues and 'experts' to assist and support if needed.

In my Expo experience, I was trying to be a one-man-team, but had various positions with no 'player' capable of the job, or just covered by me without sufficient skill, passion or experience.

So in Phase III, a great telesales or customer service type 'player' would have **loved** setting up the appointments, then a Dealer/Sales type player would use his skills and passion to convert the enquiries (ie. score points!) etc, then hand to ongoing support 'after-care' type players, so that overall what the Game Coach had conceived and the main 'play-makers' had presented could have resulted in a Team Performance and a win all round!

Look again, I'm not saying "poor me: I had to do it all alone" because I knew at the start the risks ahead of me. But it was also the Phase III reality which I experienced that switched the light on that this is a role I don't excel at, look forward to or enjoy. **It's not my game** – yet there **are** people on the planet who **love** and succeed in the roles I don't, and unless I can link with them in an equal-mutual-peer way in such a business model, rather than a hierarchical way of traditional 'downline', then I'm always going to be either out of position trying to kick a goal when I should be throwing the ball in to the line-out, or even **more** tiring, trying to cover all

the field positions and roles at once, which is not a game I can ever win.

Sure, there are a proportion of people on the planet who **do** seem to do well at traditional referral business, and love all those roles. I suggest they are of a certain Dealer and Supporter type profiles, much more 'people-people' or may simply have different accumulated life experiences or whatever. But I think they are a minority; an elite. All I can do though here is illustrate my own experience, based on my understanding of my own profiles and strengths etc, especially as a way to illustrate that someone who thrives on coming up with great new creative, innovative ideas, is less likely to be turned-on with trying to present or fit in with other people's systemised, existing set ups. And especially someone who's frustrated himself many times previously by not seeing ideas through, and not then knowing why or what was needed from him and his unique part in being able to have something succeed and complete.

Now though: what if more little 'pods' and groups made up of unique participants started combining, instead of only individuals in the networking organisation structure? I'll continue to develop this image and scenario on page 354.

But let's look at it this way, if we need one last metaphor. Remember when you were at school and at the end of the year you brought home your report card, and it said (my example here): A for Art, A for Technical Drawing, B for Maths, English, Geography.....all the way to F for Chemistry and Biology and Physics (sorry dad, I'm just not going to be a pharmacist like you after all, and take over the family business!)

What did your parents (and teachers) say? They said: "You need to work harder on your sciences!" But I suggest they'd be much better (supporting their young puppies to be great, fulfilled dogs) by saying: "Screw the sciences! You obviously don't enjoy them or do well in them, so they're not for you. Let someone else in life be the scientist! Now, let's help you have some fun with your studies (the limited ones by the way that we're allowed to offer you!) and find even more ways for you to keep enjoying and succeeding at your

strengths and passions and what's already going well for you: your Art or English or Geography etc"

I believe there **are** now a growing number of 'alternative' schools and education models (like Rudolph Steiner or Montessori etc.) who do take a much more '**individual-centred**' approach to exploring and developing a young person's potential (as a human being, not academic clone) by firstly observing how they work, learn, express and interact.

At the moment though, we're still dominated by (and suffocating free expression and creative potential: see [Sir Ken Robinson's You-Tube 'Creativity in Kids'](#)) a school-education model that is **subject-centred**, purely because that's how it's always been, when it was more important to guide education to produce workers for industries of the day, or later keep people in knowledge-based education longer (for whatever reasons). It's a great way to control and may well offer so much in the production of highly skilled and qualified graduates. But I contend it is still a 'choice within no choice' and the objective seems surely to teach one how to continue to be an employee for a lifetime, rather than ways of liberating an individual's potential so they can freely create and contribute to a new future **beyond** the pigeon-hole limitation inherently built-in to our otherwise comprehensive but outdated system.

I also believe that we're in a radically changing world: where career is no longer one's 'purpose for life'. Where businesses will begin to set-up first and foremost to serve and connect with others on the planet, more fundamentally than what they actually 'do' or make or how much money they generate. Where customers become not only the rewarded marketing arm of all businesses but also instrumental in all product and service design, and where social media and its successors will have the ability to elevate or destroy a reputation and company overnight.

**This** is a world where, if evolved correctly, social-referral ways of community-oriented, individual's-potential-empowerment approaches will have massive impact. And people like myself, probably like many of you too, who have been humbled and challenged by being 'different' and not

fitting in with the established ways, will come into our own and be able to serve both our own greater life purpose **and/while** making huge, satisfying and valuable contributions to our societies.

I guess it's as much for **this** enormous vision and my intended part in it, that I write this book; that I overcome my previous perceptions and self-limiting beliefs and experiences, so I may offer my own 'flowing' self to the arena and in all my creative, authentic 'Dog' ways I've now come to understand and liberate.

And where that ultimately could light a torch to another's path too.

I think you could definitely say by now, I'm 'on a mission', and it's not that I want everyone to be a Dog: that's crazy and inappropriate anyway.

But if you're a Cat, you gotta Meow, not Grunt. If you're a Duck, you gotta Quack, not Moo.

You get the picture?

## CHAPTER 6

### On a Mission (including the story of Veronica, David Deida, the End of Massage)

Without being able to first identify, pursue and then fulfil on our true potential and gifts, I feel there are always going to be many 'lost souls' and as many 'systems' equally happy to accept them and keep them unfulfilled: un-realised of their purpose and potential. I've heard it said (by whom originally I don't remember) that there are three basic things we each need in our daily lives (and I'm not talking here about Maslow's<sup>1</sup> 'Hierarchy of Basic Needs' like food, shelter, medicine, clothing etc, as valid as those are. Nor am I referring to Anthony Robbins' 'Six Human Needs'<sup>2</sup>).

What I mean goes something like this:

- Something to Do
- Someone to Love
- Something to Look Forward To

(Actually I recall now it was from Veronica in Australia, I first heard that in a romantic email, early in our new love/relationship in 2006).

For as I've experienced, and hope by now been able to more clearly express and open-up, when one of us is 'off course', misguided or giving away one's innate power, shutting oneself off from one's core strengths and passion in order to comply or avoid punishment or ostracism, then the resulting inner chemistry and life experience further compromises our power and choices to self-direct and express our greatest selves. We can loose the thread of what we'd love to be doing ('Something to Do') which was meaningful, in place of just filling the gap and killing time.

We can pull back and isolate ourselves (I did!), avoiding human contact and the deeper pleasure of love, acceptance, intimacy and sharing communion (Someone to Love).

And we can loose hope, when all there is to look forward to is just getting through another day, or hoping at best that things don't get any worse (if they are already difficult). 'Something to Look Forward To'.

For the avoiding of emptiness, loss and pain don't necessarily give us a life of happiness and the healthy stretch that's so important for human growth.

One of the symptoms – the outcomes of having lived a squeezed-off life in the last 10 years at least, and avoided pain and growth – for me has not only been in the absence of love, connection, intimacy and warmth of human relating, or the denial of my creative expression, art, music and free-flow (which I felt too anxious and pressured then to even begin for fear of having no longer anything to express), but also resulted in financial chaos. With no will to engage, commit or fuel anything sufficiently stimulating or meaningful enough for anything more than short term, I stopped earning, stopped being able to go out, socialise, enjoy all the things even a little money can facilitate. I learned to live on very little food per week and in the gathering of large debts to fund even the most meagre longer term daily life and opportunities, I learned to live 'rent-and-bills-free' by becoming a full-time house-sitter!

That does have its up-sides, as I do get to be of service and live in some lovely places, while attempting to 'work from home'. However, it can cut both ways when (as of time of writing, June 2010) I finally get present to the denial I've been living in about the real fact (and exact numbers) of my insolvency. I can then find these nice (and often rural) places also make it virtually impossible to find other 'local work' such that would at least help me pay off those mounting debts.

Still, as I said, if one keeps on making the same daily choices based on the same awareness (or lack of) for the same intended outcomes, there can be little progress or sustaining of such if it **is** made. Only now, by the consistent commitment I've made in uncovering the causes of the symptoms of the way I've been living, can I have the clarity I do, and make new steps like I'm now making (and sharing here). Hopefully by this, I'll also be able to help a few others uncover and re-direct themselves too.

"No problem can withstand sustained enquiry" after all! ☺

I'm so glad I've been blessed with the inner fortitude I have - even when all else seemed to have crumbled - upon which I've relied to see me through, and upon which I've begun to re-build and re-orient my life and my future.

## **Veronica**

There's one last piece I want to add here to conclude this (quite exhaustive/exhausting?) chapter of my life-journey and the intimate part the Life-4-Us relationship has had with my personal romance-relationships.

And that is where, still just about keeping up with appearances and involvement in the Cat-Suit-way about 5 years ago, I had a very brief, inspiring and somewhat paradigm-changing relationship with a beautiful lady named Veronica.

Veronica lived in Sydney with her 4 year-old daughter. She was/is a psychotherapist and we met in Auckland early 2006 at a fair where I was promoting massage and my general wellness services. Through a mutual friend, her interest in me was relayed and I swelled at the compliment of being found of such attraction by this really gorgeous and seeming up-together lady!

For the first month, we actually had no other person-to-person contact (she having returned the next day to Australia), only by phone or email, which by now you can imagine was quite a test for me. However, this only seemed to add to the amazing new experience I was having of myself and building a much deeper and (we **both** imagined) longer term foundation of friendship, mutual interest, respect and yes, love: even without one touch, one kiss, one act of intimacy or love-making at this point!

When we finally did (re-)connect, a full 5 weeks after our brief initial meeting back at the wellness fair, we created a most magical long weekend of union. It was also my 45<sup>th</sup> birthday and we threw a little gathering at my Huia cottage where almost all who beheld us together on that day were convinced (as were we!) that something very solid, special and loving had already begun to take root. The rest of the time I can only recall as the most blissful, fully open sharing 3 days



with a woman, on **all** levels, I have ever spent in my life. It set us up for the coming month apart - in what we saw and understood would have to be the way we'd need to allow it to evolve for a while (me being in NZ) - before I was due to fly to Sydney for the next chapter.

This I duly did, upon even more depth of connecting and learning of each other we'd done by phone and email, even though there had by now been a couple of small incidences that had needed us to work on a little harder, but which we'd come through smoothly together and closer. We found so much to look forward to in the opportunities we were going to have of finally **living** by all we'd learned in life, not least from our respective human behaviour-interest, as well as implementing respectful agreements and things that could only surely enhance the way for 2 mature adults to craft a beautiful relationship with each other (refer again to the '[State of Grace Document](#)'<sup>3</sup> mentioned previously, as an example of a clear foundation we were already constructing together).

However;

Something had changed. I sensed it almost the minute I got off the plane and was greeted by her. A distance, albeit slight. And without wishing to spend another whole chapter deep in recounting the minute-by-minute detail of the 'What Happened' over the following 24 hours, all I can say is what I can now from my privileged position and perspective of clarity unearthed 5+ years on.

Veronica was arguably the most beautiful woman I'd ever been in relationship with: charming, engaging, expressive, intelligent and had quite a colourful and at times hugely challenging past where she'd also learned a lot of self-reliance. She was also deliciously feminine, and experienced (as I was, but more from a formally 'trained' approach) in human therapies, philosophy and stuff around relationships. That's not to say she was always 100% correct or had it all fully 'together' herself: who of us really has?

Nevertheless, she seemed very competent at the life she was running. She'd also been in 2 marriages and experiences of a fairly wealthy lifestyle, and where those previous 2 husbands had been very much 'in their masculine' and making that wealth.

I didn't see at the time but my continued relative lack of commitment to either vocation or clear direction (even anything of substance to make a stand on in life) was part of my 'undoing', though by this I'm not implying I did anything 'wrong' per se. Just that by being who I'd been being was suddenly brought into focus at this time.

The way I was by now so used to being 'connected' with my own new-age man access to 'the feminine' it seemed was a turn off, or at least something that rang alarm bells for Veronica. I can think of a few possible things but, because in the end, when things fell apart and she completely disappeared for all time from my life, I never truly got to ask her what went down for her. Nor what in her perception changed, and so I'll only ever be able to work with the parts I could eventually work out myself, which I think I've done relatively well with and in truth. Isn't that all we ever get to work with in the end? Not someone else's view of 'reality'?

But I'm getting ahead of myself: again (tell me about it!).

OK, well, in the first day we were obviously both getting irritated by 'something' and it was getting amplified rather than being voiced. Eventually it started to come out, and there were definitely things she was saying that were alluding to her noticing some overly 'effeminate' mannerisms about me, even to the extent of 'gay' she called it at one point. As this started to unfold, I began to feel threatened a) that there were things I had to defend or counter, and felt unable or unwilling to have to do and b) that suddenly all the similar confrontations came up in my consciousness (mind and emotions) which had all ended in fights and the immediate ending(s) to relationship(s). At the very base of this is/was my fear of dismissal, and the humiliation of being 'cast out' or sent away.

As I was so used by now to trying to placate or 'do process' or whatever (to avoid the stirring up of anything that would get me sent away/shouted down etc.) my attempts to sidestep what was coming up seemed to make things worse and it became very clear Veronica was reacting to something not at all 'manly' in me, undesirable (to her) and equally worse, an in-authenticity and lack of stand from me about the whole situation!

A big row ensued and all the hope of having agreed processes in place for respectfully dealing with such situations, being un-established, thus were easily ploughed over.

Déjà vu all over again (some bright spark once said! I think it was an outspoken American baseball player: Babe Ruth?)

In demanding that I leave the house for a few hours so she could re-gather herself, I found myself walking in the dark and rain, in an unfamiliar city, suddenly faced with the possibility of a complete ending and the parallel of what had happened one cold dark night in Montreal 14 years previous with Simone, in almost identical detail suddenly hit me.

And all I could do was sit there and numbly watch it unfold.

Even Veronica, her appearance, life experiences and situation all bore an uncanny resemblance such that you'd almost think it was the same woman (accepting there'd have to have been some serious time-travel involved!)

Simone was (at that time) 45 (I was 31): blond, classically attractive, sophisticated and very intelligent, sharp-witted, used to taking life on, on her own, (for example, fighting for custody of a child in a divorce from a husband from and in another country).

Veronica was 47 (by now I was 45 but probably in many respects as naive as the 31 year-old back then!): blond, deliciously attractive, sophisticated, articulate, able to stand her ground, had lost a court battle over her twin sons 20 years ago to her German ex-husband (in Germany).

And probably a whole lot more which I could rattle-off.

While visiting Simone that time in Canada, hoping to make something bigger for myself in life from our relationship, it ended in her asking me to leave the house, once she'd realised she'd only intended a much briefer fling with me, rather than the full-on relationship and obsession I had for her. It effectively broke my spirit like nothing I'd ever experienced; wiping my hard-drive, you could say, and leaving me totally lost as to what the hell even the next step for me in life had to be.

I've already described the effects it had at that time on my professional career and complete lifestyle re-build that followed.

Here now, in this part of Sydney, after my lonely walk along the nearby rocks and coastal path, I returned to her house and the hardest thing was to try to re-connect with her, numb and nervous as I was, as by then I'd totally lost my confidence, self-power and practically set in place what was about to happen very soon. I was just holding on and hoping somehow all of whatever had just happened could be smoothed away by our previous good (if brief) track record of connecting and friendship together.

That Veronica also had whatever of her own personal (unresolved) issues cannot be overlooked (funny how I projected that as a practicing psychotherapist she must **surely** have resolved all her issues and be standing unshakably wise and correct in mastery over anything I may ever be able to imagine I'd have a valid point of view about).

But then, I'm not here to try to tell you what I think those issues were, or what she should or shouldn't be acting like. Who of us knows that much about another that we can speak with such righteousness?

Throughout the night we silently re-connected in bed, but attempts at love-making were compromised and I do recall she voiced her own frustration at her not being able to ever fully open to me (on the physical or emotional levels). And I think a part of that was that I **was** operating out of such a passive, feminine-like and even servant kind of mode, that it was just **not** what she was wanting from having a man in her life, if indeed she was truly wanting one (which after 4 years absence maybe **was** coming clear for her).

The next morning on a sunny beach walk, mid-sentence of whatever we were small-talking about, she said she wanted me to leave. I was shocked, but it had to come (based on the signs I'd witnessed the night before and the historic times too). Yet even then I was being all new-age and 'understanding' about it, that she needed time etc.

In hindsight it's quite likely she wanted me to stand up and tell her how much I was prepared to fight to keep her, not let her get her way and stuff like that. And maybe that was

what she was sort of testing me to hear. Either way, I was being how I was being, and just almost 'politely' helped myself out the door, un-contested.

I've probably said this already, and may repeat it again later in this book, but how often have I found myself giving the other person the benefit of the doubt: that they know what's best and I have no say in the matter. That may indeed be true about their own life and needs, but when another is involved in some form of agreement with them, I see now that to go unspoken and from such a diminishing stand point about myself and my needs and wishes, is wholly inappropriate and inauthentic, especially for someone like me with my sense of purpose and even 'Aries' type wiring!

I moved into a nearby hostel; a bunk room for 2 nights as I had other business to complete in Sydney that trip. It felt so weird, but we had no contact. I went over and over it in my mind such that when we finally did speak by phone, and she 'kindly' offered to drive me to the airport, I was like a nervous child who'd been expelled and yet I was still clinging to the hope that not too long after I'd gone back to Auckland, and things had cooled-down, we'd reconvene and resolve what had gone on that weekend, and re-build upon all the good work we'd surely put in place up to that point (especially in our first month).

What I wasn't expecting though (or was in denial about its impending arrival) was the cold, matter of fact and short email of 2 days later, which basically said "Sorry we couldn't know it wouldn't work out: hope things go well for you in life: bye". Nor the way I instantly crumbled upon reading that, though also shouting aloud in my anger and frustration. Not knowing which way to proceed: make a stand for her and show her just how strong and committed I was about her and our relationship? Or give her time and room, you know; support her like any other 'sister/best girlfriend' would do....?

I can now 'judge' that and say that by defaulting to the latter probably wiped out any remaining scant possibility I could ever offer her something of the qualities of 'the kind of man' she wanted, and I felt that burning sense of impotency once again of the inability to have a place on which I make a stand, rather than trying to ask for permission to do what

might be the most sensitive, considerate or politically-correct route to take!

I think it was no small 'coincidence' that that very week I'd begun listening to CD seminars by [Byron Katie](#)<sup>4</sup>, and knew I had a new opportunity of breaking the old cycles I was about to plummet down (again, like after Simone, and Anja, Linda, Lynette and Paula). I immediately drew on the support of my close friends and network, which included a couple of psychotherapists and counsellors plus acquaintances of Veronica - ie: women of similar age and life experience and others experienced in such predicaments - and got a pretty solid and balanced feedback, that whilst I couldn't ever know what had happened at her end, I had to accept that such things happen, and that I'd simply been being who I'd been being, and that which in itself may not have been causal of the breakdown. And that whatever Veronica still had issues with and was unresolved in her life were hers and only triggered by my crossing her path and being who I'd been being. Essentially nothing to do with it actually being 'me'.

I read many things at that time and made a lot of self-reassuring notes about my readings, especially how, despite my seeming to 'fold' so easily in the face of confrontation and the (what I call) dismissal - much of which started by an innocuous early childhood experience of being sent to playschool and re-enacted more and more painfully each time another woman (mother figure) 'Sent Me Away'.

In her book '[Women Who Run with Wolves](#)' by [Clarissa Pinkola Estes](#)<sup>5</sup> (funny how I go for women's-wisdom kind of books after such breakdowns!) one mythological story that landed for me, not about my 'folding' but actually my propensity on some other level (maybe my Chinese 'Ox' sign, who never gives up...or **knows when** to give up!) was entitled [Skeleton Woman](#)<sup>5</sup>. I'm not going to paraphrase it here; you'll enjoy reading it from her book yourself. But it did give me something to grasp and 'know' about myself innately: something to pull myself out of the icy waters with and from there, I was no longer so helpless in the flow towards my own repeated emotional doom. Instead I had a chance to stand and turn in a different direction.

## David Deida's work explored

And the next and most empowering piece of information that came to me just then, when I needed it, was in the form of some of [David Deida's work](#)<sup>6</sup>. I dived straight into the subject, and what I began reading of what Deida calls a 'Third Stage' of masculine, beyond the 'Second Stage' which I was clearly operating in at that time. I'd imagined that as a 'new man' (sensitive, open, balancing the masculine-feminine and all those other things we spoke of earlier about Essentially Men™ courses, men's groups, Warren Farrell etc.) this was as far as one could go, after being such a 'First Stage' man in a blokey, externally motivated, self-gratification, relatively unconscious realm for 32 of my then 45 years.

In works like 'The Way of the Superior Man' and a library of articles on his website(s), Deida opened up in me the possibility of that next, 3<sup>rd</sup> Stage, and it became very clear that I was already, if you can picture it this way, crossing over into it: sort of leaving Stage 2 behind, yet carrying with me (at the same time) all I'd learned there and in Stage 1, for my evolving integration.

He speaks of the masculine and feminine in a greater order of the universe, but which are also observed in all beings and particularly in human existence, yet still being beyond a limited/limiting description of 'man and woman' or 'male and female' and even the interpretation of where 'masculine' means something like rugged, manly, testosterone etc. and 'feminine' means pretty, womanly, sensitive or passive (among other descriptions we could add here).

According to Deida, and I want to try to give my understanding clearly here yet concisely too (for he would also have drawn upon more ancient wisdom and resources for his own works) the 'feminine' principle in the universe is that which ever-changes. Think of the unending motions of the sea, the wind, the impermanence of the seasons; even the things each day in our regular lives which we can't predict or control. This is what is meant by the 'feminine' in this understanding.

The 'masculine principle' in the universe is, he says, that which stands strong/firm in the **face** of that which ever-changes (ie. the feminine), and it is impossible **not** to have

this complete polarity in all things, because it is the very dynamic which creates life, motion, energy...

It's vital. Without it, there is stagnation, which is not to be confused with 'balance' (a counter action of opposing forces) or 'harmony' (a compliment of different but related parts) etc: my interpretations, not **Deida's**. In nature things are only ever growing or dying/decaying. Nature **never** stands still. Think about that. Yet we humans **try** to stop things changing; try to create permanence and predictability to delude ourselves into believing we have some sort of 'control' over nature and an uncertain world (which we don't and are ourselves not separate from nature and subject to all the same changes of growth and decay).

We've projected, in this modern age and westernised culture(s) specifically, this desire to predict and make 'static' the forces of nature and somehow remove or educate out of us (as man and woman) the **real** 'nature' of our masculine and feminine.

In generalised terms (for each of us **are** individual and different) **Deida** says that the 'universal feminine' of that which is ever-changing, which is exhibited in the polarity of the feminine in woman (or the female), is the essential polarity of the 'universal masculine', (vital to the dynamic 'dance of life') which cuts through, stands clear and firm, as exhibited in man (or the male). This means it's not appropriate and almost, generally speaking, 'un-natural' for a man to be anything other than his fullest 'masculine' (now that we understand the term better), nor for a woman to be anything other than her 'feminine' in order that the energy of life continue; whether you call it Ying-Yang, day-night, black-white etc. The two co-exist as polarised and ever-adjusting faces of the same thing, and neither exists without the other.

Nor is it appropriate to try to create a being from a place of half-half: 50/50: static and controlled indefinitely by exactly equal amounts of masculine and feminine. There is no dynamic in that: no 'life' and this is not how the universe operates.

OK: lots of theory and concepts. What does that look like in the daily life of a man and a woman, so I can help you get real, clear picture here?



It's a stereotype that 'a woman changes her mind a thousand times a day' and that a man might be inflexible or irritated by that; put his foot down or 'draw the line'.

The universal law says then that 'she' is almost always going to do that; she's meant to do that and it's her feminine nature to ever-change: the universal force free-flowing in her. Not good or bad, positive or negative.

And it would be that in the face of her ever-changing, the masculine (in a man engaging with her), stereotyped as the man who just knows exactly what he wants, goes out and gets it, no messing around or debate about it, stands firm on what/who he's going to do/be about all that, no matter what is thrown at him.

Or think of it another way. There's a raging storm at sea and the waves are rising and falling with no power on earth to stop them when in motion. This metaphor is 'the feminine'. And out onto that ocean sets off a strong ship, clear and intent on its destination and on reaching it, no matter what the sea throws at it. It is built to take on that journey and challenge. And yes, it will need to make constant changes and adjustment to its course, but each time it ('the masculine') says "This is what I'm committed to" and in its steadfastness (**not** its inflexibility) works **with** the ocean and reaches its destination, rather than trying to stop the sea from ever-changing (which of course, it can't).

Does this make it a bit clearer?

And it's not about 'the destination' but the **intent** to set out **in** a direction and hold true to it, which is the key.

Throughout history and in our own contemporary lives and experience, a woman ([Deida](#) suggests) is going to 'test' her man; not for devilment, but because that is her nature to test him. **That** is her feminine in her fickle changes, which when stripped of any invented measuring or meaning, are simply just what the masculine in man finds so attractive in a woman: the ways she constantly invents and re-invents herself.

In a relationship then, she is going to test that her man and the masculine, is able to not be distracted from **his** clarity or commitment, by her (or life's) changes.

To that end **Deida** says a man should never make his woman his greatest purpose; that if he does, he and she both know that one day he will fail her, because there must be **something** even greater for him to hold true to; that he will weather the storm of her challenges for, and in that quality is her trust in him found and the surrender to her own feminine demonstrated in the presence of his polarity of masculinity.

**Deida** affirms "do not let your woman get between you and your purpose, because it will distract you from, and dull your focus and intent to serve it". And I believe a man **may** serve his greatest purpose, in the service of his woman. Which he will do **best** by being in his masculine.

Is this making sense? Is this showing you, as it did me, what I'd been living as, up until the Veronica-experiences, by being a (my terms) 'new age 50-50 feminine, sensitive Stage 2 man'. This is in **no way** intended as a slight on, nor to undermine what I believe is very essential and valuable work of many of those who speak for and facilitate the opening-up of a man to experience and integrate his softer, more creative, sensitive, emotional and connected aspects.

But it must not just end there for there's more to evolve into, once we understand that which appears when we then reach **that** juncture.

I, as a man (who at his core and when being true to the 'Dog' that I am, and not meaning 'dog' in a derogatory sense, you must understand; rather meaning my natural traits, preferences and authenticity) am strongly masculine, driven, committed and love/am attracted to feminine women.

However when my whole demeanour and behaviour and identity has chronically become so distorted and depleted in the 'masculine' and ability to stand firm in the face of my challenges, indeed I had become practically **more** feminine than my woman!

And with Veronica? Well she'd raised her children alone, played both parenting roles, was the breadwinner in her solo-parent family, running a professional business activity and who knows what other roles each day, where she would be in a masculine 'committed to get the job done' intent energy of being directed and making a stand. This would, by law of

nature, have attracted feminine energy toward her for the polarisation. To then have a man come into her life that was being so feminine, may have looked at first like a god-send and someone to relate to and share with, but could only have eventually triggered the need for her to continue to raise her masculine to polarise us in the relationship, when in reality her feminine was probably screaming to be released: to be released from masculine control and express itself more fully in the **presence** of a masculine-energy man.

Bottom line, I didn't show up!

What's the point, as a very essentially feminine woman, of having a man in your life, if you, the woman still have to do all the masculine energy stuff yourself?

Ironically, there's an old saying, relevant to the title of our book here, which says "What's the point of having a dog, and barking yourself?"

Now I still don't know to this day how accurate I can be about imagining what went on for Veronica or what her needs were or experiences of me/us. But I now had plenty to work on and go forward with, and can only look back with profound gratitude at the opportunity which the situation created, and the new decisions and information and actions I took because of it.

This was a quintessential example of a Dog being in a Cat Suit: a man almost literally being a woman. And it had to end. In my self-absorption and other blindness to the ways I was by then living, I was also continuing to be blinded to the opportunities I had to regain and benefit from a healthy masculine quality of life. But as they say, it's all in perfect timing and there are no 'mistakes'. This could not have come along in such a way, at any other time than it did.

The best part too was also seeing the wheel come full-circle, over 14 years. From the life-changing events and separation from Simone and the response to which I was propelled from Stage 1 of the masculine into Stage 2. To then meet and experience Veronica, from whom in our breakup I was propelled to end the Stage 2 and begin to cross more deliberately into Stage 3.

Talk about profound!

And timely, for up until then I'd also been being so inauthentic with my Life-4-Us 'career'. Why? Because like being more feminine and less directed by a clear masculine in relationships, I was also not following my true masculine nature, nor making any other kind of stand in life, rather merely going along for the ride: a sort of numbness but with a happy motivated, engaged-looking façade on it all. This way of being in Life-4-Us was a poor compromise of myself, to fit in and to try to get to the point where I actually wouldn't have to wear that particular Cat Suit any more. I wasn't fully 'engaged or passionate' about this activity, hoping somehow to hang in there and that someone was going to join-up with me and make it all work out for me. Then I could continue to hang back and avoid expending too much of myself, thereby navigate a path of least challenge and confrontation: to avoid facing the reality I was living an empty, lifeless life.

### **End of Massage**

So, now you know why my ways of doing Life-4-Us also at this time began to develop serious cracks and all the income, customer-members, status and kudos (not to mention false identity and goals) started to fall away pretty soon after the end with Veronica. It demanded that I get real, authentic and re-orientated.

With Veronica's sudden departure from my life, my enthusiasm for continuing to do massage also evaporated further. It had already reached a sort of 'glass ceiling' (more like 'glass floor'!) of what I was any longer willing to put into it to grow it as a robust service, business and income, and thus what it was able to return me in terms not only financial, but also satisfaction too.

Most obvious though was that, while continuing my sessions with clients in that most immediate 'post-Veronica' period, especially the female clients (all of whom I had a clear and open communication and trust with) I became **so** longing to just have my '**one**' woman; my partner, to devote my massages and physical touch to. To love and care for her in such a way. Not to do this for 'work' any more.

I'd also become aware how, in the close care of each of my clients and their needs in our sessions, I was in denial of what I was truly wanting to give, and that in such a professional, therapist-client relationship, I was never going to have my own 'giving needs' fulfilled, as unconditionally as I would like.

With Veronica, she was the only one of girl-friends who was not jealous or threatened by my massage skills and daily applying them with other women (over 80% of my clients **were** women, after all: that just seems to be how it goes with male massage practitioners). When I'd voiced my yearning to give up 'getting my giving needs' satisfied only from paying clients, I felt a real empathy and support from her, not any kind of selfish victory (she probably understood this dynamic too, being a psycho-therapist with care and attention to each client).

As a male practitioner, I had to have, and be in complete integrity with, maintaining very clear boundaries of course: it's an occupational necessity for many obvious reasons. I knew though (probably from some of the upsets and jealousies from Paula and Lynette for example) that this clear boundary could cut both ways, being also exclusive and imprisoning.

To be always above suspicion in the Practice, I established and kept those boundaries not only for the sake of my business and reputation, but also to avoid even the slightest temptation for infidelity on my part (not only open to advances by clients), and the suffering of my partner if that kind of slip happened (my own suffering too).

Yet too I observed myself, especially in periods of stress and fatigue, mentally, emotionally, physically and financially, as overdoing that boundary as, once at home, out of 'Practice-context' I was less able frequently to relax the boundary and allow intimacy with my partner, who '**should**' have fairly expected to have been able to receive my flow towards her. It was like some protection mechanism to prevent me from getting too close to losing any control, in any situation (which again is a kind of sign of stress and near-depression I guess).

That I often had less to give (especially with Paula) meant that in the withdrawal from confrontation with her to keep balanced, I was even **more** in danger than of compromising a boundary in my work, so doubled my attention to **that** boundary, and only succeeded in keeping even greater distance and unavailability at home. A vicious circle.

At some sub-conscious level I'm sure, I added this to my growing 'story' of unwillingness to do massage any more, and to promote myself in my services and business-income therefore. It also added to my growing sense of unhappiness.

So it was, with great ambivalence now towards the work, the loss of an intimate and healthy outlet for my 'giving-needs' and a continued decline in paying clients (surprise, surprise!) I could no longer keep my business and the rental of my facilities to provide massage and infra-red sauna services going.

I chatted it through with a couple of respected friends/colleagues, just to check my perspective and to stop the haemorrhaging of cash-flow, finally closed my doors in late August 2006.

I moved my sauna unit back to my cottage so at least I could maintain my own daily use and benefits while I tried to find a buyer or someone to sub-lease it and ease the cash-flow of my own lease (there again all of my 'promoting/ marketing' attempts fell flat: just not my 'Bark' is it!). So, as I was too remote at home for any clientele to keep it viable, I sold it, paid a little of my loan off, and put the rest of the funds into trying to start-up some more creative, photo-book related small venture. This too failed to find its feet and so I took on having to now service a growing debt for an expensive piece of equipment I no longer owned or could use.

I still have that accumulated debt today, albeit much better organised and being reduced weekly now.

With the massage I was able to get a few clients from offering a more mobile service and travel to their homes. But its days too were numbered, along with my dwindling energy for it, and without enough regular work it's easy to lose one's 'edge' and strength to do the demanding, physical part of the work.

I've not done a full massage (nor for that matter an intimate one either!) for almost 4 years now. Even the shorter chair-massage service I offered in business workplace, as well as occasional wellness fairs, I also gave up when I took off to Guatemala (via a return to England for the first time in 9 years) early in 2008, selling that equipment and handing over my small client base to another local therapist, without even knowing how to leverage a cent back from its potential business value (data-base, market contacts etc), leaving me with absolutely no tangible or financial evidence for the sum of 7 years hard work.

Valid, great learning, all serving some greater purpose I'm sure, but hard work none the less.

And ultimately, as sure as with any Dog wearing a Cat Suit long enough, it was all mis-directed and hugely unsatisfying effort.

This past 4-5 years has nevertheless been a time of sort of naked torpor, where I know now what must be let go of and what must be embraced. I've dragged my heels and tried to still cling to the pretences and ignorances. But really this is still attempting to keep the self-limiting, self-betrayal going. And the part of the universe that is bigger than me – effectively the 'feminine' of that which is constantly ever-changing - is calling out my masculine now, to stand forth and declare itself.

My willingness to de-construct my life up to date, my ways of relating to people, to doing income-generating activities which are false to my nature; my squeezing off of my creative, expressive flow and my tolerance of the resulting symptoms of 'no money' etc, don't often make for a comfortable transition.

But it's one I now choose to have no 'choice' or confusion about; at least in the direction being that I find my stand; my purpose (or mission, reason to be alive, my meaning or whatever you want to call it).

And in the peeling-off of the Cat Suit, the Dog is relieved at last to be 'out' in the open and taking himself on again. Because ultimately that's all there is for him to do, and there **is** no judgement on him about that (at least not from me now, nor other true 'dog-lovers!').

Kathy Torpie<sup>7</sup> in her moving book ['Losing Face; A Memoir Of Lost Identity And Self Discovery'](#), quotes Andre Gide: "It is better to be hated for what you are than to be loved for something you are not".

I think we've uncovered by now much of the 'psychology' behind why one might have previously accepted such 'false love' and approval.

The way I say it is "If You're a Dog, You Gotta Bark!"

**END OF PART 1**







1. There is Suffering
2. There is a cause of, or reason for Suffering
3. There is an end to Suffering
4. There is a path that leads to the end of Suffering



## CHAPTER 1

### A Way Forward (including addictions and more from Joe Dispenza and Bruce Lipton)

In this Part we're going to be much more involved in looking forward, and the higher-thought concepts and new understandings possible once I understood a lot of the underlying causes that we **all** come across as part of the human experience.

We'll also develop what we started to cover in Part 1, now that we've got some real examples/scenarios from my own life, that we worked on, without which would probably be just one more of those books with great concepts and platitudes, but no way to relate them to our own experiences and daily lives.

It's fascinating, don't you find how there are people who've suffered the greatest traumas and disasters we could ever imagine someone having, and yet they continue on to lead a (seemingly) normal, adjusted or even successful life? For example those who survived the Nazi concentration camps of WWII (like [Viktor Frankl](#)<sup>1</sup>) or the Cambodian equivalent, my friends Sovann and Suor here in Auckland. Or [Kathy Torpie](#)<sup>2</sup> (who I mentioned in the last section) who went through vast amounts of physical and psychological pain, years of facial reconstruction and all the implicit re-building of her emotions, identity and life following a horrific head-on car crash.

And then there are others who, for example (as professional coach and speaker [Sally Anderson](#)<sup>3</sup> would say) the death of their pet cat brings their whole life to ruin and emotional disability which prevents them from ever recovering.

I've gradually become fascinated with this. How is it that some people come through, rebuild and even turn things to their advantage, while some crumble, curl-up and die?

Without getting too deep into what is an immense and complex (albeit interesting) exploration, we can certainly agree there are as many challenges and opportunities for trauma and pain in this life as there are people to experience them and ways in which they experience them.

And I think it's part of our uniqueness; where we've each come from in our world, the influences that shape how

we perceive what's happening and the meaning we make out of it.

Take Sally's own example of being abducted at age 15 and then over the course of a nightmare weekend, systematically gang-raped, beaten and violated in every imaginable way by over 100 members of NZ's Mongrel Mob gang, but who miraculously survived and received no support or therapy etc, to help her in the aftermath (though admittedly she says she did take on a very self-destructive meaning about herself from that experience, and her subsequent activities and addictions). Eventually though, she re-built her self esteem and life not only to the point of personal re-empowerment, but beyond, to become very successful in a professional business and life-coaching capacity, and now delivers highly effective courses and assistance to help others combat their fears, and recover a meaningful life of joy and contribution. She does this by drawing on her own traumas and experiences for the good of mankind and inspiring tens of thousands of us in the process, directly and indirectly ([Sally Anderson's story](#), life's journey plus more can be found at her website<sup>3</sup> and forthcoming book 'Freefall').

Many people have said that they learned it's not the 'What Happened' that shapes them/us, but the 'What did we make it Mean?' and 'What was my response?'. [Jim Rohn](#)<sup>4</sup> says "It's not the blowing of the wind (for the same wind blows on us all): It's the setting of the sail", ie. which direction did we go in, as a **result** of what was happening?

Over-simply put, I believe there are certain steps in how we each come to individually respond or react as we each do to what life brings (and by the way, life will **always** bring things, for that is, bottom line, what 'life' is and does).

We each, from the earliest age, have life experiences: things happen outside of us or inside of us and we respond or react (basically the same thing, in this context). We build-up a store of experiences and ways of responding/reacting and start to develop a pattern. This by the way begins to be set in place long before we even have language to describe to ourselves what is happening, or in any way whatsoever to consciously judge and filter what we like, don't like, understand etc. We are simply absorbing and responding to stimuli.

I'll be referring to the work of [Dr Bruce Lipton<sup>5</sup>](#) (cellular biologist and author) for some of what I want to get into next.

As we grow, develop language and ability to judge and start to make meaning(s) of this and that, we develop perceptions and in relation to those, preferences, what we like and want more of, what we don't like and want less of. This is mostly happening in the 'wiring' of the nervous system in various centres of the brain, and with repeated stimulus and response we generate chemicals of emotion. These in turn create the associated feelings we get in our body when these chemicals start to flow, not only then in direct **response** to a given stimulus or situation, but also, with habitual exposure and development of the pattern, we start to **predict** what's going to come along, based on our practiced perceptions. Thus we trigger a chemical response which is responding to what **previously** experienced, using what 'worked' then in the anticipation of experiencing it again.

Prolonged response to perceptions starts to be our learned behaviour and ultimately leads to us creating (consciously or unconsciously) our self belief systems, even part of our identity then, of 'who we are'.

Almost without exception, among every human on the planet (unless one has truly reached the ultimate enlightenment of no longer being swayed by or attached to anything that can happen to the body, mind and spirit) we develop such that our lives are almost wholly the response system based on past situations. How we responded then (chemically, emotionally and behaviourally) is **so** automatic now, it is our general response again each subsequent time to almost every situation one can imagine.

From the works of people like [Dr Joe Dispenza<sup>6</sup>](#), [Candace Pert<sup>7</sup>](#) and [Bruce Lipton<sup>5</sup>](#) (to name but 3) I understand it's because we're now operating from 'older' (ie in human evolution) parts of the brain, which don't operate in the same logic-language or present moment 'real-time' as our newer, frontal-limbic parts of the brain.

For example, when we're learning something new, in an activity more so than just informationally or conceptually, like driving a car, we're at first very slow, un-coordinated and mostly unsuccessful in our initial attempts, We're taking-in and

processing huge amounts of new information, using our capacity of the frontal lobe area (**the** main part of our psychology-physiology as humans which distinguishes us from all other mammals, let alone other creatures).

It's the area most recently developed in humans and where we can evaluate, discern and process information. But as the activity we're doing **is** still relatively 'new' and unpractised, it can still be slow.

However, with more practice, learning to drive the car, co-ordinate everything, think ahead, anticipate situations and prepare for them etc, soon becomes more familiar – in the **doing** of it – such that eventually one becomes **so** familiar, we don't even seem to now 'think' about how to drive the car: we just do it. And this is the point: that regular **actual** physical practice (way beyond just theory or imagining) is what starts to move the (learned) information and response process more and more into the older, habituated parts of the brain, until eventually, virtually all of our response (to this activity) is now coming from there. Very fast; almost instantaneous!

This then is what's termed the sub-conscious, because it is now 'sub' (below) our thinking conscious, in language/thought about what we're doing, and it joins a whole host of other learned response experiences that have now accumulated, right since birth, like the way we walk, run and balance; how we co-ordinate eating or using tools, the way we learned to talk and read and can now do so at lightning speed. Don't believe me? Try learning a new language, especially one that's dramatically different from your own (like Thai is to English for example) and see how slowly you have to think about and remember and process almost every single word and point of grammar for so long.....

Well, this is what's happening every day until **so much** of our day is in the doing of habituated and familiar things, that we already know, long before an event comes, how we're going to respond. And we just do!

In that way, is what people mean that we are mostly 'living in the past': taking past experiences, chemically interpreting them and making our responses so quickly (from that past place) and projecting them onto our 'present'

situation or thought about what's happening, or the 'future' of what we imagine is going to or likely to happen.

Statistics vary, but it's generally agreed in such circles of research that over 95% of the responses and things we think and say and do every single day, are coming instantaneously from our older, non-thinking, subconscious brain, which is **so** powerful it eclipses to a massive degree the speed and processing power of the newer, smaller frontal conscious brain.

Now this starts to become especially important in the way we've come to form our character and identity, based on our behaviours, which are little more themselves than the habituated responses and reactions to our perceptions of **what happened before** in our lives.

Imagine that: that over 95% of who you think you're showing up as and inventing yourself as 'today' is actually just a repeat and projection show of who you were, how you dressed, acted, spoke, moved etc, **yesterday!**

## **Two Examples**

While considering the massive extent to which our subconscious (our previously learned and practiced responses) controls so much of our day to day thoughts and behaviour, I want to give a couple of other examples from my own life situations, that are more like attitudes or beliefs, which I found I had, so that you can see I'm not just talking about relatively clear 'activities' we learned to do (like the driving the car example).

### **1) Expressing Creativity vs 'Punishment'**

When not in a relationship or not having a girlfriend, I generally experience myself as outgoing, self-confident, free-flowing, engaging, creative and expressive. I'm generally feeling a good degree of autonomy and freedom of choice to be who I want, when I want, where I want. I'm often playful even flirtatious in certain circumstances, though this doesn't necessarily mean I'm 'flirty' with an express intention to take it further and have sex. It's more like I'm reading and



responding to situations and people's energy, behaviour and feedback in the language and body-language clues, with my own, and 'enjoying the dance' so to speak.

In short, it's fun and I feel pretty happy ☺

Not surprisingly, being in this state radiates-out an energy or ambience (or vibration if you're comfortable with the term) and I often find it attracts the attention and/or interest of a woman.

If the signs are right, the conversation stimulating, the values on life, relationships and all kinds of aligned things are going well, **and** (for me) I also find her visually/physically attractive, then I've seen myself enter into a relationship, even though not **every** time (hey, it's nice to be able to choose, guys!) and that not every occasion it's a long-term, committed relationship, ok?

And for a while, as you'll probably identify with, all that newness and exploration and mutual reflecting is fun, even passionate, exciting and one can feel this or that person is thought of as a 'good catch' (especially if, in my case, her girlfriends approve).

For the sake of this example, I'm going to cut right to the chase and say that after a while in this 'zone' I invariably need to express other sides of me and other needs naturally (who doesn't?). And sometimes these expressions can look quite different, even polar opposites from all the ways I was viewed, and being at the start. I may enjoy wanting to also spend some time with myself to re-energise my batteries: 'time out' alone and /or in nature, especially is healthy for me.

There have been times though, when being in 'that' other state of behaviour or (non) availability suddenly disappoints a partner, whereupon I've often seen myself go into a sort of 'shape-shifting' or self betrayal of my needs to keep the balance, avoid a confrontation or having to defend my needs. As I mentioned earlier, I effectively start to 'try to please her so she won't punish me or send me away'.

This of course is instantly identifiable as a Dog in a Cat Suit (no matter where the trait comes from), but I've gone there so automatically, because my need to 'please', to stay connected and wanted, to 'belong' is one of my most

overriding values, and most practiced strategies to avoid loneliness and humiliation.

Another facet however, of having gotten into such a relationship, based on my qualities, creative expression or self-awareness, is a problem where all the things that 'wowed' her in the first place, start to become seen as threatening. Either in how displaying them in my upbeat, creative character it creates for her a fear that I will attract **another** woman and she will be equally attracted enough to seduce me away (apparently, 'cos I'd be so weak-willed and unable to resist such a lure, I believe it is imagined, right?). Or, that in my living from that 'freedom to express myself' place, maybe also painting or singing or dance/movement, reflects on her in a way that outshines/eclipses her own creativity or expression (especially in realms where men are not normally **meant** to outshine or even out-beauty their woman!).

Also if it shines light into dark places within her character or psyche that she's hidden away (like denial of an expressive self/talents or maybe unfulfilled needs at some level) then this can obviously become quite uncomfortable.

I know: I've seen it and been on the receiving end of that one too, more than once, especially in having put so much of my natural, playful, creative self away in a coping mechanism to the perceived threats and stresses in my life.

The worst thing though, that I found I got into doing, almost automatically (and which greatly contributed to my own chronic pattern of dullness and lack of joy) was **agreeing** to pull back on my natural 'flow': to turn the volume down, be more measured, less spontaneous, playful, colourful: not show her up or make her uncomfortable.

As [Marianne Williamson](#)<sup>\*</sup> said ".....there's nothing enlightened about shrinking so that others won't feel threatened about you...".

Again, I could write a whole book just on this topic alone and my experiences, because, having so knee-jerk-automatically learned to 'be a Dog pretending to be a Cat so you won't kick me out, though really you actually wanted a Cat in the first place but kind-of chose a Dog at that time anyway.....', well you can imagine I have a lot of examples. All

done to avoid the very thing I was by now wired to co-create with that woman anyway!

And in every punishment (real or imagined), scowl or put-down, shut-down by another, I took on the voice of my woman and became the very oppressor and punisher of my own expression and behaviour. Because it would 'get me into trouble' and by my value/fear/need around avoiding dismissal at all cost, getting into trouble must **not** happen. Period.

Let's practise squeezing into that little lycra Cat Suit again shall we?

I tell you: I became a very 'squeezed', unhappy, distorted and desperately disconnected, lonely man living such a lie and self oppression, all the while staying **in** the self administered 'abuse' of it all because my pattern and conditioning were more wired to subjugate my needs of self and free-expression, and I didn't know any different. I squeezed-off my flow, in favour of the needs, demands or intimidations and manipulations of others, to feel ok about myself, to avoid being cast out, criticised, humiliated which, in primitive, tribal times would have been a literal death.

So how did this happen and come to this?

Where could such a fear based, controlled pattern have come from? Some earth-shattering disaster, wreaked upon me through childhood of an alcoholic mother or sexual abusive violent father? Not a chance: I had none of that: probably the very opposite! All I probably did have were a few well aimed 'adult admonitions' early on, then repeated enough times such that they almost became self-magnetising and then came as part of the package!

Simple things like this: at Nursery School, aged 3 or 4, I'm cheeky and bold, and lock the caregiver in her own garage while I play with my friends outside, unsupervised. **Bad Move**. Public humiliation with a hard **smack** and stood in the corner as a warning to all what happens when you step beyond what 'we want you to be'.

Primary School. I draw a nice picture in my rough-book. The girl next to me says we're allowed to tear the page out and take it home. I do. **Whack!** A big slap round the face for vandalism. Ie. "I'm creative, you punish me". I'm about 5 years old in this snap shot.

On and on it went, through Junior school where, not wanting to eat school lunches (hey, those in themselves were torture right?) this 'rebellion, self-determination and non-compliance' got me many physical blows and humiliation from teachers and dinner supervisors.

Almost all my adult 'care-givers' (great irony, don't you think, that word?) and authority figures during childhood were women: 90% of my teachers. They hit me and lashed out it seemed, in response to any expression I made, and which were usually taken for insolence or challenge. The one woman who didn't was my Mum. However she never knew of all this intimidation and I never felt empowered enough, or knew how to tell her.

Now I'm not saying here that all women or women teachers are boy/male beaters and haters, but all the accumulated experiences (as we now know about how the subconscious brain puts together practised patterns into chemicals and behavioural imprints) pointed to 'self-or-creative expression gets me punished by a woman'. And so to avoid that, or minimise it I eventually learned to **not** self-express: not completely, but sufficiently maybe by then to present a very different personality and potential to the world of what I was or wasn't passionate about, drawn to or of my deeper needs to fulfil in life.

More cheek and extroversion in adolescence brought more slap-downs (still mainly of a physical nature) and not now just from teachers but from other kids at school (usually a bit older than me). The ridicule of wearing an unusual style of shirt and the endless days of taunts about being such a queer. Avoided or misunderstood as a show-off, someone to be put-down or steered clear of.

Pretty weird stuff, eh? Or maybe not: look around you or think of some of your own childhood and school experiences....

So, I think you get the picture enough by now, without me having to grind out every single scenario. But I found that unless I was able to identify the repeated behaviour/response now as an adult, I was getting into, and being shut-down by; to identify the causes and dis-empower them (by the studies of much of the referred resources I point to in this book) which

make room for more new, self-serving, self-healthy expressions, then I was going to be staring down the barrel of endless self-imprisonment and suffocation of my fuller, joyful expression in life, for ever more!

And I'm just no longer able or willing to play that game (the one that tries to Meow in order to get my strokes, when all I really want to do is Bark and cock my leg) anymore!

That's one example of how automatic the subconscious works, when it's had so much practice.

## **2) Struggle and Money**

The second example is way less theatrical (ha!) but in its more subtle way, shows again how early experiences have such a pervasive and unseen influence over the young mind, and then on us in later life, in the ways we operate, our subconscious beliefs, the impact on actions or directions we may take and thus, what/who we attract into our lives (or not), or are attracted **to** (or not).

Let's take 'Struggle' for want of a better word to introduce this illustration.

There's an old story - who knows who first told it, but you could easily create it today too - of a chrysalis, just ready to crack open and enable this amazing creature called a butterfly to emerge. The story goes that a man was watching this all unfold: the chrysalis tear open and then with almost imperceptible movement, but unimaginable effort, the newly emerging butterfly trying to get out, all wet and crumpled, almost unrecognisable as yet. After quite a while, the observer clearly thought he would do a good deed and help the little creature, so he gently cut away the rest of the chrysalis casing, carefully extracted the butterfly and set it on a leaf to rest and dry-out.

Well a little later he goes back but instead of this beautiful colourful perfectly spread-out butterfly, he finds this small, shrivelled and permanently disfigured thing, struggling to drag itself along, never to fly or mate, and easy pickings for the first bird to come along and devour it.

What on earth could have happened?

The man forgot something very important in his well-intentioned act of help and compassion-turned-interference with the laws of nature. Had he not intervened, the butterfly's struggle to free itself, by design, forces blood and nutrients to every cell and pathway in its legs and body and wings, rapidly increasing their strength and capacity to complete the task of its own triumphant emergence, then to finally rest and spread out its glorious wings to dry before, now perfectly formed, it takes flight easily and fulfils its unique part in nature and life.

By intervention, the very struggle needed to force the necessary growth and preparation to survive and thrive in life was denied, and the result was a permanent deformation and crippling that halted all ability to fulfil the butterfly's potential.

And so too it is for us humans: acts that sometimes intend to help us, actually deny us the opportunity to grow, learn and be stronger (just as the opposite can also be true, that some acts which seem potentially harmful, make us stronger and more empowered). We see this in all areas of life, though that's not to say that **all** acts of assistance are unhelpful or un-necessary, 'cos we could immediately come up with a hundred right now that **would** be helpful and beneficial, I'm sure, and without which no significant growth could occur.

But in such cases as here in our butterfly story, it can be counterproductive, just as when say, we administer drugs and medicines **only** to cover a symptom, but deny the body its opportunity to create its own strategies and strengthen itself against future potential invaders (for example).

I'm using this illustration because it relates something about 'struggle' and what my Dad once said to me, way back, though which got stored somewhere within me and was ticking away, having its own subtle influences unnoticed, until only a year or two ago. And I think it's important to share this one with you, for wherever you to, like the butterfly, may have missed out on some aspect of self-strengthening, due to the seemingly kind intentions and intervention or assistance of another, or other external influences.

My Dad grew up on a farm in England in the late 1930s and 1940s, and as the eldest son, was meant to have taken on its running when the time came for his own father to retire. But my Dad had other plans and didn't follow the route

intended for him. He was the 'black sheep-maverick' of his generation in bucking against the laid-out path, just as I seem to be in my generation of our family.

Instead he put himself through great effort and challenge to study medicine, go to university and qualify as a pharmacist. Eventually, when I was 3, he moved us all to South West England from our Manchester roots, started his own pharmacy business and became over time a hugely respected and trusted member of the town, including leadership roles in the Methodist church and local Labour Party, where he served in local government for 19 unbroken years in a very non-Labour part of the country. I've mentioned this before.

As a boy, he saw his mother struggle to make ends meet sometimes, or put food on the table. As was common in those days, there was a system of buying things by families (like food, clothing, domestic utensils etc.) called 'tick': otherwise known today as credit, hire-purchase or some other form of 'loan'.

Sometimes his mum couldn't make the weekly payments and sent my dad (the young boy) round to see 'the man' and ask if she (his mum) could pay next week. This kind of thing obviously had an impact and meaning in his young life, perception and beliefs, and would later influence his attitudes for his own family and kids.

He worked **very** hard at establishing his pharmacy business, creating for us a good standard of living where we were comfortable: not 'well off' or wealthy, but certainly did not lack for what we needed. We had a nice enough home, new car, took a 2-week family holiday each year, often overseas in Europe....you get the picture. Good stable family of the 1960s and 70s in England.

I remember though my Dad saying to me one day (although I forget the exact situation and context in which he said it): "I work as hard as I do to provide for your mum and you kids, so that you don't have to struggle like I did, growing up".

This is such a loving and noble thing for a dad to be inspired to do for the family he loves more than anything else in the world, and would be hard to fault.

Indeed, from some of the earliest times I can remember, at age 4 or 5 I had 'pocket money': 2 shillings and 6 pence. A lot of money at that time, especially for a little boy. I recall I could buy a little 'Matchbox' toy car (remember those, the really old ones?) plus a Milky Way chocolate bar and **still** have 3 pence change, which I saved in a glass 'piggy-shaped' jar.

What generosity and way of showing his love and providing for us.

But you know, life goes on. Fast forward about 40 years and I'm in one of those workshop-personal-development classes (yeah, again!) and the subject is 'money'. You do this exercise where you imagine back in your mind to an early time and recall what you remember you saw and heard or saw modelled in your family about 'money'.

Most people on such a course share that they remember a lack or scarcity of it, and their parents saying things like "Money doesn't grow on trees" and "I'm not **made** of money, you know!" and all those familiar ones you'd imagine. And apparently we're looking for the strong early influences that shaped a pattern in life, which we then might have carried forward into current life and amplified along the way...

But I'm different (of course!), plus I've had great conversations with my Dad on many such subjects as this, so I don't even have to **try** to remember what was said or not: I got it straight from the horse's mouth!

Yes there were some more negative things about money, but mostly they were things like how my dad espoused standing on his own two feet financially wherever he could, as he hated the rates of interest a bank loaned money out at. He also seemed perplexed at how, once people who had all the money or things they needed in life, why (he asked) do they still want more? Isn't that being greedy?

Today I can offer him an answer back about Social Enterprise/Entrepreneurs like those in the [XL Foundation](#)<sup>9</sup>, or who emerge even from companies like Life-4-Us where the intention is that the more wealth and money they create, the more they can give away and help circulate to more of those



whose lives can benefit by the flow of it. (More of this will come into our concluding chapters also).

But here's the thing. Because my youngest memories are that we **did** have 'enough money', and it wasn't scarce, this actually never shows up for me as one of those Achilles' heels. It works a bit differently though for me because, not being a 'motivator' therefore (to do things because of the money I'll make) I'm guided by other things that need to be there, like human connection, or self-expression and freedom of will to move on the planet etc. Thus when as a result of misguided actions however, which show-up especially when I'm a Dog being a Cat, and the symptoms are financial chaos (!) it barely registers for me! Why? Because my wiring/programming says: "Money's never a problem: there's always enough!"

So the great thing is that as I emerged from my depression(s), something of that wealth mentality remained and whatever my immediate, poor financial reflection all around me was, I didn't panic like others may do (well at least not on **that** particular aspect of my situation!) and am more able to make choices based on other values which give me longer term options for expression and fulfilment, because they're not solely based on money and the fight for it.

My Dad and his wish that we should **not** struggle put some very empowering things in my sub-conscious!

There's at least one 'twist' though to this story. And I draw us back to the story of the butterfly I introduced this short piece with.

For there is also something **dis**-empowering, perverse as it seems, in the creating of a life where certain 'struggle' is removed from it at the start. Not that I became lazy or dependent or wholly irresponsible and look now for others to provide my life for me, but it needed me to ask this question (and ask it directly, if rhetorically of my Dad in person, with compassion, not malice): "What right did you have to take away **my** struggle?" and the opportunities to grow by it: for struggle doesn't have to mean being abandoned to fend for one's self necessarily. It can be a training, a mentorship, a preparation when done wisely and consciously, if you want to call it something else more 'constructive'.

But I'd come to see, that in following a path fairly well laid out, like good home, school, career opportunities, ethics in life etc, there was nothing after all to struggle against, to rebel against or pit myself against to test my boundaries, even to direct me.

I would often quit jobs just to shake things up and make life just difficult enough for myself so that I'd have to create a new solution. I saw myself do that in relationships too, when, still young enough to allow myself that non-conformity, I would easily get bored and thus find such self challenges a way of my expression, even if the outcome of the result was in itself frustrating or boring too.

And as I grew older and received what I call 'punishment' and intimidation towards me to make me conform, or shut down my 'annoying expression' or 'creative exuberance' I bought into a view of myself that was more what **others** wanted to see of me. And as I found frustration but less sense of self-power **to** express and not go along with them, I created an inner struggle with the mind games that I consumed myself with, about how useless or unworthy or strange I must be to generate such disapproval and dismissal from other people.

It seems this self-created inner struggle was some sort of deliberate attempt to compensate for not having had the outer struggle I perceived that my Dad with his kindness had denied me!

The worst was how damaging the stories I became addicted to about who those other people were. Resentment, suspicion, lack of trust for them ran constant monologue scenarios in my mind, up until **very** recently in my life indeed, about how I would actually conquer them, get them back, how self-righteous and superior I ultimately was, and how ignorant and blind they must be **not** to treat me as I properly deserved to be treated and respected!

In closing here, we must also remember that these thoughts – any thoughts actually – when activated enough times create associated chemicals of emotions in the brain (the hypothalamus) and are delivered to the parts of our minds and bodies which respond: the feelings, which drive us so completely, make no mistake. So such resentful thoughts are

like poison to the system. Again we can refer back to the work of [Dr John Gray<sup>10</sup>](#) and nutrition because unless we de-toxify our **minds** of such thoughts (in my view) we are only **ever** going to keep creating the same emotions and behaviours and a toxic world for ourselves. And this also becomes our addiction and our inescapable prison – if we choose it. That’s part of this ongoing journey we’re taking here, as you’ll continue to see☺.

## **Joe Dispenza**

[Dr Joe Dispenza’s work<sup>6</sup>](#) on this subject is among those most to the fore which I respect greatly, for the immense practical help it brought me in understanding my patterns of depression and behaviour, based on habituated and eventually ‘wired-in’ thoughts and beliefs about my world: a world which I’d come to perceive as hostile to my mental and emotional health, the meaninglessness of my identity, and everything I thought I was.

[Dispenza](#) was particularly prominent (in fact this was where I first saw his work) in the ground-breaking and radically popular movie [What the BLEEP do we Know? <sup>11</sup>](#) in 2003/4.

Along with all the immense value I also got from understanding what [John Gray](#) put forward about brain chemistry and nutrition determining our endorphin levels and behaviours, [Dispenza](#) brought up for me topics like ‘addiction’ (or addictive behaviours) and brain-damage (damage specifically to the frontal lobe through traumas, physical or psychological/emotional). I’ll cover something that **really** made sense to me, about the latter, first.

1) In my past I’ve had a very real experience of ‘physical injury’ in that I broke my leg in a hurdles athletic event in 1990, but with an immediate adrenalin ‘dump’ in my system and a mind-set bordering on the compulsive-competitive (!) particularly in sport, I got up and ran on. But then I **really** did the damage, snapping the lower tibia which punctured through the skin and gave me a unique view of my own bone sticking out from my bloodied sock!

All other 'story-value' apart, I underwent major surgery and with plates and screws, was eventually able to walk again and, 2 years later had got all my strength and fitness back to once again run races and play rugby (against the predictions of my surgeon). As it happened, a year or two later I actually gave up sport altogether for other reasons (most of which came after the meltdown following the break-up with Simone in Canada), but the point I want to make is this:

Imagine if I'd broken that leg again, by very similar and stressed activity, in the same place. I would have had another operation which would have healed, though probably never 100% again of the same optimal function, plus now having some internal scar tissue. You'd also be able to see the scars from incisions and stitches. I may be able to still 'jog' but not now play rugby.

What if I broke it a third time, same place and this time, upon eventual recovery, which also might now take a long time, I may only at best now walk, not jog. A 4<sup>th</sup> time and by now I spend more time in re-hab. than at home and eventually return with a permanent limp, which also now impairs my overall life activities and functions physically.

OK, all very interesting picture, but what's this got to do with [Joe Dispenza](#) and the frontal lobe?

Well, imagine this time it wasn't the leg, but the brain: an organ made of soft tissue that whilst protected by the skull, can nevertheless experiences 'injury' not only by physical damage but also in the form of emotional damage, as can be accurately measured in the change in electrical functioning of certain parts and its chemical/nutrient usage.

Let's say such an 'injury' might be a childhood trauma of separation or loss of/from one's mother. After years and comfort, even therapies, one and one's brain 'injury' would normally heal. But what if let's say, there were repetitions of very similar events, such that by adolescence there was a noticeably weak spot in the brain and that in itself was subject to further injury and 'failure' every subsequent time like say, one's girlfriend left him, or had an affair or whatever he perceived as yet more 'pain' and damage to that weakened area.

Just like the illustration of the broken leg, only this time, no one can see the physical damage, the scars of the emotional trauma, nor the resulting way the brain tries to adapt and function, and how the chemical functioning is also impacted or impaired. One seems 'normal' enough: "What's your problem?"

True, the brain does heal and other parts of it grow and take over or compensate if certain other routes and pathways become impaired, broken or die-off.

Nevertheless, when I read about the effects say of 'frontal lobotomies' scientists used to perform, and the subsequent behaviours and traits they observed in the patients, the similarities with what/how **many** people are now living life like (eg. disconnected, easily provoked into anxiety, unable to concentrate or think beyond the current moment, sluggishness and a whole host of observations) appeared startling!

What if, I wondered, there are now increasing numbers of people, traumatised by their own (repeated) life experiences which change the long term ways of how their brains work, and thus then their behaviour and all relation to life around them, including other people and their sense of their future?

What if I too had a degree of that, in those 'traumas' I felt I'd experienced, at my own level, especially about relationship breakups and despair (without having to have a 'Sally Anderson' experience exactly)?

What if (because by now of my interest and experience with nutrition, brain chemistry, depression and sense of withdrawal from a happy, engaged life myself) I also wondered, there were other things that in this modern era were starting to also 'damage the brain' chemically and impair healthy brain function, behaviours and even more, societal breakdowns, violence and other criminal or anti-social behaviours? And we just don't see them, as such?

Damaging substances (not only experiences) like drugs, alcohol for sure, but also all the synthetic toxins we're now dumping into our bodies, on the pre-text of them being called 'food', not to mention pesticides, chemicals and artificial substances like aspartame, mercury, fluoride and other things

known to cause neurological damage and symptoms like Parkinson's, Alzheimer's and a whole raft of other 'diseases'.

Especially (and all of this stuff by the way is documented and freely accessible public information) medicines, vaccinations and pharmaceutical drugs, which account in themselves (including by misdiagnosis or prolonged use, unable to be assimilated by the body's own unique holistic nature) for hundreds of thousands of deaths per year in the USA alone!

Not to mention chemo/radiation therapies.

OK, this is not going to be a witch-hunt on allopathic medicine and hospital practices: there are many groups and forums that are already doing a huge job on this!

Suffice to say though, that I bring all of these up as significant possibilities and observed realities for countless people, living effectively as if with actual brain damage.

And that kind of thing, in the epidemics we can now see, especially in the western world, greatly concerns me, and is yet one more way we as individuals (by condoning such things, mostly out of ignorance and denial) contribute to our own mental, emotional and physical sickness; to our own depressions, disconnections from life, healthy relationships, fulfilling activities and our very happiness.

I believe if we **are** to move beyond and above the ways we're currently living and experiencing life (en-mass as well as individually) and re-empower ourselves to create healthy, happy, meaningful human existences, we need to first understand 'where we're at' on the map. How we got there (no small task) and about which there is probably scant general consensus. Yet.

Only by having the life experiences we **are** having, however, will we know if they please or serve us. And if not, then ways of coming to see and experience how we're living currently (what is causal to this, and thus where and what areas are in my/our own control to change) will have to become more available and encouraged, by those who (like so many whose work I refer to in this book) have lived through their own struggles and changes, and come up with understandings that will help liberate a greater and greater number of us.

If I haven't already said it then, I believe that, like the physical injuries and long term damage done on parts of our minds and bodies by repeating over and over the same exposure to injuring situation), we can effectively develop a permanent 'limp' also in our minds, our thinking and behaviours if we are habitually repeating and exposing ourselves to circumstances over and over which the mind/brain experiences as traumatic, mentally, emotionally and psychologically.

2) The second topic of inspiration I said I got from [Joe Dispenza](#) (and subsequently reinforced by other authors and notables) was about 'addiction': not only the obvious ones and which we semi-touched on above (being substances and their toxic and addictive damage) but also in the many habits, routines, rituals and behaviours each one of us has and uses (to the degree we each do) often unaware, every day, and in a multitude of situations.

[Dispenza](#) terms anything which 'controls us' as an addiction, and I believe we are especially addicted to the way we repeatedly, endlessly and so completely un-consciously live in the past and react from past events, projecting them onto current or future situations, (even without knowingly 'intending' to) and therefore usually act out and contribute to the same predictable outcomes.

That certainly sounds like an addiction to me. But these are **not** the kind that should be judged and stigmatised, because they're so habituated, originating as they do from our early 'socialised' conditioning and surroundings and influences, then repeated day-in and day-out. We simply don't know we've got them and/or are doing them!

Until we do.

When [John Gray](#) identified all those other ways that men, for example, use to artificially raise their depleted dopamine levels (in place of having a healthy diet and exercise way of doing so), he was effectively naming addictions and addictive behaviours.

I've certainly used a few of them myself in my past. Hard sport and competition, aggression (almost bordering on violence), drunkenness, pornography (that one was probably

my **most** addictive behaviour, even when in a relationship and seemingly enjoying regular sex with my partner!).

Thankfully non of these 'addictions' were used enough or to the extremes we sadly see more and more in our societies today: daily violence, murder, shootings, road-rage, dominations, drunken rituals around parties or Friday-after-work, mitigated fights on the rugby field, let alone all the **other**, more or less subtle, systematic abuse and emotional manipulations we use to control and dominate other people.

Did I mention addictions to gossip magazines and TV Soap-operas, as if we couldn't survive without them? All addictions. We use them so universally I believe, to keep ourselves 'entertained' and unconsciously to fill that perceived gap I spoke of earlier: the one that opens up before us in our anxiety and fear at the meaninglessness and monotony of much of the life we were earlier conditioned or controlled into.

And of which now we ourselves are the controllers, the jailors of our own prisons because we haven't yet invented anything better or bigger to aspire to beyond the current things we're addicted to.

As I shared in Part 1, some of my own other addictive behaviours, (which you may also relate to, even silently to yourself), could include how I tried to repeatedly play the game of being a corporate professional, both for the addictions to praise, when it came (or in the eyes of being a good boy for my mother!) and to victimhood, self-pity or frustrated anger (when they more frequently were the results).

Or what about my addictive habituation to keep going to network marketing 'opportunity meetings' long after I became numb to them and (for me) their lack of interest or any sense of enthusiasm or enjoyment?

If I really thought long enough I could fill this complete book with the subtle things I am/was/have been addicted to. And maybe many people reading this may think that word 'addiction' is too harsh or 'dark'. But if you have (like I have) things in your life which you allow (wittingly or not) to control you, your actions, words, thoughts, moods, choices etc, then you have addictions. Period.

Can you change addictions and get rid of them? Absolutely. I gave up my tobacco addiction over 20 years ago



for example, and never touched another cigarette (or any other form of 'smoke') to this day. Never will either.

There are though, other more elusive ones I know I still engage in, no matter how much I lie to myself, or call them something else, sweep them under the carpet etc: they're all still there, and have their own 'power of attraction' and its that which concerns me as much as the observed outcomes day by day.

You see, once we understand what addictions and habituated or addictive behaviours are, how and when they were formed, how they're reinforced and at what level they exist (in the brain through the assembly of brain and other neuro-chemicals), **then** we are better informed and empowered to be able to do something about them, stop creating or feeding or practising them.

Which leaves a space for us to create and practise something new, something healthier, more serving, more inspiring. Sure these also may become 'habits' but once you know what something is and **who** is in control (you, not it!) then it's no longer an 'addiction', but instead a new habit or routine or process, at your command and your service: to create something better for yourself into your life and your community and your world.

Let me illustrate that. Through the years of helping clients and customers with detoxification sessions and nutritional advice for the 'physical' point of view, I would always instil the understanding that it's a 3-stage process. For example,

- 1) Stop putting in toxins, synthetic-processed foods, including also meat, dairy, wheat, which take a lot for the body to break down, process and utilise. Also other toxins like alcohol and tobacco.
- 2) Start to get rid of the accumulated stored toxins from the years of ingesting or failing to eliminate them (including meaning from the 'cellular level' and especially in the lymph system, encrusted layers in the colon and intestines etc).
- 3) Start filling your body and cells with healthy, nutritious foods, including whole-foods and mineral-rich natural sources.

Seems pretty straightforward when you look at it that way, doesn't it.

But then one weekend, after an intensive but educational seminar on the role of nutrition not only in the body but also in the mind (similar to the way [John Gray](#) teaches it) I realised that to some degree, the capacity of my brain and mind to grow and become stronger and healthier (so I may develop more of my personal potential) was going to have to follow a similar 3-step process. After all what good is it to de-tox your body of harmful toxins and waste and enable greater wellness to enter, if I wasn't also prepared to 'de-tox my mind' of unhealthy accumulations of beliefs, thoughts, attitudes and functioning (and thus make way to develop healthier ones that would serve a healthier 'me' and contribution to my world)?

Of course, the brain and its ability to function is, just like an arm muscle or kidney, a physical organ, made of cells, so it would make sense wouldn't it. To cleanse and nourish it in the same way?

Again, as [Candace Pert](#) points out, the surface of our cells are studded with 'receptor sites' for receiving the incoming peptides (chains of chemicals) which determine each cell's function/activity and response, and are pre-assembled (in our hypothalamus in the brain): 'Made to order' if you like, based on previous interpretations and blue-prints and orders from a life of previous experiences, thoughts and perceptions.

Ie: the chemicals that reach our cells are the ones we've become most habitually (and rapidly!) accustomed to creating. If these are the ones which are then determining certain behaviours, cravings etc. which control 'us' (instead of the other way round) then these are our 'addictions' (by our previous definition) and thus the way they get repeated over and over.

However, [Pert](#) says that if our current receptor sites are clogged, we can't receive the peptides, (nor if we don't have certain receptors through not have had a need to make them in response to chemical triggers previously).

I believe (and many experts in their respective fields seem to support this) that our physical health and our emotional

health are inseparable, because the physical and emotional health of the cells are also inseparable.

So to create healthy(ier) cells, we must clean them of what is clogging them and stop feeding them the same crap (chemicals based on poor thoughts and poor food/nutrient intake). Only **then** will a cell create receptor sites clean and clear enough, and pre-prepared enough to receive healthier peptides and nutrients, for healthier behavioural 'habits' and outcomes.

Trying to do it out of sequence with the new thoughts **first** is unlikely to succeed over any period, and would be just like trying to 'treat the symptoms' without isolating and dealing to the **cause** first.

In other words, if your hands are already full and you want to pick up something new that appeals to you, you simply have to let go of/give-up/put down something of that which is currently filling your hands!

## **Bruce Lipton and Cellular Biology**

It's impossible to write about this subject and mention people like [Joe Dispenza](#) and [John Gray](#) and their fields of knowledge and information, without also referring more extensively to [Dr Bruce Lipton](#)<sup>12</sup>.

Bruce Lipton's background is in traditional science, as a cellular biologist. His first book, 'The Biology of Belief' has become another of the cornerstones of my philosophy and for the first time (or at least so publically and strongly) challenges the accepted teaching that most of who we are (as a species, how we behave and our potentials) is governed by our genetic heredity: ie. that you 'are' what you get from birth to your parents, from their genes and cells; and that whatever else happened, you're stuck with a kind of limited self and palette of possibilities in your life, whether for better or worse.

Luck. Chance.

In that one book, and in subsequent materials he's published and his inspiring animated public seminars (some of which I've attended and thoroughly soaked up), Lipton puts forward compelling evidence and new direction that it is in the greater part our **environment**, not our genes, which will

dictate who we become, and which shapes practically every facet of our thoughts, actions, beliefs and behaviours.

I cannot recommend highly enough that if **nothing** else you do as a result of reading this (my own) book here, you at least go on to read '[Biology of Belief](#)'. Because, as inseparable and as interconnected as it is to all other resources and philosophies we've so far covered together, this work is, I believe **the** most fundamental and supportive of anything else you may eventually study, act upon or embrace.

As with virtually all these other people whose works I've experienced or studied, and refer you to here for your own exploration, it's impossible I think for me to adequately take extracts from, summarise or paraphrase Lipton's invaluable information effectively enough to do it justice.

But I hope at least, by again linking it to other things we've discussed by now, and my own illustrations, I'll be able to give you some of the essence of the main tenets, which should add further to, or clarify the understandings I hope you're by now enjoying here 😊

Let's re-cap what we recently said about our perceptions and the way we interpret our circumstances (and we can also call this 'environmental' meaning everything around us and even within us, to which we have a response, however small or subtle) all influence our thoughts and thus chemical responses which in turn trigger emotions, actions and behaviours.

When we're in our earliest infancy, we have no language and no other experiences or data against which to compare events and stimuli. We also have no way to filter out or censor or choose the information coming at us, nor our response to it.

Specifically because at this age (up to around 2 years old apparently) our brain is predominantly operating in Delta brainwaves. A little later, up to around age 5, our brains develop Theta wave patterns as well (by the way Delta and Theta are those used in hypnosis because they are the most suggestible states of consciousness).

So during all of this vital first part of life, the child is taking in **everything**, conscious, visible, audible and more, and accepting it completely into the subconscious as absolute

**truth**, and the benchmark against which most other things later in life will be measured. Everything we're told about ourselves, our world, what's good, bad, right, wrong (by the values of those who, at that age, run and rule our whole lives!). All of it goes in. And if it's going in often and deep enough, we start to 'wire' our brains according to the messages and stimuli we're now becoming accustomed to receive. This creates chemical response-patterns commensurate with the 'actual' responses enacted, and thus form the behaviours that appear 'appropriate and necessary' to the world as we're coming to perceive it and live in it.

As we continue to grow and expand our knowledge of, and experiences of the world, we develop more into Alpha wave states and even in times of more stress or heightened alertness into Beta waves. We also form preferences and choice mechanisms, but these are generally more rational or new-brain language-based. What is still and firmly running the show by then however, is all the unchallenged and repeated 'environmental' data in the subconscious.

By 'environment' [Lipton](#) goes on to explain things from a more cellular point of view, that this also means our inner body and chemical make-up 'environment', not only our outer world, home, relationships and landscapes. It also means the environment for the cells created by our chemical thought responses, which again shape how we're feeling and thus how we're more given to respond and behave.

Given that we're a mass-community of several trillion cells, by observing the behaviour of cells over many years, their **true** function and what controls their operations, [Lipton](#) expanded this to a macrocosmic level to explain and determine our individual human functions and behaviours too.

What first 'grabbed me' was yet again, how this related to the work of [John Gray](#), his brain-chemistry observations especially around exercise and nutrition, as the building blocks of healthy cell function, and the ability to keep good levels of dopamine, serotonin and thus endorphin activity.

[Lipton](#) noticed that when a cell in a petri-dish experiment had nutrients injected nearby, it moved **towards** the nutrition. When toxins were injected near other cell samples, the cell moved **away** from them. This caused him to

observe the self-preservation qualities of each cell and that when unimpeded/uncontrolled or over-ridden would always choose nutrition over toxins, and thus health over sickness.

What we often see today though, in this (remember?) fight-or-flight world of poor diet and artificial matter we 'feed' ourselves with, let alone the toxic, acidic nature of our inner environment due to excessive or prolonged stress, fear or anxiety, is that we are over-riding the cells' natural dispensation to choose health and homeostasis.

Lipton goes on to show how when under more stress, the blood goes more to the rear/lower, more primitive parts of the brain: those more instinctual, non-language, animal-survival areas, which trigger the adrenals and other organs to mobilise more blood and hormones to arms, legs and organs to prepare to fight or flee the 'perceived' threat. It also means less blood, more and more often, in chronic stress situations, goes to the less immediately important organs and functions like digestion, healing and cell repair, sexual/reproductive functions etc. Meaning the more time we live in stress/poor diet, the more toxic and acidic our system gets, which creates more 'stress' on the system and continues to deplete our health and ability to maintain immune and repair systems, and elimination systems whose very job it is to get the toxic matter out of the body!

Also by operating and responding more and more to a world we perceive as threatening, we are decreasing our intellectual ability. All those functions which use our frontal, newer, neo-cortex parts of the brain receive reduced blood supply and hormones etc. over time, and also in more acute situations, because the body is arming itself for a more instinctual-survival response rather than logical preparation.

Think about how in stressful times, things you knew or had studied well suddenly became hard to do, recall or recreate: school exams, the speech you memorised to tell your boss all the things you wanted to have addressed at work. So many things. When you can understand things in this light, surely they become less mysterious and more possible to start adjusting?

That's what was **so** helpful for me.

The final piece here is that our cells can only go in one direction or the other at any given time: towards health, nutrients, intelligence, growth, or away from toxins, sickness, ignorance and stagnation. These are two complete opposites as far as cell behaviour goes. And thus when living as we now do in great numbers of people living in a stressful world and the limitations for growth we now see, we're creating more and more environments and 'communities' based on fear rather than love.

I believe such knowledge, to the individual, society and human-kind is liberating, though once we have access to it of course, the next thing is we become compelled to do something about it, for then it becomes uncomfortable and untenable to continue living one way, knowing it's killing you, and that you **know** you know it's killing you!

There's so much more to [Lipton's](#) work where he expands way beyond the cells and their operation, to ways in which we can now understand how cells transmit and receive information through their membranes (not nucleus/i) which are their real command centre. Where this can then be taken from the perspective of human growth and potential is mind-expanding (as I hope you'll get to find out), but for now I just want to come back to the building blocks of 'environmental influence' verses 'genetic influence'.

For if [Lipton](#) (and more and more of his contemporaries) is right – and I believe he is – then as we accept we are not 'who we are' as some kind of chance heredity of genes, or victims of some pre-written genetic code beyond our control, then we **have to** start taking responsibility for who we have become, how we think and behave and thus the outcomes of 'ourselves' and of the world that we presently see (or deny!) all around us.

And although we could still say "Look, it was the influence of this or that upon me in my childhood which caused me to make the beliefs and now behaviours that I did/do" it's now we ourselves, each subsequent time who repeat the thoughts, the actions, the behaviours and all we're habituated and addicted to. And we alone have within our grasp, our ability and potential to interrupt that addictive, subconscious

process and start making new choices; choices based on new observations of current stimuli in the 'now' (not the past!).

One part is that with the raw materials of good nutrition and healthier environments (inner and outer) by our more deliberate choices, we become enabled to create new chemical responses in the brain and new behaviours in our world.

The other part is learning to effectively (you could say, both literally and figuratively) 're-wire' the brain. Way back in Part 1 we discussed the [MyHardwired™ psychometric profiling<sup>13</sup>](#). However, 'hardwired' is also a term that has come to almost mean: "I was produced this way from the start; factory specification, plus with my early formative years of saturation and environmental conditioning, I'm now stuck this way for the rest of my life".

To me, that brings up a vivid image of the hard-drive of a computer: the part of it which holds all the programs, systems, software and all the data, which over the years we receive and accumulate. Sounds somewhat like the subconscious part of our brain, doesn't it? (which is known to have faithfully recorded everything you ever saw, felt, heard and even interpreted, without censorship: everything, whether it's now serving you or dominating you too!)

You'd think then, that if our 'hardwiring' is simply like a computer hard-drive, surely we can just re-write it: you know, lots of new systems and software, lots of repeated new affirmations and data. Given enough time and effort, that ought to re-wire us and set us right, surely?

Not so simple, apparently. According to [Bruce Lipton](#), he suggests that this amazing and huge 'hard-drive' of our subconscious is **not re-writable** once first written. You know, just like the difference between a CD-R and CD-RW: once written, you can play it back a million times and get the same information out of it each time, but you can no longer go back and over-write it.

What to do then, if this is true? Are we stuck with this ever-accumulating and possible 'corrupt' (!) programming of our hard-drive, or is there some other way to approach this? Apparently (sigh of relief!) there is.

What if, in our brain or mind, we're not limited to one single 'physical hard drive', but with intent, new information,



beliefs and activities (plus sufficient good, nutritious raw material to make new associated brain chemicals) we can in fact create the equivalent of a **new** hard-drive?

Given that we're believed to use only about 5% of our brain's enormous potential and capacity, surely there could be virtually no limit to the amount of new data storage and programming software space up there!

OK, but then the question "How to have that now governing our life, not the old information?"

Remember back when we spoke of [Dr Joe Dispenza](#) and what he tells us about a 'neural net' of infinite pathways of information, flow and connection? Well, it seems that instead of operating mostly unconsciously as we do, and retrieve data from our existing hard-drive through our neural net to determine our thoughts, feelings and behaviours, we can in fact (just like learning any new habit or activity, like learning to drive a car) start to learn to go to our **new** hard drive for new information. By doing so, we'd make and activate **new** neural pathways to retrieve it. Slow at first (like driving the car) but imagine what a bit of practice could do!

And just like learning a new language to increasing levels of fluency I believe we could thus be able to deliberately and relatively-swiftly come to process a whole **new** 'language' of our behaviour and our perception & interaction with our world!

Therefore, no matter what has happened in the past; how it affected us, the choices and beliefs we made about it and the ensuing behaviours that became our characters and identities, we **do** always have new choices, every single minute of the day. The more we pull ourselves away from habitual, **un**-conscious, knee-jerk, automatic responses which have so far given us way less than the life we'd truly want, the more we get to practise, reinforce and re-wire our brains and live as the result of these new, healthier beliefs.

These choices are not always comfortable or easy, for every choice carries consequences of our taking them. But make no mistake, we **always** have choices, even at the very limits of what we think and believe is possible for us (again like [Viktor Frankl](#)<sup>14</sup> in the Nazi concentration camps). We ultimately

have the choice of what we're going to think and believe, and thus much more power to control or determine our behaviour.

No-one can subjugate or over-ride that, if we choose not to let them.



## CHAPTER 2

### Quantum, All-is-One, God and Source Energy

We've been talking a lot now, about what's going on at a more cellular level, in our minds and bodies, like mini-universes with their own rules and behaviours.

We appear to the outside world as a 'person' who looks, talks, thinks, acts in certain ways. Our 'identity' (character or whatever you want to call that collection of several trillion cells) is the cumulative product of the thoughts and chemical substances that make up and animate those cells. They're like communities; cells that work together in muscle, in bone, skin cells, hair cells, brain cells. Groups of individual cells all working together as best they can to keep this miracle we see as a 'human being' operating.

No single one of us has to think about all this, how to grow cells, break down and digest food, pump blood from the heart to the arteries etc. It's all done for 'us' at such a sub or un-conscious level. Yet consider what we do (as we've started to learn) at the 'conscious' level - where what we think and believe, what we physically do or choose to do to our bodies and what we put in them - has an enormous influence, particularly long term. Especially when all of these functions/activities are repeated and reinforced every day.

Just as there are individual cells clumped together to create organs, these organs and other parts of us also form together to create a human creature. All other creatures and life is similarly formed on earth: we're just a little more focused on 'us' right now, 'cos we're the ones who need it (!) and who have that extra 'something' which distinguishes us from other creatures and enables us to observe and define our difference. That being our frontal lobe/newer part of the brain which is developed in us way beyond how it is in other creatures.

So it makes sense then that we, as human individuals, repeat that cellular pattern by joining together in groups, communities, nations and cultures to form **one** bigger 'identity': human-kind (as we do) which unites us all.

Futurists and leaders of new thought and philosophy (including [Bruce Lipton](#)<sup>1</sup> at the end of his book 'Biology of Belief' and his other works) are now exploring how that expansive model goes levels further to imagine how all the 'individual' life forms and objects on this planet make one 'cell' (the Earth) and how similar planet-cells may therefore be out there. Also how we connect or will connect together with them, creating an even greater 'multi-celled' (universal) community!

It's pretty mid-expanding stuff and whilst again I'm not going to even try to expound all that clever stuff here and give a presentation on things I'm far less qualified to do than our 'referred-to-experts', I do want to say that in this chapter, we're going to start exploring some of this 'newer, bigger' stuff, because without it, and knowledge of it, we'd only be able to use the knowledge, languages and experiences we have **so far** as humans (which is by definition limited) to explain what goes on in our minds, bodies and worlds. And frankly, all of that (current stuff) is the **least** able to give us new answers because by the very fact we know what we already know restricts our thinking to create **new** stuff!

Make sense?

Whether you call it 'ancient wisdom' or 'technology' or 'extra-terrestrial influences', it's becoming more widely agreed upon that we are completely having to re-draw our maps about life, humanity, history, future, physics, spirituality and all the inherent 'meaning' and predictable certainty we once had, as it's rapidly morphing, changing and breaking apart.

How do we get access to all the things we **don't** know, let alone all the things we don't even **know** that we don't know?

It'd be like trying to describe the 8<sup>th</sup> colour of the rainbow: you couldn't, if your world and life only operate from within the rigid, limited 'known' structure that says there are only 7 colours. We're having to look at things radically differently now, asking New Questions, and that (to my mind) means starting here, with myself. Questions about everything which up until now I've taken as true, or assumed, or created subconscious habitual thoughts, actions and behaviours about. About myself, other people, the world, work, relationships,

money, the universe and how and why **they** exist and what that 'means' and so on....

Like at the cellular level, unless I can start to understand how things currently work and why, then I'm powerless to be part of the change. And being part of the change and able to create life in my own way, is part of an essential contribution to a new society that I wish to make, as others also start to take on such self-responsibility too.

Being powerless (or **believing** I'm powerless and can't change anything) is an illusion and not an empowering place to live from as a human I believe. That would enable another, or another force/cause to determine my life, which would almost certainly **not** be a life I'd ultimately choose to create for myself if I knew I **did** have free choice, and was well equipped to understand how to achieve it.

And then **to** achieve it.

Being powerless (or feeling that to be true) also I believe, is saying that what happened before (a past situation) and which did not empower me or which controlled me etc will happen again: that's just 'how I am; how things are, the way it is'.

I've begun to understand it isn't/doesn't have to be 'that way' at all, and the more I learn and the more I experience the reality that it isn't that way and have other possibilities in my life, then I have no choice really but to continue to walk in that new direction. It requires me to align more and more aspects of who I am/think I am, so that eventually 'all of me' is going in the same direction (instead of split off in all manner of different watered down directions at the same time).

This could not otherwise happen if part of me hung on to past, negative, limiting experiences and repeated the same each day, or I believed things about myself and the world which limited my beliefs and didn't integrate with other (say more positive or open) things I do know about myself.

It would be like trying to walk in two different directions at the same time, and you just can't do that!

So it seems that as more and more of the spotlight comes back to 'us' (each one of us) instead of on others or external things beyond our control, and thus demands us to

take full responsibility, it is at the **thought**, perception and **belief** level, and the chemical effects on our very cells where this must begin to occur (see again [Viktor Frankl<sup>2</sup>](#), who only had his mind, thoughts and beliefs to work with, throughout his years of horrific incarceration).

## All is One/Quantum

Something that confused the hell out of me for along time as I read countless books and theories, attended many new-thinking workshops and had somewhat complicated conversations with others on the same 'path' was this: how on the one hand can we all be these amazing, totally unique human beings, not one of us identical to the other 7 billion of us, and each having a unique life of circumstances, influences, world view and expression in it, and yet, at the same time, hold this other polarity (it seemed) and understand (as we're about to develop) that 'we are all One'?

For the most part, that last one, that 'we are all One' used to sound like just **so** much floaty-pink-dolphin-rainbow-new-age bullshit that I'd cringe every time I heard it (yes, even having myself been for a number of years a card-carrying floaty-pink-dolphin-rainbow-new-age-dog-in-a-cat-suit!).

To my needing to **see-and-touch**-something way of understanding (especially a 'concept') to be able to believe it's real, you can imagine then that this went over my head again and again, and actually quite pissed me off, especially seeing so many other people smile and nod in a sage-like way, as if they understood a special secret that I didn't: like they 'got it'. Maybe they did. Or maybe they were just as non-plussed with it as I was and pretending to be otherwise? Who knows?

It was only when I first saw the '[What the BLEEP...?](#)' [movie<sup>3</sup>](#), and then followed through on some of the topics and angles and people's work who presented there, did I begin to get much more clarity and understanding about it. You know, how often do we miss out on learning or integrating something we're well capable of, but don't, simply because of how that info (or by whom) is presented to us?

As an aside: a bit more about [NLP<sup>4</sup>](#) (Neuro-linguistic-Programming) and [MyHardwired™](#) <sup>5</sup> again on that point: I

believe we're often not in a consistent space of openness or receptiveness to new information, especially (as we've covered before) when talking about the changes in behaviour when exposed chronically to things which challenge or stress us. I.e. One can be very intelligent with words and understanding new concepts but if under some stress one's coping strategy is to focus say on just holding on to or repeating a known activity or task, then until one senses the stress is over and can open up again, that new information can remain frustratingly un-integrated or accepted, despite on paper that person being imminently skilled or callable of doing so. Eg. Like art: I can draw and paint and compose songs and poems with the best of them (I know: I had a prolific period in my life a number of years ago, when there seemed no end to this creative outpouring) notably when life doesn't seem like an endless marathon of fight-or-flight. But when it **does**, forget creative expression (as well as intimacy, sensitivity or anything like that). I'm way too pre-occupied and anxious, and when I **have** tried to draw or compose in that kind of state, I become 'blocked', frustrated, get very ill-tempered, shout, throw things around and have all kinds of guilt (about the way I'm behaving) or self-deprecating inner mind-chatter, and usually end up withdrawing even further into myself, only setting it up to go the same way more and more each time in the future, if I try to be creative while under stress again.

Eventually (in this example) I just stopped even considering to make art any more because of inevitable and unbearable mental/emotional torture I was associating it with, and was indeed 'addicted' to.

But back to 'What the BLEEP....?' movie and 'we are all One'. The whole movie brought the suggestion of 'Quantum Theory' (or quantum mechanics/quantum physics etc.) into a much more mainstream arena, where it could now be more freely understood and discussed by people who were not 'nutty egg-head-professors' (they were the only stereotype group up until then who had any idea – or interest – in what the heck **that** was all about!)

Its core theories include that the very fact we can experience something as an 'observer' of it – of anything, either inside us or outside us – actually has a measurable



impact and influence on the very thing being observed. Scientists created many experiments to test and prove that, which blows our known and accepted 'Newtonian physics' view of our universe right out of the water. And whether you believe you're interested in it, or understand 'science' or not, I fully encourage you to at least watch this movie, and see where it fits (or not) with your current understandings about the world, or understandings you may be within closer reach of moving towards and embracing next.

Basically – and we all **do** have this inexplicable experience of 'observing', or being the 'observer' of things in life, don't we? – it's saying that the very fact that we 'observe' affects our world and what we're observing, simply because we are in it. And to me that started to say that if, (as I believe [Abraham-Hicks'](#) work introduces, coming up soon) "I cannot express in, nor influence the reality of another person" then there must be something of and in me which is not separate from that other person, or animal, thing or object in this world, if my observation of it, itself actually **does** change or influence it!

This leads us (initially) back again in the direction of cells and things at the smaller, component level of our world, of objects or our bodies, for access to some explanations.

Confused? Hmm...hopefully some of the resources I'm going to refer you to will clear it up a little.

Up until dramatically recently in our human existence on this planet, we'd only been able to go by what we could touch and see, to define what was real: what was 'solid' etc. Our evolving laws of science and physics helped us know and define what already existed, though of course it couldn't measure anything like religion, thoughts, spirit etc. (which were ultimately left to 'religion' ie. the Church, to have domain over). And because those things couldn't be measured, well they were basically dismissed from having any relevance or possible influence on the 'material' world, and that was that (until quantum stuff came along and demanded 'visibility'!)

As our technology developed, so did ways of seeing more about our material 'solid' world, and using advanced electron microscopes etc, it became clear that cells are

themselves made up of smaller components, which we call molecules.

Then these were investigated further and found to be composed of atoms, and for a while this was the most absolute of smallness of 'matter' (material stuff) there could possibly be.

Until Quantum, which said that even the atomic was composed of **sub**-atomic particles and it was about to get even crazier. At this level, the actual size of the 'material' (atoms, sub-atomic particles etc.) is so infinitesimally small, that almost all of what made-up 'things' was the space between them. See, I told you that was crazy!

And that even there, what was thought to be this minute particle of 'solid matter' is not. Even this is more like 'energy switching on and off'. And the 'space' in between? Well, that's a whole other conversation, and we'll touch on it shortly, though for now, we can even say that what we think might be 'empty space' is itself not, but made up of something else, call it 'ether' or 'prana' or life force or something, but space, gap, vacuum, 'nothing' it certainly is not!

Well, this is something even now I personally am only on the fringe of understanding and finding how it fits into my new view and direction for life. It helps me explain things I'd experienced previously (and **thought** I understood **then**). And whilst almost all that I refer to in this book is the work of respected people and experts, in the final chapter, I am nevertheless going to put forward one of my own theories, which I have not (yet) heard anyone else offer-up in quite the same way. I hope this will give some more of the 'glue' that holds most of the other pieces together!

If you agree that if, while reading this book you've needed glue to hold all the fragments in place as you hopefully build a picture, then imagine how it's been for me also, to try to keep all this bubbling away in my mind for so long, trying to write about one thing at a time, but already juggling 2 or 3 other related topics and thoughts and associated bits of information at the same time, without dropping any of them?

Oh, you've noticed!

For me, in my mind I see not a linear progression and explanation of ideas in a book, and lines and sentences

written, but instead, something almost spherical or 3-dimensional, where actually there are several potential links and pathways from every piece to every other piece.

So, I hope we can **both** look forward to **that** part of the book together. Who knows: the very fact you are even reading it (ie. 'observing' it) and how you relate to it (or not) is probably even influencing it in true quantum ways. Now let **that** thought swirl around for a moment or two! Don't even get stuck into saying something like, "well how can reading it 'now' influence or have any change-effect on Martin back in the past when he was writing this?" 'cos quantum (apparently) doesn't even respect what we'd think of as the constructs of linear time (as we currently measure it!).

OK: so, scientists discovered that at the smallest sub-atomic level, you, me, dogs, cats, washing machines, trees, rocks, planets etc. we're all composed in the same way. You might contest this (I did, and still do to some degree), but no matter what you **think** or believe, you, the dog, rock or tree are 'made of' in solid terms, if there is ultimately no 'solid stuff' and it's all just energy or electrons popping in and out of existence, then what is actually the difference between us/it all?

Gulp: maybe nothing!

And let me add this (which again is a snippet borrowed beforetime from the future and final chapter of our book here): if, as many people and cultures believe that god/creator/source etc. is 'all there is', then everything **within** 'all there is' must also surely be a part of 'all there is': the same stuff, no exception. And as we said a moment before, that includes the 'space' between, more likely now to be understood to be made of yet more of the same stuff itself, and which provides the means by which all energy bits connect and communicate, and together make a 'whole'.

So there you have it. Or at least that's where and when the floaty-fluffy-pink-new-agey stuff suddenly became possible for me to grasp (by having it explained in nuts and bolts language which my mind can better make sense of). If the 'energy bits' of substance particle **and** everything else in the space surrounding it is existing in you, me, the dog, the tree, Neptune or whatever, then we **are** 'all One' after all!

Now, that opens the whole Pandora's box of tricks we've either a) already started to get to grips with here or b) still lies ahead for us to cover and 'dis'-cover. Because, if you and I and my world **are** all 'One' and of the same stuff, then what happens to one part of 'all there is' must have an impact, however small or indirect, on the rest of it, and vice versa, right?

So too what **I** do (and you might now legitimately question if 'I' or 'you' for that matter really exist if it's all just energy, sub-atomic and space!) impacts 'all there is'. It affects you, the dog, the planet....

We are none of us separate from this, but only **perceive** we are separate (and who can blame us after millennia of conditioning or non-awareness?). And in that perception, which many now call 'illusion' of separateness, we go about trying to connect or at least fill the 'gap' we perceive to be there (which is not actually **really** a gap!). We do it with our thoughts, beliefs and behaviours just as much as with substances, spouses, careers, cars - anything - but which in itself is only ever finite-lived and is not in itself the 'connection' nor happiness nor satisfaction we really seek.

I came to see it then as a sort of weird cosmic joke (which is pretty Hippy-kind of talk for a guy who missed the Hippy era by about 9 years and has only ever smoked 2 joints in his life, 'man!'). That, what if this was a built-in design-feature of a human and what it is to have a human existence: to experience almost completely that I was 'alone': a separate thing (especially separate from other people, things, the planet and this thing we've come to call 'god') and would seek to connect in all the ways we've already mentioned to fill a gap which is only a perception in my mind (ie. a thought, habituated and repeated enough times from an initial stimulus, which assembles chemicals in my brain made up of nutrients and stuff)!

And which in the end **is** only a perception and illusion because if we **really are** 'all One' then I can never be outside of that, let alone apart!

What kind of relief do you think **that** could give me from my struggle? (even as I still habitually struggle by following pre-conditioned thoughts and behaviours, until I

eventually don't, and replace them with new, freely-chosen and higher-serving ones).

What a great trick and what a great liberation and/or path to liberation, (whilst still agreeing to **be** here, living as human) that could then suddenly be.

Even though I've been studying and accumulating all this information and experience for many years, and testing it out in my own 'laboratory' of my own mind, life, conversations etc, only in the very act of writing this book (and it was first **written**, by hand, blue pen on white exercise-book paper, even though computers were well invented 30 years ago!) did so much more of it start to become clear: to see reflected back at me these words as I applied myself each day to hold and glue together the pieces: to start to become more integrated into me than just mere sentences, concepts or components which make interesting conversation occasionally, even if only with myself! ☺

## **God**

So, at last we've mentioned the 'G' word: 'god' or 'God' whichever you prefer. I'm not even going to go anywhere **near** defining or describing 'god' because I figure there are just about the same number of images and descriptions of 'god' as there are people on the planet to make them (and by the way, beyond people, why shouldn't other animals and creatures, dogs, cats included, have an image and direct connection too with what 'god' is?).

I was raised in a practising Christian household where my parents celebrated their view of 'god' each Sunday at the local Methodist church, and so for the first 16 years of my own life, my view of 'god' was also influenced by this near exclusive exposure. However, much of the experience of the rules and structure and format of how one 'did' that, or any religion, the hymns, prayers, church-buildings itself and other people, all at some level simply didn't resonate with me. I came to receive some good morals and value-platforms I think, by the way my Methodist-oriented parents raised me, but I don't think I was **ever** that kind of god-worshipper. Not that I ever felt myself to

be agnostic or anti-god either. I just never got a version of what god was/is/could be that was meaningful to me.

Until these most recent few years.

But this part is not about all that really, at the realm of discussing the differences in 'god' and how they've all contributed to the way we live and see our lives and/or something higher or greater.

I just firstly wanted to introduce that we **do** now have 'god' on the table, so to speak, and will be making reference to it and the image such as it relates to the illustration of my own life examples and the reference material of all those who we've been learning from up to and including this point in the book.

Whether you call it God or Allah, Jehovah, Buddha, Krishna, Creator, Cosmic Spirit, the 'All That Is' or any or every other name, I think at some point every human has asked, or will ask questions like "Who or what created me, and Why?": "Why am I here?": "What is God – what does God look like?"

Regarding this last one, I heard a great little story via a YouTube clip of [Sir Ken Robinson<sup>6</sup> talking about 'Creativity in Kids'](#). He said there was a little girl who at school never seemed to pay attention in class, but one day in an art lesson, apparently she did. The teacher went over to her where she was scribbling away furiously and intently on her paper, and asked "What are you drawing?"

The little girl replied "I'm drawing a picture of God". And the teacher said "But no-one knows what God looks like". And the little girl said "They will in a minute!"

So I think we all carry a question and an image and even direct experience of God, but that may not for all of us be a complete or integrated image; one we absolutely **know** in our heart of hearts and to which we feel 100% connected and can turn to at any moment to receive direct support, communion and reassurance.

Not all of us.

I would love there to be one 'image' of god that united every single one of us, because in my understanding and belief now, there **is** only **one** 'god': one thing/presence that is god/has all the characteristics of god. But we have currently created, as I've said, as many names for, explanations of and

images of 'god' from our human perspective, as there are humans on the planet to **do** so!

Maybe that's something which will someday change or become integrated if and when there's an agreed-enough desire for it to be needed and become possible.

Until then, let's please at least be able to move on here with a loose understanding that when I say 'God' I'm referring to a presence; an energy that permeates and animates all things, living or seemingly inert, with no judgement, condition and no specific static form that we, as humans, can currently perceive in an exclusive or distinct 'form' (distinct that is, from any other thing we currently have a name for and image of). OK?

Thanks.

Something happened to me 5 years ago to help me come to a more accepting and broader understanding of 'god'. A very dear friend of mine in Huia, John – the most caring, creative, playful yet sincere man I've ever known – died: suddenly. Age 62. His first heart attack being immediately his last.

I felt some sadness naturally that we would never chat or have coffee together or play a bit of guitar together again, but in another way we were so 'up to date' and in communication in our friendship, that it made it so much easier to move into sheer celebration instead that he'd lived, created **so** much of joy for other people with his unique and quirky ceramic art, and would be remembered thus.

A couple of mornings after his very well-attended funeral, I was swimming at a favourite little water hole in the bay, on a crisp sunny mid-summer morning. And I'd been mulling over some of those bigger 'god, life, death' kinds of questions. I surprised myself by asking aloud, as I floated there: "OK John: so you've just left, moved on: where did you go? You know, your body and spirit and all that stuff. Because what we cremated the other day, which sort of still **looked** like you, was only the now rigid, lifeless body part of you, as wooden as your coffin, to be frank! So what's it all about? Any clues?"

Well, if I'd expected a voice (especially John's!) to suddenly boom in my ear, I would have been startled to say

the least (try 'shit myself', actually!) treading water in the cool dark green water at that moment.

But what **did** happen was this. The water still rippled and moved and lapped at the shoreline. The leaves on the trees still fluttered a little in the light breeze. The sun continued to shine. In other words, life and motion still went on, seemingly oblivious to my question and to the fact that the world was now minus one 'John'.

And what I instantly 'knew' in that moment was that John's 'body', which was rigid and so **not** 'John' at his cremation, had been animated - breathed through for 62 years - by an 'energy', the same as which animates every other person and thing, before and since (the water, trees, breeze and sun included). It 'lived' John and gave John's body 'life' before it moved on across the landscape, still breathing and animating other people and things, never looking back nor judging nor discriminating.

If, by our discussions too, a couple of pages ago, you can start to understand the whole 'we are all One' thing, then you'll maybe start to see and feel the same way I, from that morning, came to understand another layer of clarity (for myself) of this thing we call 'god'.

I believe that which animated John, also animates me, the water and trees and lived-on with no boundary nor limit to where and how it can move. And what 'it' is blowing/breathing through is no different (at a cellular level) from any other 'thing' nor is ultimately no different from the very nature of itself either.

I'm eternally privileged for the friendship and all I shared with John, while we were both animated by the same 'breath of god', as I am now by the understandings I gained after John's departure, since that 'breath of god' continues to favour me a little longer.

People often speak of an experience of being 'born again' in a kind of religious or evangelical, Christian way, when the light goes on about their (re)connection or accepting of 'God'. For me, in the non-sectarian way I experienced it, I would say I began to find 'balance' and to no longer need to seek further answers to those "What is God?" questions.



I started this piece (which brought us to 'god') by relating what had been one of my greatest conundrums and the seemingly paradoxical possibility that we were, on the one hand 'All One' and yet also somehow, each a very **unique** being with no complete identical being among the whole 7 billion of us (now or presumably at any time in the history of human existence on earth, although those who might be really into **that** level speculation would probably love to challenge me on that one, which I'd also be unable to defend, if I were being honest)!

So we covered 'We are all One' and now I want to give attention to (and my own understanding on) the 'uniqueness' which exists, in that which we perceive we are. As individual human beings.

I think the first time I bumped up against this tricky one was when I started practising a form of [Theravada Buddhist meditation](#)<sup>7</sup>. Up until that time, I'd lived almost exclusively in the '[Stage 1 Man](#)' realm (as [David Deida](#)<sup>8</sup> called it) of material objectivity and indentifying myself by my job, clothes, possessions, girlfriend etc, and even by my somewhat arrogant, self-interested nature that I was somehow important, special and gifted etc, (none of which is wholly invalid, but let's say 'temporary' at very least, 'cos all those external points of reference **do** change sooner or later).

And even that 'observer' we spoke of experiencing ourselves as (when we mentioned the '[What the BLEEP..?](#)' [movie](#)<sup>9</sup>) is not perhaps the same 'observer' I noticed at say age 49, as I may have noticed at 25 or 30, for example.

Part of the teachings behind that form of meditation challenged me by their very humbleness and requiring me to consider having to re-draw a large part of my map of the world, life and myself from a very different perspective. A phrase I remember was from one monk who experienced himself (he said) as "being no-one, going nowhere" (I believe there's a small book of the same title, containing some almost Zen-like quotations for contemplation).

How, I wondered, could this be true if I was so distinctly skilled or experienced from other people; had different colour hair, eyes, different accent, memories, family, friends? How could it be right to encourage people to see

themselves as 'being no-one', having no (or renouncing their) identity? That felt like brainwashing or just allowing oneself to succumb to being a docile sheep, rather than expressing, surely, the very uniqueness I believed was mine/ours to express?

There were years of inner resistance to this one and I'd say even today I mostly still operate from a place of 'being someone (being this human form and identity), trying to go somewhere'. Though I'm much lighter about it these days I guess, because there have been many experiences and understandings to show me otherwise, even if I'm not able to fully explain all that for you here, in 'words'.

Sorry.

Where I'm at with it 'now' though is that I tend to agree that **both** are correct, and operate at the same time, all the time: it's just that they're not in conflict with each other nor mutually exclusive. A bit like having a TV that lets you watch 'picture within picture' as opposed to either one channel or another channel only.

When we were talking about what it could mean for us to truly realise 'We are All One' especially at that sub-atomic particle level, I think this is where our identities (or ego or whatever you want to call it) dissolve away and we're left literally as 'no-one'. For ultimately, if we're just a bunch of co-ordinated cells being breathed-through/animated by an energy we may call 'god' or 'prana' or 'life force' then our identities and all our talents and material attributes are clearly **not** 'who we are'.

And so to our 'uniqueness'.

If I am ultimately 'identity-less' and only make importance of having or obtaining and presenting an identity, then it becomes equally less important, ultimately whether I become a computer programmer, massage therapist, artist, traveller, network-marketer or any other 'identity', as a means of gaining connection (and thus acceptance and integration) with 'god'.

If every subatomic particle **and** all the unfathomable 'space' or 'ether' in between and what energies permeate it all 'is god' too, then my 'part of being god' is also a given: it's non-negotiable because quite simply, profoundly I cannot **not**

be 'god'. I cannot be outside of 'all there is' nor of its acceptance or approval therefore (if god even actually 'approves or disapproves' of anything in and of its own creation!)

I can't get it wrong!

And that then means I'm free to be whoever I'm being or living as, because it's not upon that which my 'god connection' depends (especially if it's impossible **not** to be connected!).

However I show-up, in any second or minute or day, will be unique. There will be no other perfectly identical bunch of cells looking like or acting like me right in that moment, and thus by that unique expression, 'god' (the stuff I'm made from and animated by) is also expressing itself.

And we **are** 'All One' **and** Unique all at the same time!

It took a while for all this to start to seep in, or for me to understand it, integrate or (as I feel now able to) communicate it in such a way as I just did. I didn't 'come up with' the whole thing of course! No. Just like all the other parts, this too was something I gleaned from reading and listening to the prolific amount of information including much of that work presented by [Esther and Jerry Hicks<sup>10</sup>](#).

Now I'd say straight-up here, that for the most part, I do not generally add a lot of credence to a widespread plethora of people who 'channel' other none-physical beings/entities, nor the mystical multitude of beings lined-up (apparently) to be channelled.

I say that, not to discredit them, but more because my own personal level of understanding now is that I no longer see anything or anyone 'identity' or 'being' as being separate from 'me' or outside of 'me'. I think information is information, and maybe that too could be called 'energy'. But I personally don't need to hang a name or voice or even symbolic 'appearance' to that transmission of information, for me to be able to access it, hear it and use it.

Indeed back in the late 1990s I regularly had consultation sessions with a very 'regular' lady (here in Auckland) who 'channelled' something/someone called Shamir, and through this lady, Shamir would answer questions with allegory and illustration from 'past life' to help me work out my

own clarity or understandings on things I had at that time, less clarity or perspective about.

I found the sessions' information highly credible and useable, and have benefitted from it I think. And as of today, I feel no other draw to continue those kinds of sessions. Which is not in any way to cast aspersions on any other who is 'channelling', whether like this or through mediums, tarot readings or any other who accesses information not normally perceivable in our day to day human realm.

My job here is nothing other than share my experiences, point to various sources and resources, and leave the rest up to the reader to make of that what they will, depending on their own unique journey and ways of collecting useful information.

[Esther Hicks](#) 'channels' an entity called '[Abraham](#)'. She doesn't put on a funny voice or go into a 'woo-woo' trance. She merely accesses [Abraham](#) (however that happens) and speaks from that connection or conduit now being open. Somewhat like hooking your PC up to the internet I guess, or tuning your radio so that this piece of equipment can now receive and play the transmission from a particular radio station broadcast.

And I'm quite OK with that, because the style and content of what Esther brings through mostly 'lands' for me in ways I can comprehend. It's in my style I guess, how she says it.

The simplest way to say what I have **so** benefitted from hearing from her, and which has become another of my foundation cornerstones, is in [Esther/Abraham words: "You are extensions of Source Energy"](#) <sup>10</sup> (which I take as another way of perceiving or expressing what 'god' is).

By this I got further reinforcement of all I was learning about 'we are All One' and cells and that stuff which animates us and connects us to all the rest of nature and the universe, whether we 'believe it', perceive it or not.

For me, to 'be' an extension of Source Energy is to say I am another little part of 'god' that's having a human experience (a body, thoughts, needs, struggles etc). And **in** that human experience 'god' gets to grow in experience and expression of itself. Anything that we do or say, act-out or

create is all admissible and valid therefore, as an expression, by 'us' or 'god'. No matter what it is we're doing, saying, thinking or creating.

For if every single human - who is distinctly unique in form and in what and how they are expressing in life - is also a part of 'god' and also made up of the same stuff that I and everything else is made of, then each of us is a part of 'god' **growing** and gaining from our human expressions and experiences; all of them. We're tied at the hip!

Is this all sounding a bit, you know, 'weird' and far-flung? It was to me before I could 'hear' it in terms or words and mental images that worked for my particular way of receiving and understanding information, and thus add it as a piece of my jigsaw.

And maybe the [Abraham-Hicks](#) material is one of those Resource Links I'm making so often in this book, which you may want to go read or listen to or research for yourself. Because whatever small summary of explanation I try to give here, is likely to confuse in its brevity, if this were all you were ever to hear on the subject.

For me though, it was another one of those instances of, not so much 'Aha!' moment but more of 'relief'. For if it **were** true that I was then such an inseparable part of god, almost holographically (ie. every part contains the complete image of the whole, not just **part** of the whole image) and made of all the same stuff, then I was safe: literally! There'd be nothing which I could get 'wrong' because even in what we call errors or mistakes, there was still (via 'me') an expression going on: a unique expression that has such a valid contribution (to Source Energy/God expressing itself, which is, apparently, all Source Energy **does** 24/7!).

Now, if I could start to 're-wire' my whole life perspective from a place where my expression **was** valid and valued, and that I was already making a contribution, merely by being alive, thinking and doing whatever I'm thinking and doing, then how could I think, be and do an even **better** job? An even better expression; an even better contribution? And you know what I came up with? To find out more and more about how I work, how I tick, my passions and desires, my talents and preferences, what turns me on, lights me up and

makes me happy, fulfilled, energised. To find out what I'm made up of, how I function best; like having that owner's manual of myself like you get with your car! I think I mentioned that before, didn't I?

And to start to stand for **those** things: to live **that** expression and seek out more and more opportunities to do so. New goals, visions and directions, not by following the ones I'd been doing up until that moment (mostly those which had been conditioned into me early on and of which I'd become the re-enforcer over and over, through the years).

For surely (how I would now reason it) by opening more and more, I'm enabling more 'god' to flow, to express and experience itself 'through me': like a pipe that has infinite capacity to flow, but which so often became squeezed or blocked so that the flow or expression (mine and god's) was such a small one compared to what it could be. (By the way, I believe there **is** no judgement on our levels of flow/expression/contribution (or not): only those we came to impose on ourselves).

And the measure of this could be made by how happy and engaged and inspired I'd feel; by who or what I noticed more and more of, in the same vibration/essence all around me. Maybe great friends or empowering environments, more vibrant health, even money and the resources by which to keep compounding the increase in flow, expression, expansion, happiness, health and wealth: like a snowball!

This, therefore, is what I now understand by 'unique': to employ the unique expression and life experiences that I have, along with everyone else in **conscious** and deliberate and empowering, growing ways to expand not only myself, my community, my human-kind, but also 'god', which is fundamentally inseparable anyway.

This brings us to explore 'how we do that': much more than just what are our physical actions, mental thoughts and how this is all working at a cellular, and body/mind chemistry level.

It's something that appears to be at work the whole time, way beyond most of our current awareness or means to even see or perceive it, and how it operates.

It's working at a 'vibrational' level. Again, one of those words that may not always have a clear or agreed meaning, and something that's been known by many names down the ages.

However, here we/I am going to use the phrase that's become so popular, and hugely transformational in current personal and spiritual-development arenas, and which has also become so inseparable too with Esther and Jerry Hicks and the material from Abraham: [The Law of Attraction](#)<sup>10</sup>.

If it's already become so 'cliché' that you're already rolling your eyes and going "Oh yeah, right: Law of Attraction: been there, done that and it doesn't work" etc, then I apologise. I found that no matter what one calls things, it doesn't make any difference really to the stuff of its content or information, but I do admit that for some people, just like the 'god' word or 'vibration' or 'energy' etc, the connotations of the very names themselves **can** cause obstacles to learning about the information, or cause people to look skywards and imagine there's nothing new to learn, or it's all bullshit, or whatever.

And if that's true for you, then it's true for you. What more can I say?

Still, I hope we're not going to get stuck on the name, for I believe it's as good as any and does describe the very universal and all-pervading nature of what we're dealing with here.

There are by now so many books, movies, courses, E-books, Blogs etc, about [The Law of Attraction](#), that you could be forgiven for thinking it's just another big band-wagon everyone's riding, maybe getting rich from or kudos from being associated with it, until the **next** big thing comes along...

And there's probably a reality that for a number of people this **is** exactly what's happening.

All I want to be able to do though is keep the focus on the essence of the information, what I believe it is, how it works (as far as I can see) and where it fits in to our journey here, illustrated again by my own journey, past, present and future.

Let's cover this first: Vibration.

If we agree by now that all things we can see, touch, imagine in this universe are made of that infinitesimally small,

subatomic particle stuff, which is actually not 'material stuff' but 'energy' of electrons popping in and out of existence (quantum descriptions, not mine) then this energy gives off waves of vibration, just the same way we already knew was happening in physics when you heat metal, or generate light or sound. A frequency. And we can measure all of this. So I hope that clears up any stuff around what I call 'vibration' for where we're now going.

Now; this vibration is now known to not only apply to all things we can see, touch, feel in the physical dimensions, it also applies to thought. Yes. Our thoughts also emit vibrations. You've seen the images of people wired up to machines which plot graphs of increases or changes in brain activity. You also know of scanners that can measure and capture images of energy fields of vibration, electrical **and** magnetic, which extend beyond the physical body.

So actually, when you admit it, none of this stuff about thoughts having a vibration as equally valid and influential as **other** vibrations is all that new, weird of questionable after all.

I realise at this point, I'm starting to speak from a more theoretic or conceptual perspective, rather than merely describing my own personal and visceral experiences in life as illustration. Whilst I, like most people, have had all kinds of little serendipitous experiences and examples of strange things happening, people I was thinking of suddenly showing up or stories of people who had manifested things in their lives like that new job, car, partner, right through to terminal cancer, I have to admit that on this one I am still a 'work in progress' myself.

But that is, of course if we were only looking from the more external results and manifestation points of view. Sure I had 'attracted' some of these and I think we can all now see how the components of this work. What we think about constantly, make ourselves do and how that feels etc. For example, a life where I created symptoms of large financial debt by stalling in my natural flow through poor choices, challenging experiences and withdrawal from participating in certain worldly activities.

But maybe what I'm also alluding to, by what and how we 'attract' or are 'attracted to' in life, is also internal feelings



and perceptions, and eventually coming to gain mastery and positive experience in the quality of thought, of peace, of clarity of direction.

Because like all things, I believe these ideas and directions were already 'there', just waiting for me to get near enough so that they now become more visible, and possible to choose.

Sounds a strange way to talking maybe? Surely by 'attraction' you'd think it would be like our classic physics classroom experiments with chunks of magnet and iron-filings; the main object attracts all these things to it. And to a large degree I believe and agree with that, as fundamental to understanding [the Law of Attraction](#).

We can start to go to work on that quite easily by seeing our mind, thoughts and especially our 'vibrations' like magnets, drawing to us a multitude of things, events, situations and experiences, in line with what we're imagining and thinking about long enough and with enough energy and strength of feeling. For it's been said that it is more about the **feelings** you have for the things you want (and what you **don't** want, be careful!) which create the magnetic vibrations and thus attraction, rather than just the thoughts themselves or words or pictures.

But it's also about what we're attracted **to**, which puts the focus (as magnetic, attractive) onto the object, situation, event, experience, and **draws us to it**.

**Imagine this.** You're living in Auckland and want to go to Wellington (which for those of you not in NZ is about 600kms south in the North Island). Now, you can have a lot of clear intent around that, as well as practical preparation, buy books and postcards of Wellington to get in the picture fully of the city, get bus tickets or a road map and start to plan the trip and all the places you'll travel through and kilometres you'll click-off until you eventually arrive in Wellington 6 or so hours later.

But here's the other thing. People (I know I was one of them!) get confused between **creating** the things they want and **attracting** it. You see, in that example above, I didn't have to **create** Wellington, for me to want it and bring it into existence in my life, because as a city, of buildings, roads,

beaches, cafes, airport, people etc, it already **exists**. All of it; every detail.

What I had to do though is **attract** it to me (or in this case, attract me to it) and this was initiated first in my mind, with thoughts and ideas, then by using words or pictures, or objects (to expand how I was feeling) to eventually become actions or circumstances by which 'I and Wellington' came together.

OK, got that part so far? Good. This by the way is all covered so much more thoroughly in Abraham-Hicks material and I **so** recommend you go give it some of your time and openness. But for a moment longer, can you please stay with me here, 'cos I've got another piece to add? Thanks ☺

Now we could easily say "Well Wellington already exists. It's been built, established 150 years ago, is on all the maps and millions of other people have already been there". It's hard fact, solid reality (though now we also know made of subatomic particles too!) and not such a great feat of 'attraction' after all! So what about those **things** and even situations or non-thing-experiences which we could say clearly **don't** yet exist or at least not here, in the way Wellington does, for us?

Well, let's try some examples and see if that's true. Perhaps you'd been focusing on your ideal love-partner. You may have quite a clear image of what he or she looks like, sounds like, their qualities and background: all the things you'll do together etc. And, like Wellington, they **do** exist, **somewhere** on the planet already, almost certainly, but you have no idea **where**. Which direction would you set off in to find them?

And if/when you do, will they be **exactly** like you imagined or have things you forgot to visualise? Well, it's more likely in this case to be a part-part scenario, where you are partly attracted to where **they** are (and if you **do** have your radar switched on, you'll see them when you're near enough) and partly, you are **attracting them to you**, where you are. Wouldn't it be interesting too, to imagine this un-known, currently un-met person was also visualising someone exactly like **you**, and doing the attracting also? Well, I do believe that

must be possible too, after all, do you really think such things are **only** down to you alone?

Yeah, right!

And then this asks something else of us, of course, as an aside. If someone is visualising and attracting **you**, is it the **real**, authentic, empowered you, in your flow, your Dog Barking? Or is it the person you've slipped all too comfortably and habitually into being? The one permanently dressed as a Cat?

I can tell you, that **can** happen, and then the hardest thing is to try to **not** be that 'cat' mid-way through the relationship, by which time both of you have become so engrossed in the 'cat' (often theirs as well as yours!), you either can't change and re-empower yourself, or worse, you conspire (unconsciously) with them to allow their view of you, and need for that view of you, to continue! Once again experiencing the trap and confines of your own feline-lycra skin! Meow!

**Another example.** Let's make this a little more illustrative of the point that you don't even need to be aware at all about what you're attracting to you, or yourself to it. And mostly I'd guess, we're **not** aware, because no-one taught us to be able to keenly and regularly observe our thoughts and feelings, our vibration and the energy that emits as a signal from us when we're focusing on all those inner-chatter, subconscious things. You know, things like what the neighbours are doing and how angry they make you. The city traffic each morning and how it's always **your** lane that seems to move the slowest. Or how fat you feel and embarrassed to look in the mirror. Or how resentful you are of your colleague who seems so much more trim, healthy, alive.....

And on and on a million times a day.

Can you imagine then, that these thoughts also (just like your deliberate ones you used to get you to Wellington, or your love-partner) are sending out equal waves of vibration and attraction, and probably worse, because you're so unaware of how completely and repetitively you have them running in the background, and the feelings about them which you get completely absorbed into, are accumulating into a much stronger and louder signal?

From what I understand (and have some experience of, believe me!) it's not so much about the 'content' of each thought, but more like the actual 'frequency' of the feeling/vibration being emitted, which attracts to it frequencies of a similar nature (if not the actual thing itself). And in those same-frequency vibrations, we're basically open-season and 'attracting blind' into our life in those moments, all of what is contained in those frequencies.

Example/analogy: normally you love to listen to classical music on the radio and when you're 'tuned in' you hear melodies that make you feel nice, good, and even the presenter sounds pleasant or intelligent, all part of why you like to tune-in.

But say from time to time, and with enough regularity, you notice your mind/dial tuning in to the 'Thrash Metal Rock' station. The music jars and agitates you so much you get very upset. Even the DJ may have coarse language and the adverts also for things you feel are alien to you or even threatened by. This is what I mean by the overall feeling of the experience and frequencies you can attract, not so much the 'content' if you're aware your 'dial' is tuning into a station other than the one you say you deliberately like and want to keep orienting towards.

There are so many analogies and hypothetical examples we could use, and perhaps get more confused than clear.

Let me, though, use something as a further example I noticed again and again in my own life, which I hope will help us understand the **power** of attraction we're dealing with here. Because no matter who we are or what we're thinking and feeling about, at whatever level, I believe we will **always** attract a match. Sooner or later. They may move us forward and be what we want and like. They may not. Only by learning to observe and come to consciously and deliberately choose our thoughts (based on choosing more of our situations, I'd say too) can we eventually start to habituate them and reinforce them into our subconscious, and emit them regularly enough to create **new** attractions.

For me, the example I was thinking of has been so core to my inner, subconscious thinking and way of being, for so much of my life it came to feel inseparable from the rest of

me. It is of course 'wired-in' and all the chemical 'addiction' you'd imagine by now, with what we've covered. And I say 'addiction' because by our previous definition we said that anything which has control over you, so completely and immediately each time, is not of your conscious control or volition. It is an 'addiction'. And in this too one cannot look to the logical, rational or conscious language-based parts of the mind for solutions.

Only by starting to create new 'wiring' and healthy, non-addictive habits for the thoughts and feelings we **do** want, and repeating them enough ongoingly that they now form our vibration and '[Law of Attraction](#)', are we effectively in more complete control of all we interact with and attract in our lives.

From my earliest childhood experiences of being sent to nursery school, which I wired-in as being sent away, cast-out, not wanted and abandoned, I went on with that 'fear' ever so quietly now ticking away inside me. Through school-times and time with friends, I became a little wary of any subsequent event or interaction that would scuff against this vulnerability and bruise it. So I would also try to 'protect' it, but often forget to do that of course because I am in essence (was then too) very outgoing, playful, creative and expressive by nature.

All the knocks and admonishments from teachers and their disapproval and punishments; the cruel words of school friends and classmates we've mostly all experienced in some way; girlfriends cheating on me, bullies taking shots at me and their regular intimidations. These all started to form quite a loud and regular background theme to the day, but one kind-of covers it when young, because there's so many other things that we have to be getting on with.

In adulthood though, I started to find my defensive voices inside getting more and more regular: the kind of inner dialogues I learned to rehearse to cope with the humiliations and threats and ostracisms, all of which kept the theme of 'abandonment' churning over again, and which of course was ever-building into a signal I was sending out at such times. "Don't leave me" mixed with "I know you want to abandon and leave me anyway!"

In my inner scenarios I always had a way of getting back at those I perceived were punishing or rejecting me:

ways of putting them down, getting the better of them, showing my superiority and turning the tables on them once and for all.

Of course, I wouldn't have known it then, nor most of my adult life either, but the strength and 'passion' and frequency with which I was living these thoughts - thoughts of retribution and dominance - were all actually adding to the vibrations going out **from** me, that were attracting back more of the same frequency (like magnets) and setting it up so that I could keep justifying even more sense of being victimised, lonely, misunderstood, bitter and resentful.

It becomes easier, after all to keep doing what one has always done and practised so often, than to change. And now I understand, by working with [John Gray's](#) material, that this is because we are basically more addicted/habituated to keep producing certain brain chemicals for existing behaviour, than having to go cold-turkey and start to 'learn' to create new chemicals, even though they may seem so obviously more healthy to do. It's not logical and that is also I believe, why we so often keep doing things that we **know** are harming us: smoking, getting drunk, over-eating, abusive relationships, even childhood hurt-thoughts.



## CHAPTER 3

### Continuing The Law of Attraction.....

OK, enough to say that this pattern of my thoughts and attractions had been going on for over 4 decades until I started perceiving some things about aspects of my life and activities which repeatedly were playing out in similar contexts and delivering similar outcomes..

I've said earlier that one of my core loves is simply to express; to create neat things, share them or let others know of things they may like or want to look at or (more lately) that would be of benefit to them. That intent was also present in some of my business activities like massage or Sea-Balance etc.

Well this seems to have been instrumental in how things have developed, because we have on the one hand, an energy or way of being that no matter what the threat or slap-down potential, still **has to** keep expressing, sharing, engaging, offering, putting information out there. And on the other hand, the most vulnerable habituated 'hurt' and fear is how "you don't want me or what I'm offering": "That I don't count, you dismiss me, punish me, humiliate me and I have to withdraw and sulk and recover". And in my recovery-cocoon, I go through all those well-rehearsed inner dialogues about how I hate you and how stupid you are to not see or want my gift. How I'll get you back and deal with you and gain my victory one day, etc.

Can you imagine the inner push-pull constantly battling it out inside me, and the view of the world also, and of other people that I must have created, layer by layer (ie. a view where the world was against me, didn't want me or value me or appreciate me; everyone lets me down or wants to take shots at me, so basically I can't trust anyone)?

For so long, that last part, of not **really** trusting or wanting to get too open because I'd get hurt again (even if I wasn't aware of this in my conscious thoughts) became a sort of by-word or summary for all I was feeling and fearing. And the mistrust was **the** primary frequency of my vibration; the main theme of my powerful subconscious broadcast out into the world, with the only response coming back from 'out there'



(in terms of scenarios, events and attracted experiences) being made up of more of the very same stuff which would prove I was right not to trust, that nobody wanted what I had, and probably secretly were having put-down, dismissive thoughts and conversations about me all the time too!

You can imagine then what a feedback loop this sets up, that what I think and feel are what goes out, attracts back more of the same, to which I feel and think even more of what I was thinking and feeling.....

Is this making sense? Is it at all possible you have your own version of this going on and does it help to know at least one other person has had this too (just as I felt 'help' or validation at least when I first read that I was not the only man who, under stress, often 'went to his cave')?

So, my 'loop' continued long into my adulthood, but only started to take on a much bigger 'shadow' as I noticed it more and more in connection with specific promoting-type business or social activities.

It was always there: just that certain activities and situations sort of brought it much more to the fore.

I've said that I am almost compelled by nature to create things and love to share them, though within that too there is a sub-current that often 'loves to share things' because "I want you to be pleased with me, to approve, want me etc." and thus if I do good things or (child-mentality) 'show you nice things' then by association, if you want them or take up on what I offer, then you also accept and want me. Such is the psychology of **that** one!

So perhaps then, there's no surprises (or prizes!) for seeing how I got more and more into activities (even though **not** of my ideal profile/flow/core preferences, I can see now) which required me to 'promote, present, offer' things and info, because through all the fear and potential pain associated now with 'offering' (which instantly comes along with the flipside of 'you'll reject my offer and thus me') there is **also** the constant longing and hope that maybe, finally, **this** time you **will** want what I offer, agree with me, do something that I've invited you to do?

And especially you will **tell** me this, praise me, thank me, acknowledge me, reward me and accept me back into the

warmth of the tribe that I've felt **so** alienated from. That sense of alienation would have probably been first from someone outside of me, but in the end, after so long, becoming self-perpetuated and enforced so as to keep the habit and feelings and chemicals of 'poor-me' victimhood and loneliness going, (as they had become such a familiar and inseparable part of me).

That's what an 'addiction' will do: keep you having to have the same 'fix', whether it's working for you to your benefit, or not.

In 1998, after two year-long+ backpacking trips in S.E.Asia and NZ, I returned to England and was in the process of selling my house at last, so I could emigrate to NZ. I'd bought and shipped back so many things during those trips: bright ethnic fabrics and hill-tribe costumes, wood carvings, jewellery and much more. Things I had, in my new 'life of freedom' been so captivated and absorbed by, and I naturally imagined everyone else would be too, and would want to buy and own such things: how could they not? It would also (as I've now shown you how my mind operates) mean some sort of interest, attention or validation of 'me' by association, especially from a culture (UK) who I imagined thought I was crazy or weird to have left a long-term career path and all of my English-Western 'security'.

Obviously I was **still** needing other people's approval, once I stepped back into my old 'environment' and subconscious rules, even after such a self-empowered, self-creative and liberating couple of years on the road, living by my own **new** rules, which I was free to conform to or abandon without punishment or judgement, anytime I chose.

Surely?

I'd also taken a lot of photography during this time and invested in making much of it into cards and framed artwork, at quite an investment of money and creative time too.

Again I was so sure people would be so interested in my adventures and would love and buy this. Having no experience of marketing and buying strategies etc, I just 'assumed' it as given that it would sell.

Well mostly it didn't, and I can reel off endless examples of market stalls, long cold weekends trekking up to

Camden Market in London on the train and subway to stand there with few interactions or insufficient income to even cover my stall fees.

Over and over I still put myself forward, prepared and arranged so carefully all I was presenting, and smiling to engage people, even though inside again, what was growing and festering was huge disappointment, disillusionment, resentment and frustration with these 'stupid, ignorant people' who couldn't see what great value I and what I was offering held for them.

Sound familiar now? And I felt so sad and lonely and dejected.

So this continued the pattern, as, almost at the same instant I'd start planning more promoting or setting up, I would also already have in me a wound of 'screw you!' open and ready to be violated yet again. Occasionally I learned to manage my 'offer' energy better and it won the day over the 'screw you', but that took a lot of effort, and could leave me emotionally tired at the energy it took to fight against the stronger habituated voice/vibration.

For it is **always** the stronger, older, deeper, more emotive one that sends the stronger signal out, and then attracts back, in energy/frequency and outcomes, things with which it is resonant: every time: no exception.

At the encouragement of friends, I later created websites and learned a few new skills and promoting tricks and graphics so that I could keep putting my images and experiences out there to the world, a world I still hoped (even **demand!**) would respond and want what I offered.

I invested thousands of dollars into self-creating a beautiful calendar of my images and not knowing any better, figured I was the ideal person to promote and sell them (for without knowing my specific 'wealth profile' I was almost always trying to succeed at doing all the other jobs I'm not best suited to, or in my 'flow' with).

More disappointment with poor sales, after hundreds of calls and appointments and time and physical energy, literally walking the streets from shop to shop. More so because this was my own 'baby', my unique and beloved work and I was unable to distinguish my work/art from myself, so all rejection

was again taken personally and added to the by-now enormous pile of the same scenarios and results. Which also amplified yet again my broadcast to the world. So it attracted and re-cycled and attracted all over again. Every time.

Now, if by now you're starting to get bored and impatient with hearing this, or frustrated with me, my story or my telling of it, don't forget I'm illustrating here how I was, without knowing, creating my own reality and attraction: all of the things I said I **didn't** want. And it's easy for someone else to read or listen to this and see the causes or solutions or perspectives the narrator wasn't able to. Please also bear in mind, at the same time too, I didn't have the understandings I have now, like how many people so deep **in** their own process cannot access a different view from the place they presently stand.

I believe though that it's all valid, all 'good learning material' especially once one **can** see it as that. Which begins to give access to seeing what one needs to start letting go of or repetitively 'feeding', and eventually turn more in the direction of newer and more serving things.

But I agree, it can be frustrating or nauseating to keep hearing someone who's stuck, endlessly going on about how stuck they are, and things never seem to work out for them!

For me this awareness that **others** may be having these thoughts (about me) just made things worse; it added to my self-talk and low-self-worth, convinced me to keep isolating myself from people who may voice their frustration (AKA rejection) of me, or who may even become 'infected' by my negativity and toxicity!

It drove me to insanity, because there was no way out: the worse it felt, the more I kept to myself and stewed on the thoughts and felt worse so what kept showing up was more of the same things I was worried and obsessing about, 24/7.

"You become what you think about, and **feel** about most" is a very apt quote.

Want still **more** evidence? OK, so now imagine this vicious circle amplified another 2 or 3 levels, when I started doing Network Marketing **and** simultaneously trying to establish and generate business with my Massage & Infra Red Sauna therapies.

In writing all this by the way, so much of the previously numbed-off pain came up for review, I can tell you, and it was often like every single activity and experience of how hard or lonely or unsuccessful it felt, stepped forward and presented itself to me for the record!

Day after day, week after week the majority of my activity was promoting and engaging: forever trying to come up with ways to share my information and offers so that a) sufficient numbers of people would want to know more, or act upon it, get a session or order Sea-Balance, and I could at least earn a weekly income and put food on the table (yes it really was like that most of the time). And b) at core to all the rest of the reasons, I needed to feel OK, that something I was doing actually 'worked', generated a result, or made sense at least or got validated by some response.

Remember how right on the very first page I said that Dogs have some specific qualities and traits and behaviours which identify who/what they are (like barking and leg-coking etc)? We also clarified (if that was actually needed!) the things they **don't** do, like Meow or build nests in trees and stuff.

It was a metaphor we've referred to often as this book has unfolded, and alongside all the deeper supportive background information, helps us understand I hope by now, that there are things each of us **love** doing, and do most naturally, easily, joyously and probably successfully. And there are ways and things we get into which we don't enjoy, flow with, have energy or enthusiasm for, nor much sense of success or satisfaction therefore (no surprises there!). We've seen too how this spills over into other areas of life too and can often come to colour our other life experiences eventually with the same layers of dissatisfaction or frustration (my words).

An example might be someone who loves working out in the fresh air, instead is stuck in an office job for 40 hours per week, desk-bound, and been there so long he is flat, bored, uninspired. He may find over time that at home he does less too, less interest in hobbies or activities, even with his partner, with whom his 'office-flatness' seeps into his ways of being with and enjoying her (or rather, not).

This Dog metaphor also I think, and our related topic of the [Law of Attraction](#), probably apply here to my Massage and Life-4-Us promoting activities as directly and profoundly as any other scenarios I can think of. I've also already made the illustration earlier in the book about my career in Sun Alliance as a computer programmer, which bears remarkably similar things about it.

With traditional approaches to Network Marketing one is strongly encouraged to follow a core system and principles, which is an approach mitigated by those 'upline' saying that it worked for all the most successful people in the company and industry, and is probably the most duplicable thing for you to follow if you actually want to emulate those successes and results.

To me, whilst one's involvement is always a voluntary thing, and one is not (or should never be) forced or guilt-tripped into using a system if it's just a blind faith doctrine approach, there is a degree of pro-system orienting, I've observed. I experienced this upon entering this partnership, when I did (orient to using the offered system), and especially when in some of the low mental-emotional states I was in at the start, I was not fully believing in my own innate strengths and ability to add my own natural flow and authenticity, and was particularly then open to absorbing 'the way I was supposed to do it' without much more question.

In our book-metaphor language, quite clearly then here was a Dog (me) who'd systematically been trying to Meow in life already for many years, now getting into a whole other, new situation where others seemed to be encouraging even **more** meowing, and more still; almost saying that it was time to stop being a Dog and do whatever it takes to be a Cat, because in this business it is 99.9% only ever the Cats - who look and sound like Cats - who make it.

For whatever complex reasons, needs and psychology going on for me, that was therefore what I also 'agreed' to.

Day after day I made calls and invitations, tried to learn different patterns of speech to keep people open, engaged, interested, learned to try to listen more (probably not a bad thing in itself for me!). I tried to make myself interested in the repeated information of conference calls, and opportunity

meetings, online or 1-1 presentations. Not one of these ever felt truly 'me' yet I already had a long history of not standing fully authentically in any other form of work or vocation either, so why should I expect this one to be different?

It's not Life-4-Us's 'fault' or anything, but people who are susceptible, like I was (to want the results so much that they force or subjugate their **true** nature and contribution in favour of any form of façade to get it) will always go down that kind of road.

A few do make the full transformation and that could be for any number of reasons, including that actually **their** flow and their network-marketing activities really **were** a match, and this opportunity simply helped them liberate them from the other facades in life behind which they'd been playing up until then.

For me though, even as I took on being the spreader of the word of "this is how you should do it", it felt more and more like I'd decided to go in a certain direction, but in order to get there, was attempting to go in an opposite direction.

Something like this:

"I want to be free to live how I want, where I want, on my terms, with enough financial support that I only do things to earn money which I truly love and want to do. I want to live in the sun, paint, draw and make music as the core of my life's work and expression, be able to travel around NZ in a campervan or to foreign lands at regular times (and many more details....).

And to get there it was like: "so I'll sit on the phone, do emails, learn to go to meetings and engage with people I don't really resonate with and be a mouth-piece for this company, product and way of working, which I don't actually fully resonate with, until somehow I have enough customers and other members ordering and working so that I can stop doing all this and get on with the 'way of living' that I **truly** want to do" (which is what I just detailed in the previous paragraph!).

It was like saying "to enjoy time relaxing on the beach in the sun, you have to work hard to earn money to be able to take time off to enjoy relaxing on the beach in the sun".

Duh! Cut out the middle-man or what? (surely that was the loop I got out of when I quit my corporate life?).

Still another way to say this, if we need to, is: Imagine a solo parent of a very young and dependent child. A child that needs love, support, daily stimulus, input and encouragement to grow and express itself. It also needs food and shelter and clothing etc. And so I, the parent say "OK, I have to go and work and earn some money to feed us, keep a roof over our heads and help you grow. I'm going to have to go out for a while, but I'll be back as soon as I can, so please wait OK, and keep calm".

So I go out and it's not that straight-forward and I have to stay out longer and do other courses and way more work to create enough income to take back to my child, who's already hungry and waiting for me. In fact it's taken even longer and I haven't been back now for quite some time and I'm **sure** I've nearly cracked it. And I hope my kid's ok, but this is **more** important to learn and master, just a few more actions and results and....oh! I can't recall quite what my child looks like, and whether feeding it **is** my priority, I'm so far removed from him and out of touch, from what I started out believing I needed/wanted to do. Well, I can't worry about that, in fact I'm now afraid to look in on him actually because he may need me so much I have to give up all this which I've started, and what if he's dead - and I think he **is**. OK, try not to think about it, one more go, one more call, one more...and then I'll be there, and able to stop and go back and take up care of my child again and...."

You get the picture?

What I started out to do and why, got lost along the way and I stopped feeling connected with that very thing due to the daily life and actions I took on to get me to the thing I was paradoxically moving **away** from day by day!

As my lack of true interest and enthusiasm to even do enough of the actions to get a solid base became greater and greater, the harder it was to convert invitations into customers to create income. I expected at least enough result in a short enough and realistic time-frame to at least make it OK to keep doing, but despite **some** temporary success, it always felt like I couldn't (dare not) let go or stop, even for one day because I would lose all the small amount I'd gained and tenuous, temporal results I'd already worked so hard for.



Part of this was I simply did not resonate with the activities, (even though I **do** believe this can be a very ethical and rewarding way of generating income, compared with so many others on the planet which are not). They're not my 'flow/profile' and whilst I **can** do them for a short while, unless there is some tangible, meaningful result for my efforts, or clear small chunks of activity with a clear end-point, I drift off the pace and start yearning to allow myself the liberty to do more of what I **truly** love doing.

I'm not a promoter, teacher, supporter, sales-rep. (those are all valid roles, nothing wrong with them, but not for me).

I'm a free-thinking, short burst dynamic, creative-innovator, and I found it near-impossible to see where there was a value for such authentic contribution of these qualities, in a group where following the system and in a sense conforming, were what would get you the rewards.

Not unlike any other 'profession', for example like I had in Sun Alliance as a computer programmer etc. Again, nothing wrong in those things: they just don't give me a context where I can play full out and in my flow for what I can contribute (and the value of my contribution).

Another part was that with this constant inner turmoil, mindset, resentment-yet-self-enforcement (again like when I worked for Sun Alliance, screaming aloud on the drive into work every morning, yet being the one making myself drive to a work I hated) I felt bad about even **doing** the promotion and the calls; always psyching myself up, finding a happy and interested, polite face and voice I mostly didn't really feel. Making offers, listening to objections, hearing 'no' way more than I am happy hearing and so little to show for it all. No visual or tangible outcomes and way of evaluating my impact, like I could say when drawing building plans, constructing them onsite, or even cleaning an old car to shiny-new (as I used to do in my teens).

The more I had to keep reaching out to offer people something, as deliberately as one needs to do that, (product or income, which I was also not a great example of achieving, after a number of years, and which was **not** sitting well with me either from a point of integrity, and feeling like a failure),

to gather enough business to help me feel good, the more uncompleted outcomes I created. And worse, my 'you don't want me' inner conversations were at volume-10 for too many years with this, that even as the next call was ringing, or I pressed 'send' on a nice-friendly-worded email invitation or follow-up, I was already picturing the scenario of the person saying "no, no thanks, why would I want that? Who are you to offer me this? Oh it's Martin again, better get rid of him quick or tell him to stop because we don't like this from him, plus he's **so** out of integrity and character we'd rather not have anything to do with him".

I dreaded opening and reading emails for fear of an angry or dismissing response. And whether or not anyone **really** was thinking this or not, it was **my** thinking that triggered my feelings and this was the vibration going out from me every time; the fear of a slap-back (and for something really I wasn't getting joy, fun or pleasure, let alone money from doing either!).

And that vibration must have been landing because the amount of non-communication back, and so few people willing to even take a look, let alone place an order, or order consistently enough to call this a viable business and income, that it all became another very powerful, self-fulfilling loop.

In the end I lost all sense of enthusiasm and willingness to keep exposing myself to this shame and self-betrayal. Yet like Sun Alliance, I kept or numbly doing it! I was also getting harder to work with, impatient, belligerent, obstructive (all signs of being totally in the wrong thing). And all of which added to my feelings of isolation and utter disappointment & disillusionment.

Do you get why by now, I'm telling you all this, in the 'This was how it was like with no clear view of what it was costing me' way I'm doing?

One sometimes finds a quote or line from a song at such difficult times of life, which seems to sum-up so perfectly a feeling or mood, don't you find? Writing this all down, a verse from [Simon and Garfunkel](#)<sup>1</sup> was rattling around in my head, from their late 60s hit 'The Boxer' just after the line where they sing "In the clearing stands the Boxer and a fighter by his trade". The next line, which grabbed me is "And he

carries the reminder of every glove that knocked him down or cut him till he cried out in his anger and his shame, "I am leaving, I am leaving" but the fighter still remains".

Reminds me again of that passage from the ['Women Who Run With Wolves'](#) book again (by [Clarissa Pinkola-Estes](#)<sup>2</sup>) in which she speaks of an experiment done with dogs (hah: ironic!) to illustrate what psychologists called 'Learned Helplessness' (this applies to men as well as women, of course: I just happened to read it in a book helping women gain clarity in their lives on things relating to what look like 'self abuse' and 'self-imprisonment' in abusive situations).

Although I included this back on page 46, I want to recap it here, for relevance to what I've just been saying (means you don't have to turn all the way back in the book too!).

Briefly the experiment studied a dog in a wire cage, with a wire floor too. They hooked-up half of the floor so that when the dog stood on it, he got an electric shock. Very soon he learned to avoid that whole side of the cage. Next they wired the other half instead of the first half. Predictably the dog was baffled initially, but soon learned to adapt to where the pain was and live where it wasn't/minimise it. Lastly the scientists (humane lot, eh!) wired the **whole** floor so that now the dog got very anxious and confused as you'd imagine, as everywhere he now tried was giving him pain and there was nowhere he could escape it. Eventually he gave in, lay down and accepted the repeated, constant shocks.

This is where you'd think the example of learned-helplessness would end, right, because the dog had no choice now but to stay in the cage and take the pain (punishment, abuse etc)? There was no way out and the experiment and painful environment was forcibly inflicted on him.

But wait. There was one final part. The scientists, while maintaining electric current over the whole floor-wire, now opened the cage door. They naturally expected the dog would seize the chance to escape and claim its freedom. But no. The dog had, over the time of the experiment, become so used to the pain inflicted long enough and often enough by others, he now accepted it as his life, and had given-up any will or self-determination to change that. His 'learned helplessness' was

what was now imprisoning him, not the cage or the scientists, while all opportunities to leave were otherwise freely open to him.

He'd given-in and stayed put now, no longer feeling able to change his situation, or take steps to activate that change.

When I read this, I again thought of all the self-limitation I was doing to myself, in staying and continuing on with things that were (it felt like) killing me, or at least killing my soul, my joy and energy for life. Yet 'my door' was always open and for whatever reason, it was like I was now so addicted to the numbness or pain-victim loop and what on some level I must be getting out of it (habituated brain-chemicals, essentially) that I stayed and could find no way out, nor take it. Was this all there was left for me now? Was this the best I could make for myself? Would I always now live on as a self-imprisoned shadow of myself?

I hope this may bring something of value in sharing my experience and thoughts here: how it felt for me. Because in the end, being **true** to yourself, and especially knowing what '**being true**' even **looks** like, is always way better, I believe than a lifestyle or income built on self-betrayal & self-imprisonment, and the never-ending of such a hell and what it continues to attract for us.

Did I mention already a part of a famous quote from '[The Invitation](#)' by Oriah Mountain Dreamer<sup>3</sup>? I love this bit. It goes something like "It doesn't interest me if the story you are telling is true. I want to know if you can disappoint another to be true to yourself: **if you can bear accusation of betrayal and not betray your own soul.**"

Pretty powerful, eh!

Let me, once again though, make it crystal clear here, that in no way do I hold responsible, nor blame Life-4-Us, the company, my 'upline', network-marketing, the industry, its training materials and systems, nor any of my colleagues (or anyone at all, for that matter) for my experiences; nor for my feelings, actions, frustrations, results or lack of success. It's absolutely clear to me that, in the way I was approaching it and trying to do what others did, or suggested by **their** methods of what worked for them, that I dug a very deep hole

for myself and was compliant in continuing to amplify my distress and sense of failure (in self-esteem, reputation and especially financial outcomes).

And the door to end it all was always open for me, as it was to our poor dog in that experiment. I believe so many people, in a multitude of situations around the world, are living in such a way as I've alluded to here. I would dearly want to think that in relating my story and understandings, that even just **one** person felt that the door was open for them and took a step to freedom because of this.

For myself, it was only I who kept showing up - trying to be a Cat and denying my Dog a valid voice - into a situation and system that was not ideally suited for me to make my best 'doggie' expression and contribution.

I still believe there **is** a place, and that opportunity **will** come. I have some very specific and clear opinions and strategies I believe will enable me to be a part of a radical shift in ways for people to understand and perform 'work, job and income' way beyond what we currently have in our economic systems, and beyond what we've ever called 'network' or 'referral-marketing'.

This is something I'll expand upon in our last section, and it will be good for us to know now what experiences I'd had (and maybe yourself too) prior to now, for how they contribute to my motivation to enact something way more empowering from them, and to attract previously unseen opportunities to bring great doggie value!

The biggest reason for needing to feel OK, even now we know about addictions of thought and brain chemistry, and the Law of Attraction, was because in the activity itself (as an income-generating dynamic) it is/was not my preferred style/profile/flow. It's very much away from my innovative, semi-self-contained, creative, big-picture ways of contributing best in the world, and I was dramatically squeezing myself into some 'other' self each day being a promoter or supporter (see again [Roger Hamilton<sup>4</sup> 'Wealth Dynamics'](#)). When I'm in my flow, I enjoy being with people and can even take extra-curricular tasks, for a while, for I'm energised enough and getting my batteries charged by my flow.

But when out of it for so long, so regularly, I not only deplete my batteries in these other attempted roles, but also by [Falsifying Type \(see again Katherine Benziger<sup>5</sup>\)](#) I'm unable to re-charge them, and this shows up as not wanting to be around people much, not being able to take much on at all, let alone extra to the task I am trying to focus in (which itself becomes a more stressful thing I find I have to do).

I can see clearly now that I was making/forcing myself by brute determination, to do things **not** which I **loved**, but which, having subjugated to the opinions and approval of others (real or imagined) I felt I **had** to do. And I believe, from years of very real experience **and** where it leads to and the deepest inner turmoil, one simply cannot sustain that without something giving way. For me it was my mental health and inner sense of worth (or not). For outward 'symptoms' in the long term, it showed-up in my financial chaos, because of either pulling away from engaging in life to even 'earn', or by choosing things I had no will or passion to do to earn me income.

It also showed-up in my pulling away/closing off to love, romantic love (and intimacy especially) when in fact I'm a deeply loving guy and love so much the intimacy and sharing with a special woman in my life, and where there thus feels a huge void after so long of just not believing I had anything anymore to offer into a relationship. Not to mention all the repeated stories of mistrust and eventual dismissal too, hanging over me!

Equally alongside money and love comes the withdrawal from expressing myself in art or music. I used to love simply being able to draw or paint, and had such natural confidence in classes or continual pieces of work I'd do, without any hang-ups or self-evaluation. I wrote poetry for years: it just flowed! There were always some words to craft and play with. Same with music: I wrote songs, performed them and played guitar in many public and social settings. Became so known as the creative-colourful-free-and-easy guy who seemed to love life and come and go as he pleased (yes, I'm talking about me!). People looked forward to my arrival at parties and I too loved to host parties and encourage participation.

In the end though, I put so much of this aside (like that metaphor of the child I spoke of just before) and I lost all sense of fun, play, openness or wanting to join in at all: afraid then to even show up at events or parties for fear of how it would make me feel to **not** be that open engaging person anymore, surrounded by people who didn't seem to have such issues as I was wrestling with inside.

When I read a bit about [Maslow's Hierarchy of needs](#)<sup>6</sup> I saw immediately that unless the basics of food, love, shelter etc. are covered on a regular basis, we are (in our perceived fight-or-flight ways of living) largely unable to devote any time or energy to the higher things like expression of art, intimacy, academic or spiritual philosophy. Think about it (and recall what happens to the blood flow in the brain and to the limbs not organs): if you're being chased by a lion, about to rip your head off, is this a good time to stop and write a poem, or begin foreplay with your beloved?

I don't think so!

And that is how for more than 12 years I'd been living my life! Some of the fight-flight began in my corporate days, and much more became my whole way of living years **after** leaving that lifestyle, but then losing my direction and sense of self-determination by my choices: choices which created much daily anxiety (ie. stress/fight-flight, as real to the mind-body system as an actual lion would be).

It's no good to go back and punish those choices because they were ultimately the only ones I knew or felt able to make at that time, despite now seeing their cumulative effects.

And perhaps too, they were only 'choices' (whether or not one even sees that one has 'choices') and what else **is** there to do each day in life when you really strip it all away, but to make 'choices'?

That's why I'm now **so** vocal and championing the need to educate all people, from the earliest age, not simply with '**knowledge**' or academic matter or things which are already irrelevant or inappropriate to the experiences and scenarios young people are going to come across and create in life. I believe the earlier we can begin to understand how this complex miracle of our human mind-body works, and how

integrated it is with all other things, seen and unseen in this universe, then the greater will be our time here, our sense of happiness, of purpose and connection, perhaps our ultimate 'reason' that we're here to experience the greatest 'expression of Source-Energy'/God.

I said that I'd been able to measure the detriment of my choices and behaviour in my life by my finances or relationships, or creative expression. I also felt it most pervasively in my mental-emotional health. However, I believe I'm fortunate in the my particular 'Achilles Heal' is not my **physical health**, which it is for a large and perhaps growing number of people, in response to the stress of life, how we live it, how we eat or exercise (or not) and especially what we **think and feel** about what we're doing and ho we're living.

So there's a final illustration here about [the Law of Attraction](#) then, which may seem more relatable to some reading this, and it sort of fits in neatly after talking about how we 'attracted ourselves to the city of Wellington' (a fixed, known entity) and of 'attracting to us a romantic partner' (an entity whose location and identity was not necessarily known to us). By the way I recognise this illustration is more hypothetical than being of my own personal experience, simply because I don't have one, though it's important to make mention. This particular example is about physical health, as I'm of no doubt that physical health or physical sickness, to be more correct, is also an outcome of applying (however knowingly or unknowingly) the Law of Attraction, given that what we're thinking about, worrying about, feeling and then observing going on inside us, all have a vibration and are all interconnected (remember 'all are one' and subatomic particles!).

So: what if someone had a stressful job, maybe physically demanding too, but definitely one where most of each day they experienced the mental, emotional stresses of their work; maybe the kind of environment or place they work, or what they must endure to get there. Also it could be dull, no windows, noisy or full of people they actually don't want to be around, for whatever reason, but 'had to' because that's what the job required.



Perhaps the nature of the work was not what they really loved doing or wasn't stimulating, eg: someone who loves being outdoors and active, but squeezes themselves behind a non-descript desk everyday and taps in endless numbers into accounting software or data entry. Maybe they work at a call centre and take calls all day from aggressive and unhappy callers.

Everyday, they have more work than they can get done in the 8 hours they're paid for, but to avoid falling behind and drawing attention to that (especially in tough economic times and company down-sizing) they stay late, unpaid and unrewarded, or work mostly through their lunch hour (which becomes a 10 minute walk to the corner store for a soda drink and processed pie or burger, eaten from a bag or wrapper on the walk back to their desk where they then carry on with their heavy workload or catch-up tasks.

Maybe they get to have a cigarette at break-time. Certainly after work, to release the stress they may have a regular shot of alcohol at a bar or get home late because of all the traffic jams (again) and find their partner and kids demanding time and energy from them which actually they don't have as they're so depleted, by what it takes just to make it through another day, everyday.

Maybe their relationship is under tension too, with arguments and distance and dissatisfaction in the bedroom, which leads to more stress and tension at home, less sleep and thus the next day comes on top of all that, again and again.

There's no time and no energy for exercise or sport anymore perhaps, and due to the other pressures, meals become 'something grabbed at the takeaway' on the way home, empty of nutrients and all the things the body and mind need and are by now screaming out for as they become more and more depleted by stress and lifestyle and the inability to cleanse or balance too.

One day the person feels a pain, maybe in the chest, or that headache isn't going away (and which medicating just seems to make worse). Or maybe a shortness of breath or any number of signs that are starting to alert them (we'd hope) to things being very off balance by now indeed.

But the more they worry and work and get stressed, the more things come along each day to be worrying and stressing over (have you ever noticed that?), for this is the [Law of Attraction](#) at its worst, although I believe the law and energy-attraction in themselves are neutral and non-judgemental, non-discerning. Whatever it is one keeps focusing on, obsessing about and feeling emotional about, is the signal/vibration going out which attracts back stuff of like vibration (or frequency).

And so it goes on. Until one day, something gets stretched beyond breaking point. It may not be any big or significant thing in itself, but there's a tipping point at which everything that's been adding up previously gets thrown into a whole different gear with just one more little thing of the same kind.

A heart attack; a stroke; something that comes like a knockout blow and if my statistics are right with say, heart failure, for more than 50% of people, their first attack is the last. Sudden death.

Where did all this come from? Sure it accumulated (noticed or more likely un-noticed) over a period of time, but other than that, the 'heart attack' is not just a physical thing like Wellington or a love-partner. Where did it really '**come from**'?

[The Law of Attraction](#) isn't only about physical things or people. It's about everything from feelings we attract, to events, situations and especially experiences, just like a heart attack, as but one example.

And remember what we said about how someone doesn't so much **create** them but **attract** them? So this might look like some weird 'voodoo' or mind-game or magic, until we add this piece of the puzzle. And this might still be a stretch, at this place. I know it took me a long while to really grasp and accept this as possible and true, because if I can't **see** something with my own eyes or feel it in my hands, I have a hard time understanding, believing or accepting such new data.

Let's be clear too, all the crap food and no exercise and constant chemical and hormonal activity the body-mind has been enduring prior to whatever has just 'happened' is also a

**very real** and fundamental part of the cause too of what has been 'attracted'. You might find it easier to start out with, to almost say 'chosen' as there is usually a cause and effect at play, whether you're aware of it or not.

What if though, just like Wellington, which already existed 'somewhere' (even though we were not 'at' it or were experiencing it initially) all other things, events and experiences **also** 'already existed' in a time and place we are not yet so used to seeing or believing? More like that partner example we used, who nevertheless did exist somewhere enough to eventually be attracted as if out of thin air. If the universe is, after all, and everything in it made up of the same 'stuff' then why, on that level, should a physical city be any different in attracting as a heart attack or mental breakdown?

If all 'matter' is subatomic particles popping in and out of existence (to create effectively the 'illusion' that things are real and solid) then could it also be possible that things like heart attacks too 'already exist' at a time and place that we eventually attract to us or manifest, with enough 'choices' or sustained focus of thought and feeling-emotion/vibration?

I believe it is possible and more, that it **does** happen, and happens with such regularity and about more things than we can imagine, that we're not yet even able to see and perceive the things we're attracting. We're all still learning and developing these abilities and capabilities in our vastly under-utilised minds!

And even the very fact we can consider it to be possible, I also believe, adds to the possibility of it **being** possible and happening (I mean once we know or **think** something can happen, then it has more chance of doing so!) And this means **anything** and **everything** is possible, at some level. You could call it 'Infinite Possibilities'.

What if our energy and attention was not only attracting specific 'things' or 'situations' out of thin air, but was more accurately attracting the 'thing' or 'situation' to occur (in our experience) in the exact way it did. Out of all the other possible ways that it could have done (like from an infinite store-house of possible outcomes)? And what if it did so in an exact vibrational match to the energy of our focus/thought and attention in the first place?

An example of my own would be how, already having a vast amount of previous experience of people showing up late for an appointment (or not at all!) and not being in any kind of communication about that with me, I was thus approaching and starting thinking about this situation, with the same mistrustful energy each subsequent time. And 9 times out of 10, no matter how much I tried **not** to have it go that way, it would, and my frustration would grow another fine layer along with the energy that continued to be attached to appointment-making now for me for the future times.

That 'energy' of thought going out was basically saying: "You inconsiderate bastard; how dare you stand me up, fuck me about or keep me hanging around with no word of contact or respect. Just wait till I catch up with you because I'm really going to lay down the law to you once and for all about how you'll never do this to me again" (which is pretty emotionally/vibrationally charged stuff, I think you'd agree!)

Thing is, as you already know from me by now too, the paradoxical and complex polar opposite thing was going on in me too about how "I really need you and want you to want me and what I offer: oh please don't let me down: I'll do anything and twist into any shape you want me to (but I still hate you, you inconsiderate bastard for letting me down!)".

A specific example, to make the point: I'd invited 2 friends to come and stay over night, having that morning landed in Auckland after a 13 hour flight. I looked forward to seeing them and hosting them, had even already made the spare bed that morning and got a special meal all planned to cook.

I checked their plane had landed, but heard no call from them at the airport, as they said they would, for me to drive in and collect them. 2 hours later, surely they'd got into the downtown bus terminal and found a phone to ring me with an update? I double-checked our recent emails, they had my number. I was already getting edgy and the first 'noises' were starting in my head. After 3 hours, I had other chores and things to do, which I'd been putting off so as to be by the phone and swing into action, and dive into the city the minute I got the call.

Now I was getting pissed off because "I'd re-arranged my whole day to be ready and greet them" now it was 4.30pm and I knew if they called now, I'd have a 1 hour extra crawl in rush hour traffic and 1 hour extra back, and all other kinds of inconveniences. So I was now internally rehearsing my angry reply to any call they'd make, including something like "don't bother" or "play by **my** rules, or if not, go sort your own bed and meal out tonight!"

They did ring 5 minutes later and I was predictably terse with them, though once I got my tantrum out of the way and my chores, I was then feeling at least open to gracefully (!) pick them up, including dealing with the rush hour traffic. And they would have been justified in telling me to stuff my 'hospitality'!

Nothing had gone 'wrong' for them: they just communicate (or not) in a very different way from me. I just happen to 'attract' people like that to me, by my (practised!) vibration and addiction to keep my mistrust-of-people-game running!

Just one of a thousand examples of where I addictively go to when things like this come up, and don't go the way I want them to!

By such focus and the well-practised (habituated, and we should say then addictive) energy and emotion of my focus, I believe in such situations I am literally **choosing** which of the infinite possible different outcomes it can show up as, and so it does!

It's like I have an emotional 'hook' into the outcome I want (ie. chemically set up to have happen) from something or someone and when things don't go my way, I get swiftly into a different emotional state and part of the brain, beyond being rational, thereby initiating the same vibration and outcome as before.

It also ties back again to the subject of 'potency verses impotency' about my ability to influence people (or situations) and also has connections emotionally therefore with frustration and emotional outbursts, as well as the core of much of my chronic fears/experiences of dismissal.

And the more I keep 'choosing' the same reaction (feelings, vibration and outcome) with my habituated, almost

out of control thoughts, the more often I'll get responses which reinforce my thinking and choices. So when another situation comes along, it is now the most normal (and practised) I reach for (subconsciously). It's an escalating and vicious cycle.

By catching myself in the act of thinking like this, I at least have a chance of interrupting it and beginning to implement different choices: ie. focus upon a scenario in my mind where the person maybe **does** ring in and say "sorry I'm running late" or "can we re-schedule?" etc. As I then practice attracting these more, my energy changes and when the situation does show up differently now, I get to add that to my 'inner library' of 'movies' to reach for **next** time and further reinforce a different outcome from my old ones.

All the scenarios we can imagine, and millions more I believe, already exist. Versions 1, 2, 3, 4 etc. of the same movie, each slightly different in some ways. The one we select is the one I think we're most used to, and so it almost selects itself for us! (done, as I said, subconsciously at a brain-chemical assembly level).

Like scanning along endless shelves at a video store for the **one** title, we can only watch one movie at any one time. We just select that one, out of all those other, equally possible 'possibilities'.

NB. I do believe too what [Esther Hicks/Abraham](#) also add as a foot note to this principle, that one 'cannot create in another person's reality'. Meaning I can't make anyone or anything 'do as I want them' but I can (and do) select 'the experience(s)' I have of the person or thing, doing or being what they are doing/being.

What we put our mind upon, our attention on and our associated thoughts and feelings towards, long enough, is what attracts to us the very stuff of which we're focusing. And if all 'things' already exist, somewhere in time and space, then this becomes surely a great point of interest to us in our human development, doesn't it? For if we can attract to us **any** outcome, thing, event, situation, person etc, whether positive or negative, painful or pleasurable, desired or undesired, then surely we have at our finger tips much more power and say in our lives than we've hitherto believed (or been encouraged and conditioned to believe!).

And this is definitely one of those expanding topics where you'll want to refer to our other resources and experts here to explore more fully, especially if this is starting to get your attention.

In his book ['Evolve Your Brain', Dr Joe Dispanza](#) describes many experiments done to see what happens in our brains depending on our thoughts, or what else we might be putting our attention on. In one example, participants, including Buddhist monks were wired-up to brain encephalograph equipment and asked to focus on things like love, or compassion or happiness. What the results showed was that some people couldn't focus for any measurable length of time at all and showed little brain activity in the frontal lobe areas (which the experiment was most interested in observing).

Whereas with the monks, who were much more used to being in states of clear and focused meditation and contemplation, were able to generate significant brain activity in these same areas.

This points to the impact practise can have, not only in the type of thoughts and brain patterns, but also the ability to deliberately expand these parts of the brain just like building muscle when you work out a specific area of the body day by day in the gym.

These areas of the brain are also known to have effects on stimulating endorphins and other chemicals in the brain, so wouldn't it be in our best interest to really **learn** to 'pay attention' more, for the results it can produce?

Out of interest, it was found that by focusing attention on other thoughts and emotions like pain or anxiety or anger etc, it caused significant activity in different parts of the brain which can be linked with production of other brain chemicals that can lead to different behaviours, actions and outcomes.

What if we could learn to re-orient our thoughts, focus and attention, by knowing more what we **love** and desire, what we're best suited to from healthy self-exploration and understanding, right from Day One? What if we understood that cellular, brain-chemical, neural-net subconscious, energy world so much more, so that we made choices based on that, and which would therefore always lead us in the direction of

higher choices and outcomes; ways of fulfilling our potential in all areas, from work, play art, spirituality health to relationships, money: anything?

It takes conscious practise, to notice what your attention habitually focuses on (and how that feels) and then re-direct your attention onto those things you **do** want. And it takes useful information and self-responsibility, because no-one can do it all for you, only you. That means deliberately having goals and purposes and knowing and feeling how they feel, to keep re-orienting towards, using new 'hard drives' in your mind and new pathways to retrieve information and responses **from** there.

And in that continual new thought, with strength of clarity and desire, call it passion, comes also the feelings and the vibration of these new, 'serving' experiences you want. For with sustained attention, thought and feeling that which you most align with will be that which you attract. Every time. If it all already 'exists' somewhere, what if by now we could give up the **struggle** of trying to create things 'out of nothing' (and certainly 'against the flow'), and instead make real, manifest and attract that which is already created. Like choosing from an infinite and limitless shopping catalogue?

Surely living in that way is a great expression of 'god'/source energy? What kind of world, societies and environments could we begin to imagine and bring about, if all people were able to know this about their potential, and were able to understand how better to use it and re-orient themselves, regularly and habitually coming from **that** place each day?

## End of PART 2







1. There is Suffering
2. There is a cause of, or reason for Suffering
- 3. There is an end to Suffering**
4. There is a path that leads to the end of Suffering



## CHAPTER 1

### The Way Forward Continues: Prayer & Meditation

#### Prayer

Prayer, I think, is another one of those words and concepts, like 'god', which both unites and divides people, and there seems to be no universal meaning of what 'prayer' is, how, when and where one does it or what the actual purpose and reason for it is. There are probably again, as many diverse variations and ways to pray and to explain prayer as there are people on earth who 'pray'.

Yet whether for you it is kneeling in church, eyes closed, reciting words aloud; or bowing towards Mecca as you listen to verses from the Koran; meditating at home or in a temple, doing creative visualisation or a multitude of other forms, I believe that every single one of us **does** have an understanding of prayer and an experience of it, either from time to time or as something permanent in our every day, regardless of whether we even consider ourselves 'religious' or atheist or agnostic, pagan etc.

And if each person **does** have such experiences and ways of understanding what prayer is for them and doing it, then prayer must be a very unique and even personal thing, beyond a dogmatic or rote practice.

Much is written of Prayer, especially the **power** of prayer, both devotionally of one individual, and when practiced in groups or even huge numbers, as has been seen in many lands and key times throughout history.

Traditionally too, when one thinks of prayer, one may think of prayers to right wrongs, to heal the sick, give thanks, ask forgiveness, bring deliverance, clarity and all manner of outcomes.

So what is prayer and how does it fit into this book (and why), especially at this specific point?

I have no conclusive, all-encompassing answer of course (thank 'god!'). However I'm going to share my thoughts and opinions, especially because it's still something very new for me to now experience myself doing and believing in. It's also a good place to speak about it, right after all we've just

been discussing about the Law of Attraction, particularly the role of our focused thoughts, feelings and attention on what we're wanting to attract to us in our human lives.

We saw in the last chapter, how intense and almost unconscious our thoughts and 'inner dialogues' could be, and especially how that makes us feel and 'vibrate'. Much of our non-conscious thinking and feeling and vibrating also seemed to be defensive, anxious, judgemental, stressful, negative or all kinds of similar things, which we can now see continues to attract back to us more of the same and keep the cycle ever-rolling.

The worse it gets, the worse it gets.

And we also saw that the better it gets, the better it gets (as the Law of Attraction is 100% neutral!). Yet perhaps significantly fewer people are living their lives with such a perspective, or a regular basis, or indeed it must appear to the challenged, struggling ones, that the more positive self-enhancing people seem to be more fortunate, or even have luck or some other genetic gift (which they themselves don't) to be able to have things so often turn out so much more favourably in their lives.

As we now know that attraction is neutral in itself, it's actually up to each of **us** to direct it, give it content and take full responsibility of all that comes to us therefore.

But is it just 'up to us'; we small, half-aware carbon units, wandering around the planet for a certain number of years in the way we do?

I believe the answer is both 'yes' and 'no'. Yes, that **is** all there is to it and it **is** 'up to us' because the 'us' (at that subatomic particle level) is never separate from 'all that is' and formed of the very same stuff. So there is no one else **but** 'us'!

And 'no' because when we can truly live **from** that place of understanding our 'always-connectedness with all things', we can tap into far greater powers of group consciousness and amplify our intentions. I think we can do this when we find ever-creative ways to gather together and more freely share information, particularly. For example look now at the vast power of the internet, if nothing else than a medium for both sharing and disseminating information about everything imaginable with the entire population of the planet,

but also as **the** predominating means now by which people 'connect' with other people: internet communities, user groups, email, blogs and social media, to name but a few.

So bringing our attention back to... er ....where we ... er ....put our attention!

I want to now broaden our loose definition of prayer, by pointing out the connection I believe there is between it and our attention, in the new ways we're now understanding 'our attention' (and what it brings us).

If prayer can be observed in people week after week (or nightly at home) sending out requests directly spoken to 'god', or by prostrating or chanting in temples, mosques, synagogues, or gazing upon sacred objects or statues, then are these people also engaged, in some form of focused attention, transmitting their thoughts, words, wishes and intentions out into the ether, with the hope that in some way they will be 'heard' and there will be some sort of 'response'?

Remember how we said earlier that ether is an interesting (and deliberate) word here. To many it will mean just air, empty space, or the void or space between all the solid things. But as quantum physics is clearly pointing to, what we thought was solid, no matter how minutely small a level you try to observe it at, and also the 'what is in between' is not actually in between anything, but also a 'stuff' in and of itself and a part of the whole.

Many ancient philosophies and doctrines also tried to define this and what its qualities were, often consigning to it a name that could be translated to 'spirit'. For in 'it' was believed to live the very essence of 'god' itself; that this ether was instrumental, in fact indissmissible (is that a real word?) in how information is passed from one particle to particle (at that subatomic level).

I mention this again because to 'broadcast' a prayer, a transmission out into the 'ether' as many of us might casually say, is perhaps not all that different after all to prayers to god, in those more traditional ways we just said (kneeling, speaking, prostrating etc).

And what about this: if we (and everything also, but specifically for this instance we humans) are made up almost exclusively of this same stuff of the 'space' between things -

which is not actually 'space-empty-ness' but 'ether' and the stuff which god is made of and/or where god lives, even how god speaks or communicates with itself, cell to cell – that to me says that god and us are 'One'. God lives in **all** our 'spaces' all of the time, we can never be separated out (for thus we **are** 'god') and - gulp – when we are therefore 'praying to god' what are we doing if not praying to **ourselves**: drawing upon and appealing to our own 'god essence' to answer our own prayers?

Wow!

That means we're totally in control of the whole process, from woe-to-go, and we don't even know it!

So every moment of every day, consciously, deliberately or not, if we are putting **such** focus and attention on the things we're focusing on, we are, I submit, sending out powerful prayers: not only prayers to 'something out there' but more importantly, we're 'praying' in here; in our own minds and bodies. We carry around with us a complete hologram, by being both the worshipper and 'god' at the same time, same place, and the place we do that, our 'church' or 'temple' for want of a better word, is also '**us**'!

Wow again!

Has anyone just worked out, like I did, that to 'be a Dog' (you've gotta Bark!) is an obvious anagram of G.O.D. and thus wouldn't encouraging each of us to find access and express our authentic 'DOG' be actually a call to find and express (our) 'GOD'?

Or am I getting a bit too far-fetched here?

"Fetch!"

It's struck me before also, that it's not just in our thoughts and focus of attention that we're 'praying'. Though certainly I'd agree that anywhere one places their attention, or upon whatever they place their attention, is also where and upon that which they place their love. For if such attention is a devotion of time and energy etc, then such devotion must surely, I believe, be an **act** of love, whether you 'love' your car, your job, your children, your spouse, your hobbies....anything!

So I believe it's also in the very acts and activities which we engage in, and which we enjoy and pay attention to,

that we are also praying (and by the way, if 'god' **is** truly 'all there is' then could praying really ever be to anything else **other than** god, I ask myself?).

Have you ever been so engrossed in something; something which you were doing or working on with such complete attention, that you forgot all about time, or about any other thing in the world (food, going to the toilet, picking up the kids! etc)? I once read that in any split-second we can only ever put our whole attention on one thing, in one direction, and I believe that to be true, from personal experience.

And would it be true to say that that one thing or activity which was commanding, absorbing your whole attention and energy, was also something you were very interested in, enjoying or passionate about (maybe a book or a TV show or a rugby game: maybe a drawing or fixing the car, or maybe too giving complete attention in the act of making love with your beloved)?

And if it's true that wherever our whole attention is, and thus where our love is directed, then that must indeed be transmitting a very strong and healthy signal/vibration out into the rest of the universe, and which, as we're now aware, will unquestionably be returning to us an equal measure and frequency of things, feelings and experiences of similar pleasure and enjoyment!

So if all the things we love doing and attending to, with love, also make us happy, that means there must be some great endorphin activity going on in our brains, and to be sure, some very healthy levels of dopamine or serotonin too. These chemicals help our cells in every part of our body it's been shown, enabling better tissue repair, growth, healing scars, cleansing of toxins, strengthening the immune systems and many more things besides.

Have you ever noticed too that people who are generally happier and doing things in life which they love seem to look healthier, more vibrant, have a spark or lighter air about them? No surprises then to now understand part of the secret of why that is. One might even say that engaging and putting attention into such happiness-making activity could even make us younger or age more slowly!



And there's something more to this, all as part of the [Law of Attraction](#), because of the feedback loop that says "The better things get, the better and happier I feel, and the happier I feel, the stronger, healthier, more positive and creative my thoughts and vibrations are, which adds to the upbeat energy of the world of course and attracts back even more to me, and that also keeps the whole thing spiralling upwards, and making life feel even better. So the better I feel" (and on it goes).

So, if this activity, attention and love of it is also prayer, then it is a prayer that is allowing god/animating energy to flow more and more through each of us, when we engage **in** those elevating, loving activities of attention.

I think of it like this, that I am a sort of piece of pipe (in my mind I see a length of 6-inch white plastic water pipe, laying horizontally: not very mind-blowing I admit, but functional for our purposes plus I like it and it's meaningful to me personally ☺).

Now, when that pipe is fully open, no restrictions, both ends clear and placed mid-stream of the 'flow' then 'god energy' cannot help but to completely fill me and vibrate me as it surges through me (the pipe). The larger, more unrestricted and even better positioned I can make my 'pipe' the better not only for me, from how good I feel and how well things go for me, but it also helps 'god' feel better, flow more powerfully and effectively too!

In short, it's vital for me and god (and all creation by my contribution) to keep myself open, growing, and having great experiences, thoughts and feelings; doing things that please me and excite me with fun, passion and aliveness, which completely absorb me more and more each day of my life.

My flow, **god's** flow through me is magnetic and attracts more flow. And notice I'm saying **through** me, not **to** me or **from** me because 'I' (me, my human, Martin identity) is not the source of flow in this respect. And ultimately, if by being in the flow, I am part of what enables energy and 'stuff' to get from one place to another (where 'it' needs to be, in other words!), then my job is basically to be perfectly placed,

aligned and open, then get out of the way (!) and let god-flow do its thing, which sort of makes me a 'vessel' or even 'instrument' of god. These of course are all terms very familiar and found in the teachings of many organised religions too.

No accident, I'm sure!

So, however you look at or describe 'prayer', wouldn't it be fair and accurate to say that 'prayer' is something effectively like a time of deliberate connection, communication and communion with 'god'?

And wouldn't it therefore be the smartest, most fun and fulfilling thing to do, to **learn** how to be in that flow, to **be** that **prayer** more and more, to be the best of your ability? I'd say it was!

For, having experienced many years of the complete opposite, of squeezing off my 'pipe' and limiting flow, of blocking either or both ends to stop 'flow' flowing, or placing myself out of flow, or at least out of alignment when flow buffeted me all around and I stubbornly resisted in my valid sense of hurt-but-chronic self denial and wish to punish everyone; I know which one I'd now wish to choose, from here on.

And I know more clearly than ever before now, in my life, what are the activities and things and situations that I love, desire, enjoy and have passion for, which light me up and cause me to vibrate and transmit healthy and thus attract back more and more flow.

You see, in all my times of struggle, one thing has become clear. And that is what I **don't** like, resonate with, have passion or preference for. I say this not so as I can keep on re-affirming what I **don't** like, what **isn't** me and **doesn't** work (for that will keep attracting more of the same). I say it because it gives contrast and when in a stuck place, if you can't say what you **do** want or what **does** work for you at that moment, at least you have something to start with, and it points you to what you can begin to move away from and stop reinforcing.

Many of the things I love too, I had to fight for: by which I mean **I** didn't value them at all or give them possibility within me as simply great ways to be and love, because I believed other people didn't value them either. They seemed

threatened by some of the things that made me happy/felt good, or they disapproved or invalidated for whatever of their own reasons. So I 'did it' to me too.

These weren't things that seemed to fit in with what a normal, responsible life was meant to look like, and they certainly were not valid areas for academic pursuit, leading to a job, career or ways to earn an income and get approval as such. So I dismissed them also, consigning them at best to the pigeon-hole of hobbies or interests, often dreams or fantasies (certainly never something I could put on a CV!). And I guess as they gained less attention and particularly during my times when like looked like constant inner fight-or-flight, there simply was no place to engage them anymore or enjoy them.

They were always somewhere then, way off in the background awaiting my return to claim them with vague self-promises that soon I'd resolve all my problems which were consuming my attention; clear my debts and create better time and place to re-engage them. One day. Soon. Maybe.

Again, like that 'waiting child' metaphor I shared a while back.

But that 'someday' never comes of course, unless and until one is finally able to get enough pieces and keep working at it, as I was fortunate to have the resolve somewhere within me to do, for all the confusion, turmoil and mis-clarity of what the hell was happening to my life.

And that is why now I'm writing this book. Because it's a product of my journey, what I experienced and learned; how I'm now re-orienting and re-empowering my life and resolving by the very act of writing: putting past things finally to rest so that my future opens up and invites me into it, and where more and more of my days are full of attention on the things I love, simply because I love them and the greater part of the 'big picture' I believe I'm contributing to by doing so.

Things like drawing Buddhas on large swathes of calico-canvas; playing African drum with vigour and sweat; making pizzas for friends who love to come around for an evening by the fire, and good company, expansive, meaningful conversation, or just to hang out!

I love the sun and to sunbathe on the many clean, unpopulated beaches we're blessed with in NZ, or any other

warm climate and location I choose. I love to roam free, in a local landscape or immerse myself in a foreign land, culture and learn to thrive and interact with languages, foods, arts; make new friends with people around the world.

I love warm saunas and receiving massage; days and days of nature free from the drone and chaos of traffic. I love to sleep-in, bathing in pools of morning sunlight, or being cosy under warm sheets as heavy rain beats down on broad leaves outside.

And **so** much more.

There's no limit here (only the ones I place with my thinking) especially knowing what I love and 'why' I love it (because of how I feel and who I show-up as in the world when I feel that way, more and more). And by having done my homework, coming to grips with the basic nuts and bolts of how I operate, what turns me on, what I'm more aligned with or not, my character, I-Ching, astrology and all the other things which influence my inner chemical, cellular balance, I feel more confident about my future than ever before.

Which is also why I'm so honoured you are reading this book. Because if something - anything - that I've experienced, learned or had the gift to be able to describe and illustrate here makes even the smallest of positive change possible for you, then I'm doing my 'job': we're all adding a little bit more of something better on the planet together; and something more possible, liberating and reassuring than how it might have seemed to us yesterday.

If it's true that one cannot light a candle to the path of another, without also illuminating one's own path, then I guess I'm grateful that you are walking yours, and thus for you this opportunity to learn more about mine in the serving of yours.

Thank You.

## **Vipassana Meditation**

At the start of talking about Prayer, I mentioned some of the ways we might know or imagine how people 'pray', including at churches, mosques, temples or at home etc.

I mentioned also meditation, because for many people, not only Indian/Asian but throughout the world now,

meditation is part of their way to 'connect-in' or 'return to stillness: return to source' too.

We came to understand that prayer could assume a myriad of forms and methods, and indeed include anything that helps us communicate with 'god' or the divine. It is not, in my opinion, necessary to limit prayer as only using words alone, as all of our thoughts, attention and feelings make up far more of the 'signal', the prayer or vibration we send-out.

Meditation at least in the forms I'm familiar with, uses no words, nor necessarily any specific thoughts, chants, symbols to visualise etc. (though many styles of meditation do, and this is not to say they are thus invalid for including into this broader scope on ways to make prayer).

So where does this fit in, and what is the connection with, similarities to, or differences between meditation and prayer?

In early 1993 after that profound experience and abrupt ending of my relationship with Simone in Canada, I returned to England and my Sun Alliance computing career, but felt like an empty shell, having had what I described as my 'hard-drive wiped' (which, now we perhaps understand more since we talked of neural pathways and brain function etc, wasn't too inaccurate a description after all).

In my lethargy though, I recall my mind seemed crammed full of loud thoughts which I couldn't silence, control nor (for sure!) act upon. All I knew was that I wanted to make it **silent** and peaceful 'up there'. And the only thing I ever faintly heard of that might help me do that, was 'meditation'.

I'd already done some psychotherapy before, to help me come to terms with the stress of my work (or rather the stress of prolonged immersion in a role and environment which was **not** my core/flow/profile/style, we might now be able to say). But at this post-Simone period, I didn't return to that: I just wanted peace and quiet, to listen to what else I might be needing to hear, different from all the other stuff which had now ceased to work for me (I mean engage me in my state of stunned-ness). I felt too that more 'digging around in the past' was not necessarily going to give me that peace either, short term.

I didn't really know anything else about meditation, but made some enquiries and found a couple of possible places to follow-up on. One was 'TM' (Transcendental Meditation) and had groups locally in Brighton, but they seemed to 'charge money' for the basic teachings (I'd never thought I'd have to 'pay'). This was a one-time amount equivalent to about one month's salary of the individual, and whilst I had a good income, something in that didn't attract me. Sort of a bit bigger initial commitment than I felt ready to consider, I guess, at such an initial enquiry stage.

The only other one that appealed to me was also in Brighton; drop-in sessions each week and no 'fees'. It was a meditation group connected with, and practising the Buddhist tradition of meditation called Theravada, a simple style most notably studied in Thailand. I had ignorance about Buddhism, connecting it erroneously with the Hari-Krishna movement, which seemed to me to be all about selling mystical books and asking for donations on street corners in pink robes, with shaven heads etc, and that was not where I felt I wanted to go, just to learn to meditate and quieten my mind!

However, the one trusted male friend I had at work, on such matters 'orient' (he was a karate black belt) suggested the Theravada group would be a safe and non-indoctrinating style for me to start with, and so I went along.

Within the small group, I met people who seemed to have a lighter air about them, not rushing or caught up in the struggles (it seemed) of my kind of world view; and **very** different from all my previous competitive sporting, socialising and quite robust kinds of friends, many of whom by the way, were quite thrown by my abrupt change in character recently, and probably now found it difficult to relate to me. For my part I was probably actually enjoying no longer having to be the life and soul of the party, or so aggressive-competitive in every aspect of my life: probably another of those protective facades I'd created to hide my sense of low self-esteem and inadequacy in the face of work I found frustrated by and impotent in my inability to perform.

I went along to the group regularly, learned to sit on the floor a bit more comfortably, sit in silence and observe the wild ramblings and to-ing and fro-ing of my busy mind (oh

yes: me too!). I started to listen to the after-meditation discourses and tried to learn some of the 'Pali' words, but in truth felt a bit 'outside' that bit, for the most part.

Still, it seemed these were my new 'crowd' and I even began going to the nearby monastery/temple (a converted English country mansion in Hampshire) and spending time in the company of very hushed, gently spoken monks and lay community of those who supported the operating of the whole thing.

I also started to meet Thai people for the first time, and do some weekend retreats, but to be honest, my 'pure' meditation practice felt like a sham: my mind was so easily distracted and agitated, and my body ached, and my back hurt constantly. All the quiet-spoken ways seemed appropriately respectful, but somewhere in me, I was nevertheless used to more 'action' (!) and wasn't sure if this was all really 'me'.

However, here was another time I put a façade on, partly because I just didn't understand it, but also wanted to 'fit in' (there I go again!) so I could learn more of the benefits over time. Also partly because, well, I had closed the door on my 'previous life' and there seemed no other direction now for me to follow.

Meditation & Prayer. OK: I was getting to this, wasn't I?

I never 'got it' about church and hymns, prayer to Jesus and stuff in my 16 years at Sunday School, and I didn't believe I was honestly now meditating either, let alone 'praying'. So if at such a point, that was the total of my meditation experience in life, I wouldn't be able to say any more.

Some of the discussions started to confuse me too (and irritate me!) because I felt I was hearing more and more that the 'Buddhist Way' was to be accepting that the 'nature of things' is all 'suffering' (which I wasn't at all happy to hear! I wanted a fix and solution to my suffering, and pretty soon please!)

And to cap it all, there was this 'no self' concept; of being 'no-one' and what very clearly to me looked like renunciation of one's world and identity or 'mind' (ego I guess).

So I took all this to mean 'give up wanting anything or striving to achieve anything, because non of it is real, and it will only end up bringing you more suffering and loss anyway'!

Although I was in a somewhat apathetic phase of life, certainly towards my professional career and that identity, I kept going along to meditation, semi-mouthing the words, but certainly taking-on this (well my version of it anyway) new 'truth' and using it to justify the dissolution of more and more structures in my life, and probably direction too. For out of this time, I had also become involved with the whole 'Brighton-music-art-new-age' kind of scene too, including renting a sea-front flat in a grand old building with someone from the meditation group.

It was one day in conversation at home, that the idea to travel to Thailand came up; a complete wild-card of an idea for me actually, as I'd still been not-so-secretly pining for Simone and that hope of returning to Canada and maybe even somehow winning her back: Crazy! So any thoughts and reading about travel I might have been doing, were about Canada only. Nowhere else and certainly not anywhere Asian.

It's true though, that I'd become more familiar with the Theravada culture now and the many Thai people who seemed not at all like the stereotypical image I had of prostitution and child-pornography, and the debauched sleaze of Bangkok (as presented to the West from just 2 or 3 'hot-spots' in the city which sadly got the whole nation of very modest people, such a disrespectful world image).

My flatmate confronted me with the idea then, that if I **did** want to experience Buddhism in Thailand, I should 'just go'. After all, I had plenty of income and also a 4-week leave accrued. What was stopping me? Well, that stereotype image for one, and that for sure I would get mugged, drugged, probably beaten up or infected with incurable sexual diseases!

But also, there was a glimmer of new adventure and frontier I'd not really known before (only once in my first independent trip to Ontario, long before I'd ever heard of Simone). And at first I recoiled from it, but actually wanted to test myself and do what I'd seen a couple of other intrepid travellers (work colleagues) do: what I call 'Get off the plane with backpack, turn left and work it out from there!'



Something I imagined quite intimidating, and surely not something 'I' could do, could I?

Well, long story short, including lots of inner doubt and faltering, I made the leap, booked my flight and time off work, and set about preparing for the unprepared. Probably the clincher for me in jumping in, was all the fear and worry in phone calls from my mum about "Oh how dangerous it will be and what if something happens to you?" as well as "What if you become a monk and **then** what will we do?"

As much as I love my mum, I know I spent much of my adolescence and adult-hood trying to (what I call) 'escape the suffocating mothering'. Not to be mean, but it was just something I kept wanting to get away from, all the worry and fear and 'fussing' that felt so claustrophobic, that I'd often take extra risks beyond what I felt like doing, or would come across as extra-cavalier, just to make the situation worse and justify my distance and exits.

Anyway, that's really all another story and not at all what we're into here.

Nor is it the place in **this** book to start telling all my travel tales, from this short but liberating trip. Suffice it to say though that it was on the back of this trip I gained a whole new sense of self-confidence, self-reliance and new adventures awaiting me. Plus enjoying **so much** a dramatically different culture in Thailand and S.E.Asia, that it helped me make my final steps towards ending my 16 years of career-lifestyle, and eventually make some even more bold and new chapters for myself, starting in January 1995.

As I said: a whole other story, and maybe book or something in the future.

But 'Back to the Past' (haha!)

## **Meditation and Prayer (the connection)**

Even after quitting my career, travelling on and off for a few years, selling-up in England, emigrating to NZ and through at least 10 more years of living here (in the various ways, ups and downs and manifestations I have!), I did nevertheless keep a semblance of meditation going, though certainly not

studying the pure Buddhist teachings any further. Nor calling myself 'a Buddhist' (whatever that exactly **is**).

And through many visits and profound connections and experiences in my times in Thailand and other Buddhist countries like Cambodia, Laos and Burma, I came to gain a great respect for their philosophy and cultures, and a love of Buddhist art forms, especially the endearing images of the Buddha and all the drawings and photography which these (and many, many monks and temples too) inspired me to create. Again much 'material' for future books or other works, I'm sure ☺

But other than this, there was really no formal meditation anymore. Not until 2009 however, when I finally made room and time to attend a 10-day, silent [Vipassana](#)<sup>1</sup> meditation retreat in the country, not too far north of Auckland at a dedicated [retreat-centre near Kaukapakapa](#).

A number of my friends here in NZ had done the course and indeed it was on my map too, especially as part of my self-exploration and personal development journey.

My dad has, on a couple of occasions made comment on what he considered the unusual amount of time I've seem to spend in inner-reflection (navel-gazing, he calls it) or soul-searching etc...

And how often have I heard someone say to me "I hope you find what you're looking for" as if I am some poor lost soul who there is no hope for as he wanders directionless in the shifting sands for evermore, and as if they themselves are not afflicted with such a flaw!

Actually there's a very pertinent quote from '[The Prophet](#)' by [Kahlil Gibran](#)<sup>2</sup> that leaps to mind as I say that. This book by the way is an absolute Classic and a 'must have' I suggest for anyone who has even the slightest interest in exploring their life a little deeper. It was also for me the very first 'new-age' or spiritual book I read, and given to me as I embarked on my first year of post-career Asia travel by a dear but lost friend Antoinette in Brighton in 1995.

In the passage about 'Giving' there's a few lines that read:

"...For what are your possessions but things you keep and guard for fear you may need them tomorrow?"

And tomorrow, **what shall tomorrow bring to the over-prudent dog burying bones in the trackless sand as he follows the pilgrims to the holy city?"**

Well, I can't imagine a life now where I wasn't searching or 'looking for' something or the next thing! That would be unthinkable now, and feel like stagnation.

I've got a little more to say on 'Searching' too, when we get to the final part of this book.

But back to the plot; I wasn't 'looking for' any enlightenment (from meditation) however, nor simply wanting to use the retreat as a 'time out', for it is definitely not that; rather a quite intensive and deliberate 'training' in the pure Buddhist form of silent meditation. Up at 4am, all day of meditating sessions, and then putting aside all other possible distractions you can imagine, so that the mind can be as free-but-focused as possible to experience the technique and gain the first benefits it can bring to one's life thereafter.

During my first 6 months of that travel in Thailand in 1995, I'd done a similar-length silent retreat and had all my previous Buddhist-related experiences, so I understood the commitment, but also the value of such a period of time in which to still the mind and to allow the observation of what constantly comes up, in all the inner chatter and agitation each of us has somehow learned to cope with or cover over in our modern Western daily lives.

And as much as I thought I knew pretty well what to expect (certainly the silence was not a challenge!), how to use the time there and what would be covered (there are evening recorded discourses, for example) I nevertheless found a very new and quite resonant re-acquaintance with this kind of practise, which I'd first come across, as I said all those years back, and which now, I could accept, interpret and understand in whole new contexts, given the journey and influences and great variety of experiences and material during those intervening years.

Now let's also say here that [Vipassana](#) is a 'Pali' word, derived from ancient Sanskrit roughly translating to meaning 'observing things as they are'. For there is nothing to learn, to do, to overcome, visualise or make happen (or fail to!) in [Vipassana](#). Nothing to fix, eradicate, accomplish or acquire. It's

much more like a 'becoming to accept', simply of the very elusive and compulsive nature of the human mind. To just learn ways to watch what it does, with no other intervention needed or doctrine to follow.

It was the original teaching of the Buddha, who was a real man, documented in history, a wealthy man's son (a Prince) who decided to renounce that life and experience his **own** truth of the world. He reached, after many years such a pinnacle of understanding and peace with all he experienced that it was called 'enlightenment' and he thus spent the rest of his life sharing the path he had followed, that all other beings, no matter what their race or religious beliefs (for this is after all, a 'teaching' not a religion itself, and there is no 'god' or guru or doctrine to worship, in true original Buddhism) might also find inner peace in their human existence.

The tradition spread from India through Sri Lanka, to countries including Thailand, Laos, Cambodia and especially Burma, where its purest form was preserved, even while in those other countries and beyond, Buddhism developed many different versions, styles and teachings.

Eventually the current highly venerated teacher of the tradition in Burma, [S.N. Goenka](#), was invited by India to help return and re-establish it in its home land. Today there's also a growing number of [Vipassana](#) retreat centres around the world, where anyone, of any background or means, may come and experience the very same 10 day practice and teachings, for the peace, clarity and balance it can bring.

This, as you may have gathered, has become another of my 3 or 4 cornerstones of personal philosophy in life, and no matter where you're at in life and what you're dealing with (or even if you're **not** dealing with anything specifically!) I can whole-heartedly recommend this practise to you and what it can also offer you as a foundation in life.

More information is available through links in the resource appendix at the back of this book (along with everything else we've mentioned and which I have personal experience enough to believe would also make a healthy contribution to your life).

So at last to 'Meditation and Prayer' for if all I have said about meditation and my experiences with it and

understandings of it are about **not** being any kind of doing of anything, or worship etc, then what am I really meaning to say about how meditation is also another means of prayer?

Well, it's about **attention**, and specifically what one may currently be putting one's attention on (with all the associated thoughts, feelings and vibrations, which go out into the universe and attract back like-energy frequencies) which many of us have not necessarily been enjoying or understanding. Verses what we **could** be learning to put our attention on, given that it's all a choice and that this too will generate thoughts, feelings, vibrations and attraction, but of a specifically different, healthier and I'd hope, more empowering, joyful and fulfilling nature!

Remember too that if all 'material matter' is nothing more than subatomic particles of energy, surrounded by a sea of ether which is of the very same stuff, and we could imagine it being not only the place where 'god' could be found, but also in fact '**be** God' itself, then our thoughts, feelings and vibrations are all forms of communication with god. Which I've already suggested is 'prayer', right?

Meditation then, and especially [Vipassana](#) meditation and my experience and understanding of it, is all about learning how to 'pay attention'. Not just learning to focus intent, or learning how to silence the mind (which I believe is not possible anyway, completely, which I may touch on a bit more before we close this part of the book). Actually learning to pay attention.

Specific attention on our thoughts and feelings; not to try to change or control or direct them, but simply observe them, with our attention; notice what they do, what they sound like and feel like.

For with practice, by paying attention to what all this thought and agitation **really** is, we start to understand it, its origins and causes; its temporary nature. For nothing exists that will not eventually cease to be, or pass away. Not our bodies, families, house and job, great cities and mountains: all shall one day cease to exist. As will all the neighbours' noise or that painful leg, your difficult boss. As will all your money and everything else we can imagine!

Including our thoughts.

Much of our lives are centred around doing things and acquiring things that will all pass away. So knowing all this and our feeble attempts to make things permanent or hang on to it all, doesn't it really make sense too, that all our thoughts and agitation, even happiness and unhappiness, will also pass away? If not continually stirred up and 'fed', the things we're putting our attention on, and how we feel about them and what they attract (especially those that we find unpleasant or harmful) will eventually die away.

This is where much of our 'suffering' comes from: trying to make things permanent or not leave us or change, so we won't feel unhappy, but all the while we fight against the tide, as all things (even as [David Deida](#) described the universal 'feminine') **do** change, die, decay, pass on. When something is how it shouldn't be (to our minds) or isn't how it should be, then this is at the root of most of our experience of suffering, and thus most of our experience of life, since this is the world of 'attempted control and permanence' we've been raised and indoctrinated into from birth, right?

It is our skilful attention, not casual attention or unconscious inattention, which can accomplish this. This is not to say however, that somehow meditation makes our problems go away. It doesn't; for our 'problems' are born from many other sources, some of which we've already been covering. But it's how we **deal** with the problems, what we think about them and what we make of them that matters, for how it goes on to influence our feelings, actions, behaviours and beliefs.

If all thoughts are also not real and pass away, what a joke and a tiring joke too, it is to see just how much energy and importance we put on them, every minute of the day!

Crazy!

Yet, compassion arises here too, because we cannot really be 'blamed' for letting it get this way. If we knew how we'd been creating and attracting all this, over so many years and had had any form of valuable guidance about that and ways of understanding it, properly, we would surely have done differently.

And we didn't, so that can't be 'wrong' either: in its own way, it's OK too. All we can do is take each new moment, apply to it any understandings we may currently have **in** that

moment, think and act and do our best, knowing now even this too will change and pass and that (I offer you this to begin to consider believing) there **is** no 'high' or moral judgement on each of us (as many religions have sought to convince us otherwise), even for all our habits and things we call 'wrong' or bad or mistakes etc.

If we knew better, if we understood how we created and attracted it all and made it the stuff of our lives, we would have had access to the power to have made different choices I'm sure. Choices that were happier, healthier, kinder, more liberating, all of which create different chemicals in the brain, different thoughts, feelings, actions and vibrations, and very much attracting different things in response.

So, what more to say here? Why drag it out any further?

Well, I believe [Vipassana](#) meditation, when learned and practised, gives us arguably the purest, self-empowered ways to direct our conscious attention; to choose what we observe and thus what we attract and create in life. And though not of traditional meaning in many of the 'religions', I believe [Vipassana](#) gives us one of the greatest tools and access to 'prayer'; to communication with god/source or whatever you feel you wish to pray to and what that prayer contains.

Every prayer is unique.

And I believe every prayer is valid.

What if the 'answer' we often seek to our prayers then, was nothing more mysterious than the attraction back to us of the same frequency as what we signalled out with your attention and prayer?

We now live in a world requiring a shift of responsibility. Self-responsibility is what can change things (if we don't like how they are or where they are going, at **any** level in our world). And not just self-responsibility on our actions, but also even more importantly, on the intent, thoughts, beliefs and attention at the very root of what causes our actions. For these all have equally creative energy, which emits from us and attracts what it attracts. Why just try to only limit our responsibility to 'actions'?

Self-responsibility is not just waiting for someone else to start doing something, or to stop doing something or change or make things different so **we** can feel better.

I believe it all starts here: Ground Zero.

Our minds. The particles that make up our atoms and molecules and cells, organs, beings and communities. How we use them. How we empower ourselves and our choices, which eventually affect our outcomes.

No one else is responsible for how you think and what you put your attention on. Except you. Maybe they did once, when you were very young. But those influences too have 'passed away' and it is only us now, who keep those things running.

I believe we're in a great period of our world and human existences, despite the escalations of war, fear, violence, alienation, sickness, poverty and struggle on unprecedented levels.

Because also, we have escalations in the number of people, individually and in growing groups, who want change and to be a part of that change. And we have greater technology than ever before, like in the internet; a way that whole populations can communicate, access and disseminate information about anything imaginable.

And what that change looks like, when and how it will happen (or not) is simply down to each one of us, firstly being clear about where we put our attention. And asking better questions of ourselves, about what we want and who we are.

For if any of us are **not** being 'who we are', our true nature and thus able to flow fully and liberate greater thought and authenticity, then we'll continue to give out and get back the same as we've always done, or slightly different versions of that. And continue to wonder why things are still not changing or getting better.

It would be because we have thought and invented nothing better to put our minds and attention on.

Personally I have no judgement on that now, nor any other person. For I'm only responsible for my part (as is everyone else) - and being clear about what passes for responsibility of 'own stuff' as opposed to apathy. However, I **do** take my task of self-responsibility diligently now, enough to



go through the discomfort and perceived fear of shedding my 'Cat Suit' and letting my true 'Bark' be heard, whether or not that makes me popular or liked, or not.

To repeat the quote taken from Andre Gide by [Kathy Torpie<sup>3</sup>](#) in her book, '[Losing Face; A Memoir Of Lost Identity And Self Discovery](#)': "It is better to be hated for what you are than to be loved for something you are not" and in her own words: "I realised that being true to myself was more important than being liked".

This sounds truly to me like "If You're a Dog, you Gotta Bark!"

## CHAPTER 2

### Robert Fritz & Kerry Spackman

#### Robert Fritz: 'Dynamic Structural Tension'

Midway through my most active period with Life-4-Us, there was agreement to introduce a whole new structure and system, intended to radically improve ways of respectfully inviting new people to be customers and members; to work more strategically with them in small, clearly defined groups or clusters, and by doing so, generate much more loyalty, duplicability and retention of business all round.

Whilst this new system was devised and bolted-on by a Canadian business-strategies consulting firm, it brought something of the work of [Robert Fritz](#)<sup>1</sup> into my life, and yet another piece which, in my relating briefly here, I hope will add to our growing overall picture of life path and the dynamics and rules which determine how well we walk it.

Fritz's background is as a music composer and artist, rather than corporate or personal life-coach/speaker, and therefore he has quite a unique approach in helping people go about clarifying goals, understanding one's current position relating to those goals, and what small steps incrementally and eventually have the latter at last match the former. He calls this 'resolving Structural Tension'.

Like an artist who can stand before a blank canvas and see in their minds-eye the completed work, Fritz's creative approach appealed to my own style of doing things, and creative experiences. Also in reading one of his books, '[Your Life As Art](#)'<sup>1</sup> I was able to absorb and use some of his techniques, not only to help me start making better steps towards the things I wanted to achieve via Life-4-Us, but also help me understand some of the things that were hidden from me, holding me back or preventing my gains from being sustained.

I worked with these strategies both within my Life-4-Us business and in some other areas of life, especially where it could help my relationship (at that time) with Paula, including the repeated, unsustainable patterns I was operating within.

In describing the model of 'Goal, Current-Reality and Steps in between', Fritz refers to the analogy of a large and strong rubber band. If our goal is a little way off, by imagining one end of this band looped around ourselves (in our Current Reality, defined as 'where you are' – free from all other story about what or who you are/perceive yourself to be, and all of that) and the other end looped around our goal (which we agree is meaningful, defined, fixed and clear) then that rubber-band has 'tension' (a stretch) in it now and must try to resolve that tension by uniting us and the goal/outcome.

If the goal is not very powerful, or indistinct, it's hard to create enough 'tension' (in the positive use of the word we're employing here) to draw us to our outcome, and we may not accomplish it.

Similarly, if our Current Reality is strong and clear but we have **no** goal (in life, work or whatever) and nothing to strive for, there is also no tension and one can easily visualise a rubber band just lying there all loose and floppy! Nothing can get accomplished here either.

Sometimes a goal maybe **so** far away from our current reality, we cannot even reach it, so to speak to loop our rubber band around it, or if we **can**, the 'tension' is too great, the band snaps and we again fail to reach our goal, or worse, we snap back and fall over ourselves sometimes!

If our goal is clear and meaningful however, but we have no clear picture or honest self-evaluation of our current reality (ie. where we are in relation to our goal) then again, there can be no real tension in our rubber band and no way to accomplish the goal.

Do any of these little scenarios sound like some of the ways you've tried things in the past, or how you felt they went, successful or unsuccessful?

Now, another useful and interesting picture, while we're on the subject of rubber bands, is how we can start off well, moving away from where we started and making certain progress forward, but then 'something happens' and we fall back again to where we began.

Let's say for example, I have a goal to quit smoking (and by the way I **did** give up smoking 22 years ago, though before I knew of or used Fritz's concepts). I hate the smell, I'm

getting out of breath, it's costing me a lot of money and my girlfriend says I smell disgusting and she's threatened to leave me if I don't quit! So I'm pretty motivated to get away from the thing that's causing me displeasure (or we could also say 'pain').

Like many of us do, we just start out with no real plan or direction, but a lot of good intention. In the first few days, I'm doing well: it feels like a lot of effort and it's too early to say if I feel fitter or see the difference in my pocket by not buying packets of cigarettes, but I think its working and I hope I can keep it up and finally quit smoking altogether.

At the end of the first week, I feel stressed and on edge. I haven't had a cigarette, but I'm eating more, I'm harder to work with or talk to because I'm snapping at people and irritated. I wish it was all over, and actually I need a break. It's Friday. I'll just pop into the bar, have a quick beer and see my friends, then go over to see my girlfriend: she'll be really pleased with me I'm sure!

So I call by the bar and you know what I'm going to say, don't you! My friends are there, they have a beer and are smoking. They offer me a cigarette, I say "I've quit" and they laugh and give each other that knowing 'it won't last long' smile and offer it to me again, just to test me. And you know, these **are** my mates and it **has** been a tough week etc. Well, 2 hours later, I've ended up buying a packet because my mates refused to give me any more hand outs, and I'm late getting to my girlfriend and she smells tobacco on my breath and clothes immediately, blows up at me and slams the door, leaving me also pissed-off, not least at myself for 'lack of willpower' etc. and wasting the progress of that first, albeit challenging week.

I go home, figuring that giving up smoking is just too hard and resuming my old pattern and current reality of 'being a smoker'.

You see, in this story, apart from there was a very clear thing we saw I wanted to get away from (the smoking and the unpleasantness) which is quite motivating for a while, I made steps and progress, but pretty soon the momentum faded. This is where it's like having a **BIG** rubber band around my own waist, and the other end around not my goal in this case, but around the thing I'm 'getting away from'.

The more you pull away (with limited motivation and clear steps to reach the intended goal) then the more stretch or 'tension' you put on that rubber band until, fairly soon usually, you can barely stand up, let alone keep going forward, or even start to feel yourself starting to slide back: that tension is **so** strong.

And here's where it is vital to have a goal out in front, one you really want, not just be simply 'moving away from something' but 'moving towards something'. For at that exact point of maximum tension, where we got to with the smoking example, if you don't have **another** big rubber band around you and around something you really want, then there's nothing to keep you going: nothing with tension drawing you forward, and as sure as gravity brings everything to earth, so too you'll slide back to where you started, due to the rubber band around **that** one, being more powerful.

When I saw this 'graphically' on the white-board, in my mind I knew why many things I'd started, I'd failed to complete (apart from what I also know to be true that I am great at starting things, have a sprinter-young-energy that is always looking for the **next** sprint etc). It wasn't necessarily that I wasn't motivated to make change and away from say, destructive habits or behaviours etc. But I never learned how to set and accomplish goals: it was always either by luck or sheer force of will power and stubbornness if things did **work** out right.

Sound familiar?

We think we have to exert heaps of will power and almost force ourselves to accomplish things, right? Well ultimately, force and will power are not sustainable, especially over long periods where a larger goal or project can take several years to accomplish. How do you continue to take the necessary steps when you **have** no will power that day? If there's no clear goal and no step-by-step strategy and actions towards it, there is insufficient tension. And the tension created by the stretch of pulling **away** from where you started from, pulling you back to what is more familiar, more repeated and habituated, will always win, eventually.

Worse, you can then add **that** failure to all the others and give even more evidence and justification to not wanting to try things and go for things again.

Too hard, eh!

I mentioned there too, I think, that we're not just talking about any old 'goal' nor are all goals the same, for all people. And in saying that, there's something relating to 'being authentically your own Dog' in this, for the things you're setting out for, striving for and want in life or want to experience and accomplish **must be meaningful** to **you**. They must resonate, bring a spark to your eye when you think of them; be **worthy** of your effort and intention from the outset. Otherwise, as we've seen, there's insufficient tension to keep pulling you forward when the going gets tough.

Cats can climb trees pretty nimbly: imagine being a Dog in a Cat Suit, also trying to accomplish this. You give it a go, take a good run-up and it's difficult, but so are many things the first few times, or until you master them. And I believe as a dog, you could get up that tree a fair way. But if in all your effort you're not really completely passionate about climbing that tree, because more than anything it's just not really what dogs get excited about, then your efforts will not be sustainable and sooner or later, you'll slump back down on the ground and give up the goal you thought you wanted.

Or maybe you took-on what other people wanted for you and tried to do that (Dog in a Cat Suit stuff). But there's heaps more 'tension' in your innate Dog-ness pulling backwards on you than any ultimate tension you can create forward into Cat-like goals, unless you have some serious animal genetics surgery or something!

**Fritz** says it this way (and I've drawn so much solace from this on more than one occasion, let me tell you!) "You can't like or want what you just don't like or want" and "you cannot **not** like and want what you **do** actually like and want". To try to go against these fundamental principles is to go off in directions of denial, or like a façade, or a Dog trying to be a Cat or whatever you call it. It will ultimately cease to really engage you enough ('cos it is in the end **not** 'you') if the outcome needs to take time or to get you through the rough spots and challenges along the way. You'll not feel motivated

in the end, or even interested (which can **really** be a hard one to honestly admit to yourself) to do the necessary day to day steps and sometimes blind-donkey work if there's no sufficient motivation, and no real authentic meaning to what you're aiming for.

I saw this over and over again myself. I didn't really want to be a massage therapist (for example). Wrong direction for my ([Wealth Dynamics<sup>2</sup>](#)) profile/talents. I would only play out at a subsistence level and had no passion or real motivation to do the extra hard yards of promotion, so that sufficient client and income momentum were achieved. Nor to study further to improve my skills, services and marketability. Basically, in such a one-man band, if I wasn't even prepared to fight for my corner, how could anyone else really help me or buy into my goals with me?

So too, in my Life-4-Us business. There is much good and appropriate work and training done here on goal-setting. Getting clear **why** you'd want to do such a business and what goals you want to achieve are of great importance (as we can now understand) as this is the kind of income model where there are none of the usual limitations and income-caps found in most other 'careers' or entrepreneurial activity (usually because most don't offer the same leverage potential that referral or multi-level marketing has).

However, as I found, not just 'any old' goals will do. Not only must they be truly meaningful to each person, they must also be believable enough and close enough so that at least believing them **is** possible, as well as having a clear step by step plan and support.

I found that I was always speaking up for goals like reaching certain rank status, or \$100,000 annual residual income, or a Jaguar X-Type when I reached this or that milestone. But deeper within me these never truly felt like '**my**' goals, more like the goals I was expected to want and be praised for having.

And though they were certainly not outrageous goals and were attainable, there wasn't sufficient meaning and thus tension in them for me to get passionate about. It was as if **whatever** I set as goals rarely engaged me for long enough (just like I can honestly say I have never really had any really

passion or fulfilment in any job I have ever done either). For my **true** goals were more like about **doing** things (not 'having' things) and by 'doing' I mostly mean doing different activities than network/referral marketing.

Same too in my computer programming career: no real passion for computers or doing whatever it took to master and keep on top of mastering skills and tools and stuff.

These were all things I felt I **should** want 'cos of how it would make other people happy or onside about me, so I was doing it for 'them' and not being able to know I was betraying myself time after time.

Fritz says we can limit our opportunities for growth and achieving goals by limiting our desire to learn new things/knowledge by the discomfort levels we experience.

But we can open up our opportunities when we don't put limits on our willingness to learn and grow. Ie. we either **limit our opportunities** by the amount of knowledge we have or are comfortable to go and learn, or we **limit our knowledge** and skills **only** by the opportunities we wish to take on.

If indeed 'all life is art' and a creation, without sufficient passion for that creation (like the dance between ever-changing masculine-feminine dynamics) one will ultimately not stretch and grow and will merely 'survive' and have a comparatively unfulfilled life.

Now, each person is free to choose which kind of life feels like the one they want to live, but that would not now by **my** choice, now I know what I know and have experienced what I've experienced (specifically here I'm talking about work/career/income-creation projects).

There's that line from the **Pink Floyd** track again: "Hanging on in quiet desperation is the English way"...

Ha!

How often have I felt myself too, grimly and sadly 'hanging on' to a small life, job or even relationship, because I was unable, unaware or unwilling to imagine a **better** life: afraid of being stretched past my comfort or humiliation zone perhaps, and tested in life?

For let's be honest: if you are 'living a lie', as I have done trying to be a computer programmer, a masseur, a



'traditional' network marketer: a Dog in a Cat Suit, then you'll not **want** to stretch, take risks or expose yourself too much, will you? Because only a few thin layers beneath that surface, you too don't believe in who you're being and how you're living. And that exposure is **way** too much to risk, isn't it?

Believe me, I've been there: squeezed-off my 'god flow', my creative expression, my standing true for what I **truly** desire, and lived a small, unfulfilling life because of it, creating mental and emotional imbalance, destructive relationships (and in the end long, lonely periods of isolation) and financial carnage! Just to prove it!

I also saw/have learned that it's not just 'having a meaningful goal' but also knowing about your skills, character, profile and styles of preferred activity (**and** environment/context) in pursuing that goal. For example, as I've said before, now I know I'm more of a 'sprinter' mentality than a 'marathon runner' (which also helped explain some things to me about my schoolboy sports when I would get **so** bored doing cross country running, but made myself listen to the insistence of the teachers to keep it up, as I had 'potential').

Albert Einstein is well quoted for so many things: one that's relevant here is something like "...if you judge a fish by its ability to climb a tree, it will live its whole life believing it's stupid".

I know my longer-term goals must be 'chunked down' into quite small, easily identifiable 'short sprints' to suit my span of energy and attention. I need to identify resonant tasks (or else team-up with others who **can** do them, towards a common goals), apply myself without pussy-footing around, then have the opportunity to do an on-the-spot de-brief, see the results, re-adjust if necessary, then head off in pursuit of accomplishing the next short sprint. Bit by bit, the job will get done plus I'll have grown in the process, kept my sanity, my integrity to my character without betrayal and my self-esteem. I'll have good feelings about myself and work overall.

That's money in the bank to me, for it reinforces the current reality of my landscape, ready for input into my **next** goals and projects. It leaves me energised, empowered and open, not only for my work, but to have the time and energy

available for others too, instead of reverting to a 'lock-down', cave-isolation at the end of each day, trying to conserve the very little energy I had then.

Makes 'Jack' a happy boy. Keeps my Doggie tail wagging and my nose wet and shiny!

So, you'd imagine once you have clear goals and outcomes set, which are meaningful, and are clear about your current reality and how structural tension and its resolution all work, you'd be all set and start chunking out your small daily action steps, ticking off the accomplishments and steadily advancing towards your goal with no further complication and no looking back, right?

Possibly so, in many cases. Though I still want to add a couple of extra things into the mix which I observed in myself, and my own applications of resolving structural tension. For this can apply to all sorts of projects, especially long term ones, complex ones, or those which engage groups or large numbers of people. And it can apply to 'problems' to be solved too.

A problem to be solved could of course be taken as a goal/end-result or outcome too, so I won't split hairs about the semantics. I do however just want to tackle them **as** 'problems' in the way most of us use that word and the concept of what a problem is, in our daily life, and often where they're experienced as things to be overcome or resolved while we're **on our way** to accomplishing our 'goals'. I guess if you want to, you could still call them 'mini-goals', then we'll all be OK about that ☺.

It was about a year ago that my mind was moving into quite different gears, mulling over and over about new things I'd never given much previous thought to, but which by now had started to come to the surface for **their** 'turn' as it were, once some of the other, bigger, more critical and immediate issues of my life were being resolved, clarified and moved into the 'done'/out-tray!

Particularly, one kept coming up within (or triggered by) my Life-4-Us activity, and it keeps making me smile at the irony that association has had on presenting me with, or reflecting back at me the things I am or was still stuck on, or blocked by.

I came to an 'Aha!' moment, or conclusion about 'Tension' and 'Resolution'.

You could also call this 'Question' and 'Answer'.

Let me give you a couple of simple examples.

If I have an itch, I scratch it (to resolve it).

If I experience body discomfort, I can change my position to alleviate it.

If I have a full bladder (definitely a state of tension!), when I urinate, I relieve and resolve that tension.

If I feel hungry, I eat. If I feel thirsty, I drink water.

See what I mean? Clear, simple, obvious almost, and mostly not requiring much thought in that they occur almost by instinct, when allowed and are resolved relatively straightforwardly in similar fashion.

When the 'tension' or 'question' being asked doesn't produce an immediate or clear resolution (answer) we could break it down to component parts and then more readily resolve each of those until the 'whole' is also resolved too.

Now, it started to occur to me to 'reverse-engineer' this and look first at what kind of 'resolving type' activities I seemed to be filling my days with, because I **did** seem to be very busy in trying to resolve problems and achieve goals, but a) did these 'problems' I was trying to resolve actually exist? b) was I trying to resolve them in ineffective ways? and c) (this is where I got a light bulb!) was I actually trying to resolve the correct problems? Were my attempts at resolution actually being applied to different or even the 'wrong' problems?

Consider this: you have an itch (tension/problem) but you apply a wrong solution for that tension: for example, you eat.

You feel hungry, so you urinate. You feel pressure in your bladder, so you scratch your armpit!

I'm being a bit facetious, but I think you've already got the point, haven't you? I'm diligently applying a 'solution' (and steps to change a current reality into a goal) but because it is mismatched with the 'problem/tension' it's not resolving anything. Worse, the tension is still there, probably growing, and my confusion, frustration and exhaustion from endless

busy activity is compounding, making it harder to **see** the problem or effectively find and apply the **right** solution.

How is this possible?

The more I looked into my own personal mismatches, the more clarity I started to get about a) the meaninglessness or non-inspiring nature of the problems/goals in the first place b) the numbness I was feeling about some of them, after so much time and effort spent facing them without resolving any of them c) an inability (let's call it denial) to accurately assess the true nature and seriousness of a given problem and d) a simple habit of preferring certain activities which **look** like 'resolution' but are really in fact just more likely to be 'time fillers' or distractions!

Probably there are other things here, which I haven't seen, and you're welcome to suggest them or contact me with input and feedback at anytime ☺.

So, we've got 'tension' without any obvious 'resolution' at all going on here. We've got tension with attempts at resolution, but with mismatched or wrong solutions to the tensions. And we've even got (in the case of blatant self-distraction) resolution being attempted, to address problems/tensions which don't exist! (that's a beauty, that one! "If it ain't broken, don't fix it!")

OK. Some specific examples now, from my own experiences, once I saw they were potentially going on. There ended up being quite a list, but most will likely cloud the illustration here, or are not wholly relevant to this part of the context of my story. So I'll use just two or three for, again, how they applied or related to my main (Life-4-Us business) activity at those times.

First One. An ongoing issue for me had been: "I feel lonely, isolated, different, not-belonging". So a question (tension) could be thus: "How can I have meaningful, fulfilling connection?" Appropriate resolution ('answer') could be something like "first clarify what situations I would 'feel connected' in; maybe allow some deliberate time out to get clear all round, get some self-reflection and healthy enquiry, even engage some professional support or assistance".

What I was doing however in attempted resolution was "Keep grinding away, forcing myself to do network marketing

calls and emails which I wanted to get away from, and isolating myself more, so the inner resistance caused paralysis of action in the end and thus no resolution”.

Using the same 4-part breakdown, let’s look at this (also long term core) issue. “My life isn’t the creative, fulfilling expression I’m capable of and yearn for”.

So my question (tension) to myself could have been something like “How can I express myself creatively and fulfillingly?”

A matched response could be “To draw, paint, create music, something everyday and develop that which flows most prominently: go out, engage in dance or cultural events, accept party invitations, start to live and breathe creative expression opportunities every day, with joy, without fail: see what turns up!”

However, what mismatched attempts at resolving that tension I **was** making were “lots of sitting, thinking, analysing, walking or deep conversations about creative expression and the meaning of life, with close friends. Filling my days more with networking calls/emails (again) or at best creating a new graphic design/image for my business cards or next email marketing campaign”.

Are you starting to see how the tension/question should have a clear response/resolution, but the ones I was making were mismatched and non-resolving at all?

In fact they were taking a lot of energy and reflecting back over and over that the problem/tension was **still** unresolved, and I was getting work out trying to **work out** why!

Try this one: “I don’t seem to have regular, ongoing money/cash-flow/income these days”.

Question (tension): “How can I create the money/cash-flow/income I desire?”

Appropriate Resolution might include: “Clarify passion, interest and direction I want to make in my life, matched with skills and experiences, context and strategy to get a clear picture of what will bring acceptable income, if a role exists. Also how much money do I want to create? Otherwise generally exchange time, effort and knowledge etc. for money

or develop what my value and service is to others and leverage that."

**My** 'attempted' resolutions however consisted of (included) "Do more and more social networking in hope of something 'coming up', do more courses and analysis to find out why I don't want to work or what I have to offer or why my efforts don't bring any income. Have more conversations, time-out in nature to keep balanced, meditation or day-dreaming".

Sure, I did do **some** part time or small contract work, but only as long as I felt I wanted to commit to, which was usually quite short term (how very convenient!) and which of course never resolved the money tension.

Finally, this specific angle.

Situation: "I'm having trouble building a sustainable residual income with Life-4-Us".

Question (tension): "How can I (how does one) create a sustainable residual income with Life-4-Us, or any network-referral context for that matter?"

Appropriate resolution(s): "Find the right 'fit/match' of opportunity or product, to my profile/natural preferences (be that Life-4-Us or other) then follow a system (theirs or mine, if I have one!) diligently such as: use the product, experience and then share benefits, invite others to try, show a presentation or information, follow-up, resolve questions, help them register and order, duplicate these steps with the new person, generate ongoing income".

But look what I was doing (and you're probably already ahead of me by now on this one, aren't you!): "Do the steps, non-committedly or apathetically in **my own** way, do lots of graphics and clever promotion ideas and emails to hopefully use and satisfy my talents and make things feel meaningful enough, keep ploughing the fields over and over to hope someone gets interested enough so I can present information; do lots more reading and analysing to work out why I am apathetic towards this, or get no results, or why people who **do** join, leave again very soon etc. Or just generally keep taking time out to 'cope' or avoid it all plus keep thinking rebelliously and resist the system!"

Doesn't take a genius to work out what was going on here, does it? Nor the kind of feelings and results I was having? In terms of income-creation (within Life-4-Us or network-referral marketing in general) by trying to resolve **this** 'tension' with all kinds of inner work and self-assessment or resistance or avoidance, was **not** a clear, matched set of action steps or path for the specific resolution, and led to continued frustration, doubt, fear, paralysis, sense of meaninglessness, impotency, unhappiness, insecurity, anxiety and certainly no money!

Trying to resolve "Who am I?" kinds of issues/questions/tension with "Here's how to make money (in network marketing)" type solutions cannot work. It's almost like a '**sideways distraction**' and reduces the amount of energy available for correct, aligned resolution of the main tension.

So is trying to resolve "How do I make money (in networking or other scenario)?" by endless study of answers that help me work out "Who I am" and what my life is all about.

Sure, one can lead to the other, but each is not a direct and matched resolution to the respective tension, just like we said at the beginning trying to resolve and itch, not by scratching it, but by drinking water (which is the matched resolution for the tension of being thirsty).

Similarly, trying to resolve the bigger issues and inner 'tensions' of the "Who am I? How and where do I fit into 'life'? How and where can I best find and make my expression etc?" with "doing a job, following a system and ways to make money etc" was not really filling the gap at all, and any temporary breakthroughs seemed invalid after a time because the actual lack of money was being confused with my self-worth as an intelligent, creative, experienced human being.

I think that to spend one's life trying to resolve such an important thing as these "who am I/why am I here?" by only having a narrow context of possible solutions that fit under 'career/work/income' etc, is one of the biggest tragedies of modern human times, and the creator/origin of so much unhappiness and suffering in the world, not to mention all the

other more distorted behaviours and expressions people get into to try to fill that 'void'.

Underneath all of these questions and mismatched answers, for me, was that bigger one, which we identified earlier in the book, and which many other people also experience at times in their lives: "I'm not liked, not approved of etc". From my own illustration then, my continued attempts at resolution would see me trying to enact previous acts, patterns and behaviours which **did** once get me approval, or even be noticed (those cries for attention, we're familiar with in children and teenagers especially).

I would try to be 'different' or find creative ways to get my attention-and-approval needs met (which sometimes conflicted!), or appear 'mysterious', unusual, 'interesting' or maybe come across as intelligent, clever, eloquent, worldly, **whatever** I could milk for an ounce of attention.

I also tried conformity (oh yes!) being tidy, punctual, polite and structured as I was 'meant to be', all of which worked as a child for approval by Mum or teachers. But paradoxically too, it was my (deliberate or otherwise) acts of **non**-conformity and insistence upon self-direction that could also at least grab some attention, as a poor and often short-lived substitute for the actual approval and thus 'acceptance and connection' which was at the heart of the issue, and my greatest, perceived 'void' that had to be filled at all costs.

To try to live **in** the world that was my daily environment, required certain resolutions ongoingly; that **is** life, like it or not. But what I was doing, in not only the mismatching of resolutions to tensions, but also avoiding any tension-resolution-activity, was saying "I'm disappearing, at least in mind and emotion, because I want no more part of this way of living". Yet by remaining **in** that world, in body at least (!) I am of course always subject to its interactions, influences and interventions.

So it was like a classic push-pull, of such equalising forces, on almost all levels of my life, that stagnation, immobility and inner 'lock-up' were really all that could result.

Bit by bit, the events that unfolded and the resources which I was able to use (all of which we've been covering up till now) opened enough 'space' to see the breakdowns and



log-jams, and in time, by tenacious inner application of mind, I got the kind of clarity in the 'structure' of my thoughts and activities, as they were, and which I've just made attempts to describe, in these few examples.

And it's on that concept of 'structure' and its specific use by [Robert Fritz](#), that I want to conclude this chapter.

Because whilst 'structure' can sound to some like 'rigid force' or rules or other constriction (or whatever terms possible to use), it can also be a liberation, in that, when we know and can see a structure, how it forms a framework within which to operate and accomplish things, we can also see what is **not** structure, and often therefore, what is not appropriate to focus time or energy on. What to effectively say 'no' to, so that our attention, actions etc. are all aligned in the one direction, and there is no spilling/leaking out the side or (in my free-willed case) continually wanting to wander off all over the place to test my boundaries or relieve boredom and lack of focus: to see where I **am** in my 'landscape', especially when my direction wasn't clear (probably 'cos I didn't have a wider overview from the start, real or metaphorical, or worse, was just plain old devoid of meaning and interest to me after all).

It's useful to use [Fritz's](#) concept here (as well as I can paraphrase it) to explain what he actually calls 'underlying structure', ie. that common theme and pattern in our lives at times, which, no matter what new components there are in it, somehow things always seem to end up going the same way (whether successfully or not).

And in this case, I'm intending us to look at where things repeatedly go how and where we **don't** want them to.

It's useful to also know so that we can inter or cross-relate much of this back to natural brain-'wiring', chemicals of habituated thought and behaviour too.

Imagine this: a small stream, flowing through the woods. Over time, it has gently eroded bits of the soft earth banks here and there, over-deepened some parts of the stream bed, and where rocks and boulders blocked its path, it simply found new ways around them, so that its course and flow could continue unimpeded towards its ultimate destination.

We'd imagine that the 'liquid' in this stream was water. But think for a minute: what would happen if we could replace the water flowing with milk; or with beer or any other liquid of similar properties of flow?

What we'd probably see is that the movement of the new liquid would still be in the same direction, following the same course through the features of the bed and banks as before, around the same boulders in the same way.

Basically, even though the liquid (aka 'contents') had changed, it was the 'underlying structure' of the riverbed which was directing and dictating things and outcomes.

And that's the metaphor that says we may change all kinds of actions, people, jobs, cars, objects etc. in our lives, (like the type of liquid) but if our own underlying structure, our habits, thoughts, perceptions, beliefs, attitudes, resistances and all those other things which we come to think of as being 'who we are', never change, then things will still continue to go the same way.

So it's not so much the 'things and the doings' as I then discovered, but more of the motives and unseen forces which dictated the events and outcomes of my life, and to which I'd felt totally un-responsible for and powerless to change.

Until one night I got my next 'Aha!' on this one.

Deep in the long-running and problem-filled relationship with Paula, we'd been having yet another heated argument over something or other, which had gone on late into the evening. During the day I'd been attending a course in the city with my Life-4-Us colleagues, where we were learning all about the work of [Robert Fritz](#), structural tension and strategies how we were going to incorporate this in our independent businesses and teams. I was tired after a long day of new information, and back in my Huia cottage, a long argument was not exactly what I needed, so I went out for a short walk down to the little beach, to sit and think or just get valuable 'time-out'.

It was quite a dark but clear night I recall and at that time of night, the few houses nearby were all silent, so all there was to accompany my swirling thoughts was the gentle lap of the little waves on the sand-shell beach; kind of what I call 'reluctant waves' because they almost seemed that they

couldn't be bothered to spill themselves, but eventually did so and got it done, just the same.

And the main theme of my thoughts was how I could end this daily struggle and all the pain between me and Paula, and the hell we were putting ourselves through? Wouldn't life be **so** much easier out of this relationship? And maybe then to find a woman who I was much more aligned with and with whom I could create a much more connected and agreed way of having an intimate, loving relationship.

And my mind flipped back through past relationships, the faces of each woman appearing like leafing through a photo album. Along with each face came the recollection of challenges there too, arguments, misunderstandings, differences and eventual (often painful) separations.

The bell went off in my mind instantly. It wasn't 'her' (Paula): wasn't whichever woman I was with, where she came from, what she looked like etc. It was the **pattern**, and core to that pattern, the common-denominator, was **me!**

And I'm not saying "I was doing it all wrong and I needed to change" per se, wholesale in this sense. But for sure, how I thought and operated and was behaving in my life was key to how who attracted, and how I attracted and thus interacted with in my relationships.

Just like the stream in our example, and just like the 'reluctant' waves at Huia beach, that had lapped at it and broken upon it for countless generations of time, it was the **underlying structure** of the 'way I was doing relationships' that was directing things.

And also just like the stream, where you could change the liquid but the 'flow and course' would remain unchanged, so too I could keep changing faces and names, find someone to replace Paula, with whom it would all work-out, but really, I knew in that moment, it would - **it had to** - go the same way. There was no other way it **could** go!

That clarity, coupled with [Fritz](#) also saying: "you can go to work and excavate for yourself a **new** riverbed and create a new course for your stream to follow" gave me enough hope and information to go on. And from that moment, I began working on looking for ways to recreate my underlying structure, including admitting that it probably meant the

hastening of the end with Paula, or at least sufficient stand-down to let the rest of the old stream flow out before putting up the 'men at work' fences and bringing in the excavators and design team to create a new course: one that was going to need to be quite, quite different, if I was truly wanting a different end result.

It did take a while for Paula and me to 'end' and that was messy and painful, all of which I detailed earlier. But it had to be done, and apart from a short playful but uncommitted affair with a lovely friend I'd admired for ages, I remained out of a relationship for 2 more years. Until Veronica appeared (or was that [Law of Attraction](#), Martin?) on the scene and I felt ready and excited to put my new riverbed, understandings and experiences to the test, to create a wholly new relationship!

How that all turned-out and my next learnings (given what I just shared with you about tension-resolution and how much I was able (or not) to enact) can also be read in a previous chapter. What's especially interesting to note though, is that I find there are many 'streams and courses' in my life, and on different levels. For as certainly as the one about the kind of partner and interactions I was attracting became clear and then resolved, so a new and larger scale 'underlying structure' within which I'd been operating **within** relationships then came up for review.

And it was such a structure, that with Veronica, forced me to look at the whole issue of who I'd been being as a 'man' and what I brought of that 'directedness' in life (or rather, not) into the relationship, over the previous 14 years!

Isn't it amazing how all these events and the metaphors for them in nature seem also like a stream, to have an endless flow? Twists and turns and new challenges with different rain-falls or arid periods, seasons and destinations?

Fascinating stuff!

## **Kerry Spackman**

Isn't it funny how so many of those 'useful' things come into our lives so unexpectedly and almost serendipitously, apparently without us even being aware that we're looking for

such things/information? (though by now of course, we can't really get away with such a statement, knowing what we know about the Law of Attraction and our most-often subconscious broadcasts and requests out into the ether!)

[Kerry Spackman](#)<sup>3</sup> and his personal development methods was one such un-anticipated piece for me, though actually, most of the other great pieces of reference and concepts also came the same way, to be fair.

You know, it wasn't like I was standing there one day, having never heard of [Bruce Lipton](#), for example, saying "umm...bring me some great information by a man called [Bruce Lipton](#)" and then his book came up out of nowhere. It's a more subtle difference, though in the end however, the result is the same and the information **does** come: what we do with it (or not) is always free will ☺.

Many of all these resources are also, generally, discussing and theorising in much the same areas and [Spackman](#)'s work is no different in that respect. However, there were one or two distinctions which grabbed me quite instantly (probably because they hooked my ability to be able to visualise some of his examples) and it's for those reasons I want to include them here, both for the subtle levels of reinforcement of our overall journey here, and the cementing in place of some of the other closely-neighbouring and aligned pieces.

[Kerry Spackman](#) I think, is officially a neuroscientist though also probably what you'd call a 'performance coach'. He coaches very high-flying professionals, often in the public eye, who are at the pinnacle of their careers, especially in sport, eg. top tennis players, Formula One racing drivers and I think at that time (mid 2009) he was being linked with doing some work with the NZ 'All Blacks' rugby team.

It was on an online news page of the NZ Herald that I clicked on an article and link about a interview with [Spackman](#) on the '20 Minutes' programme, launching his new [book](#), '[The Winners' Bible](#)'<sup>3</sup>.

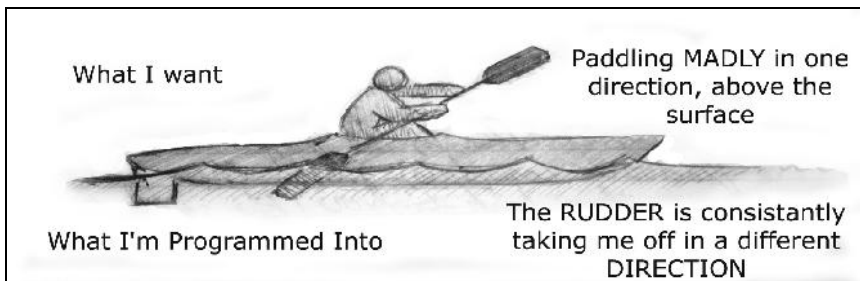
The actual interview is probably long gone on that web-link. However, I can relate here the essence of at least the specific example which got my attention.

The story is about how [Spackman](#) and one of his clients, a former Olympic kayaking champion challenged each other to a kayak race over 100m. In this sport, [Spackman](#) knew he would normally expect to get pasted, but something strange happened as the race got under way. [Spackman's](#) kayak proceeded in the direction of the course and finish line, whilst the champion immediately started to veer off course. In fact the harder he paddled, using all of his technique and experience, the further off course he got, until eventually he figured out what was going on (by which time the race was all over anyway).

With no small amount of 'friendly cheating' it seems, by [Spackman](#) in fixing his opponent's rudder to point in a different direction from the line of the kayak, he was setting up a powerful metaphor for comparing what was going on **above** the surface, paddling in one direction (like most of us getting on with our day to day lives), and what was going on **below** the surface, which represents more of that, call it 'hardwired' or learned or subconscious direction (that which in our last piece on [Robert Fritz](#), we also saw something similar that we called the 'underlying structure').

Even though the topic and concepts are fairly similar, as I said, it was something in the visual image I got of this kayak example which appealed to me, having a year or so earlier, taken a kayak out (with an experienced kayaking friend) across the busy shipping lane of Auckland city's Hauraki Gulf, from Takapuna beach to Rangitoto island and back, facing into a 20 knot head-wind for 1.5 hours, solid, no nonsense, focused paddling!

I'm adding my own sketch here (as I interpret it) which may help me get the metaphor across.



### Some examples of 'Above': (ie. "What I want")

- Six-figure residual income
- Specific 'way of life' and coastal home
- Campervan and freedom travel in NZ 6 month per year
- To create art and music in my regular daily life
- More 'aid/trade' direct 1-1 projects in Asia and Latin America
- Loving, intimate relationship

### Some examples of 'Below': (ie. "What I'm Programmed with")

- Being wealthy is for other people, not me
- Pull your neck in: who do you think you are?
- You have to toe the line/compromise in life
- I'm not qualified
- You must work hard to get stronger on your weak subjects
- You should see a job through to the end
- People leave and desert me; let me down
- What's the point: we're all going to die anyway

In the race, it didn't matter how hard he paddled, or how skilful was the technique of the Olympic kayak champion, it was the **rudder** that actually was controlling his direction and his lack of 'wilful' control.

Only by stopping mid-race, investigating, finding and rectifying the underlying (below the surface) cause, could he have competently 'competed' and stood a chance.

I really took that to heart, (knowing already all the other information I knew) in such a graphical sense, and it made me want to check out more of [Spackman's](#) work, in the hope of finding even more value.

I wasn't disappointed either.

Something else he offers, as a [sample of his work is on his website<sup>3</sup>](#), where one can take part in an exercise called a 'Personal Online Audit'.

This is interesting because in it, through his web-technology, the 3 or 4 people who you nominate, are sent a set of questions for them to answer 'about you', from how they

have observed and experienced you in different ways. Usually when people are asked to do that, they don't always reply (!) and if they do, don't always **really** say what they feel, because they know you'll know who wrote it.

Well, in this exercise, the programme collects the feedback comments, jumbles them up and presents them to you (the subject) at the end, in a way that is totally anonymous.

I found it an interesting exercise, not so much because of what people said, but in that it prompted me to take it a step deeper on my own accord. For it occurs to me, that if we're **all** living with different perceptions of the world (borne out of our unique life experiences and what we made of them) and of other people, then from that point of view what someone else **perceives** that they observe about you, is **still their perception** and not 100% objective: never can be.

Also if the subject was not sufficiently robust or supported in how such feedback is received (because some of it **can** be hard to hear) then the value and valuable information may be lost, as would of course the opportunity to **use** it constructively to start looking at adjustments that may need to be made to the **rudder** and direction that one is currently (and unwittingly) being steered towards.

To be frank, who 'really' knows what you should be doing with your life, or what this or that behaviour or act really 'means' and what causes it?

I have to say too (as an aside) as good as the test is as a way of getting some direct feedback on things one may sincerely not be seeing about oneself or direction, I experienced **some** of the comments back (and this may be **my** issue, ok?) not to be really 'observations' but occasionally getting more into 'opinions' and suggestions of what could or couldn't work, or even broad statements as if they were universal truths or platitudes (like, 'one has to accept one's limitations' which I personally disagree with completely!). I also had a flash-back to something like the report card I got at school (you know the ones, where the teacher says "Martin needs to concentrate more on his attitude or academic research of this subject" etc!).

In this case, one I received said: "Martin has the habit of getting too introspective for his own good, at times" (as if who



**actually** knows when I should or shouldn't be introspective, in this example, or for how long or for what reasons and how useful it may or may not be? Just picking this one out at random!)

This aside though, I appreciated there were people in my life who appreciated and respected me enough to respond to the test and give me their best shot. At the end of the day, it was about getting that authentic data, not about then evaluating the merits of what people said, nor their ability to say it in anything other than their own words. And in fairness too, the comments **were** all impossible to connect to the names of the friends who'd responded anyway.

The final part though, as I said, was that this exercise prompted me to do it for myself, in the most rigorous and gloves-off way I could access, being by now actually quite experienced at probing and getting into some of my darker corners, without being too frightened or disgusted by what I may find there: sort of like being my own medical-examiner doing an autopsy!

So I asked myself these three questions (below) and set about scribbling down every possible answer that came up, without second judgement or censorship, somewhat like if you've ever done 'spontaneous flow writing', where you get your thinking-brain right out of the way and just write. It's almost as if it's your hand that's speaking, and you're quite amazed at the speed and content of what comes up!

Here are the Three Questions I asked myself:

1. What do I **think** other people know and think about me? (positively or negatively)
2. What would I **love** for other people to be thinking about me?
3. What do I hope they **don't** think about me, or hope they **won't** find out about me?

I've decided to include some of the responses I came up with, but for question 1 and 2 only, simply for reasons of privacy. You'll understand it's not wise even in such a self-exposing book as this, to disclose absolutely every detail, as some of those responses (just as they possibly are in other people's minds too) can be pretty dark and too easy to be

misunderstood, taken completely out of context or call for some kind of explanation etc. Ultimately I don't believe that would serve the purpose of the book and my intention of it. Just suffice it to say, that I let every weird, dark or 'sordid' point come up and be noted down, which is very helpful to do sometimes in this kind of controlled context, especially if one is experienced and stable enough to self-direct with such material.

You can do this exercise yourself, if you feel strongly enough about it anyway, and I'm sure that whatever you come up with in answers for Question 3 of your own, will give you some idea of what mine, and I suggest most people's would look like!

Here's a sample though, so you get the sense of what I was thinking, and what was therefore potentially available to direct me, 'below the surface':

1) What do I **think** other people know and think about me? (positively or negatively)

- I'm a bit of a loner
- I'm somewhat outspoken, arrogant and belligerent
- I'm a great connector, networker and community-gatherer
- I'm intelligent, articulate, have huge potential and opportunities in life
- I'm a bit immature
- I'm unpredictable, sometimes 'fiery', non-conforming: a 'loose cannon'

2) What would I **love** other people to be thinking about me?

- I'm hugely valuable, respected and I'm wanted for my gifts, experience and vision by others who I connect with
- I'm approved of; safe, OK, wholesome to be around
- I'm interesting: my news, stories, ideas and next contact are all eagerly awaited and received
- I'm positively infectious and **fun** to be around!
- I'm helpful, supportive, caring: available to call upon and known to respond compassionately

Actually, what I **can** share from Question 3 however, are some of the more 'tame' responses I came up with, which will at least give you a 'hint' about what I'm aiming at uncovering from 'below the surface'.

3) What do I hope they **don't** think about me, or hope they **won't** find out about me?

- That for all my public talk and show about 'health', I nonetheless have a number of health challenges and am not as fit or strong as I make out to be.
- How much of my mind is in 24/7 criticism and judgement about other people
- The inner world of anxiety, guilt, loss, confusion, pain anger and frustration, and the depth of how this felt, living this way for so many years
- That I'm a jerk, weird, a loser, waster, a 'puppet' and mouth-piece for other people and have no real substance of my own

See what I mean?

I found it so important to really give some time to do this. I know at the outset I said there were no 'self-help' exercises (to do or to avoid) in this book, so it's up to you if you feel to use these 3 questions from the previous page, and give yourself enough time (and paper!) to see what comes up. Just don't force yourself, or start to make yourself feel worse by doing it. If that starts to happen, please stop, and seek someone professional or experienced to connect with and see if you still want to go ahead with an exercise of self-exploration such as this.

I was able to see from the First Question, which of my responses felt positive or negative or neutral to imagine how I was being perceived among other people. Those points that were negative reflected back to me my own (false) sense that I am constantly being criticised, and thus justified in how critical I am about others (by noticing the amount of content of my subconscious mental chatter).

With the responses to the Second Question, I found I was able to **really** get into positive self-belief, for if I could

even come up with such answers, they must also reside **somewhere** within me and be associated with a 'truth'; whether or not I regularly see those things in myself, express them or hear them back from other people.

And the Third Question, as partly mentioned before, enabled me to accept that I have taken-on sometimes, views or imagined views (or feared views) of others, possibly because I am the only one who spends every minute of my life with 'me' and if I can see myself ever doing or thinking 'this or that' of any self-dismissive, let alone dark stuff, then these would be things I would never want to have even hinted-at that I was ever associated with, or misrepresented as being a person that would actually go out in the world and carry out such thoughts and actions.

They're also the kind of things one might fear of coming up, in case, god forbid, they might **actually** be true: the kind of things which lead people to crimes, punishment, retribution, alienation, prison, ex-communication, even death, if they should ever step over that fine dividing line.

Of course, not all of the answers that come up in response to Question Three, let's just also be clear, are 'dark' and sinister things. They can be as innocuous as secrets or things one did in the past and got away with, or things you believe about yourself that actually have no basis in fact or observed experience. Ok?

However, they certainly are worth knowing about, not denying, even just for the contrast they can give, and in helping to clarify what I **do** want to focus on, amplify in my vibration and attention, to bring forth constructively into the world.

So, I may not always find myself in the direction that I believe I'm 'paddling' towards (using our kayak metaphor). But at least having asked these questions of myself and been prepared to give myself, and receive my own un-censored responses, I know I have nothing to fear, really. And I also know I have an even clearer map of my path and even better tools with which to make repairs to my 'rudder' from time to time, when needed.

And our 'Dog in a Cat Suit' is again as useful a metaphor as that kayak and rudder, for it continually asks me

to be clear: "Where do I want to go?". "What is my truest and most free-flowing expression and contribution (that I can think of)?" . "Is my rudder set, to take me there?" .

"Am I Barking or Meowing?"

### **END OF PART 3**



1. There is Suffering
2. There is a cause of, or reason for Suffering
3. There is an end to Suffering
4. There is a path that leads to the end of Suffering



## CHAPTER 1

### A New Future: setting the scene

This point marks the end of Part 3/start of Part 4 'New Future': a place to clearly show where we've been in the book so far and now turn to continue walking forward. A place where I'll start to expand on those **visions** and **ideas** I've been alluding to already.

In the first two parts of this book, I was talking about the struggles I was having; trying to understand what was going on, how I got where I was (internally and external circumstances). And in that place how the pieces of information started to appear which, while at first just seeming to add to my overwhelm and panic, eventually gave me new ways to learn how to operate as a human – the components, like my thoughts and learned or conditioned behaviours and habits, what was happening at a cellular level beyond and subtext to any way of putting language to it, etc.

By continuing to develop that theme and open up where things like ([Vipassana](#)<sup>1</sup>) meditation have become a rock upon which I've made some kind of anchor, I've also been able to explore and express in Part 3, what I believe is 'Prayer' and how it permeates not only every thought and action, but also is perhaps even the very 'stuff' of which all things are made. Having structures and real examples too like the work of [Robert Fritz](#)<sup>2</sup> and [Kerry Spackman](#)<sup>3</sup> which contribute to my picture, have given me a greater sense of hope for the future: tools which reinforce the new beliefs I have about myself, other people, our societies and ways the world have to be able to develop too.

For even if it were true that the future **can** be accessible to us, prior to its linear-time appearance, by our thoughts and attention upon what we'd like it to bring, it is still mostly - to our conscious mind - an unknown. To step into the unknown is what we each have the opportunity **and** choice to do every day, although many of us may resist that or sense it but not wish, for whatever reason, to step into it.

Because it takes something else, apart from hope and belief.

And that is courage.



From my limited studies of Spanish language, there's a common Latin origin between 'courage' in English (meaning something like bravery etc.) and 'corazon' (Spanish for heart). Indeed also the French for heart is 'coeur', so it should be no surprise that in finding courage for something, we'd look to the heart: to find the 'heart' for something: to 'put our heart' into something etc. This gives me quite a clear picture of preparation and application with committed emotion.

What about 'core' too? When we say something is at the heart of things, we say it is at the 'core' too: related again to heart.

It's a word well known to those of us who walk a somewhat less 'regular' path; who innovate, stand more at the front edge of things, have creative ideas and who are prepared to take the risks over and over of voicing these ideas and views. To speak up, often against the flow of mass consciousness and against traditional ways and systems. Not just for sheer 'bloody-mindedness' or provocation (as has been levelled at me a few times!), but because the 'dog who has to bark' demands this of me/us; that it will not allow those of us this-way-wired to remain quiet or in the background.

Remember that quote from the introduction page of the book? (by [Marianne Williamson](#)<sup>4</sup>): "...There's nothing enlightened in shrinking so that others won't feel insecure about you..."

[Sir Ken Robinson](#)<sup>5</sup> (who we also mentioned before and the story of the little girl drawing a picture of God) added in his famous [TED](#)<sup>6</sup> speech that children especially, are prepared to take a chance; to take a risk. He submits that **"if you're not prepared to be wrong, you'll never come up with anything original"**. This kind of talk so appeals to me and helps me find 'courage' because often one can feel 'burned at the stake' for one's ideas and opinions: like being a heretic and daring to raise counter-culture views, or hitherto unheard-of theories and possibilities.

They say too that first a new idea is ridiculed, then vehemently opposed until eventually it is accepted and becomes mainstream. Henry Ford, Thomas Edison, Gandhi and so many others (and the millions we've never heard of) understood this, perceived and saw something others initially

didn't, and had the courage **and** fortitude to keep doing so. Speaking up, birthing new ideas and believing in their validity and contribution, for long enough, in the face of much resistance, such that eventually they changed the world. Those less famous and dramatic also changed their **own** world, or that of a few people around them: the **ripples** flowing out from those humble origins.

That's how so many things work, I believe, and is also at the core of how I also 'work'/operate best: when I show my courage. To drop a pebble in the water, let the ripples spread out, reaching who knows where, connecting whoever needs to be connected by them, with no thought of reward or accolade or ownership from then on. All I own is the dropping of the pebble and my task is in becoming more and more mindful, and as aware as I can be of what I'm doing each time, and the potential for what such actions can lead to.

Living so many years in withdrawal from the world and from my self-expression was a betrayal, and though I cannot judge it right or wrong, good or bad, a betrayal is nevertheless not an act of courage.

Along the way though, my flame of courage and hope, of who I can be and what I can give creative spark to, never completely left me. Even though I became familiar with loss - often loss of people who I wished had stayed longer. Or at times in my transience it was me who moved on and haven't been able to carry regular contact on with the enormous number of people I've met, simply because of the impracticality. But there's a timeliness and acceptance that this is a price for being one who has to stand forth, towards the front; the edge (which is not always a comfortable place to be, neither for myself nor for others associating with me, sometimes). One who questions and 'searches'.

Remember a few pages ago I mentioned how often I've heard people say to me "What are you searching for?" as if there were something strange about searching and attempting to grow and learn. Especially as I journeyed into my first year 'on the road' after leaving my corporate career-life, I would get letters from old friends or colleagues (for a while, though we soon drifted apart of course) saying things like "I hope you find what you're looking for". I appreciate I have my own

interpretation of what that meant when I heard it, and it could well have been sincerely said and with good wishes. I often heard it though almost as 'pity' for being somehow a tortured and lost soul, condemned to wander in the wilderness without compass or direction. Or else it would sound like someone was confounded that I should even want to search or investigate, rather than be satisfied by all the other 'known' stuff my life could have been made up of!

Again, I acknowledge I hear such things through my own filters, but then hey: who of us **doesn't** – as the humans we are? ☺

And then I came to **this** thought:

What if searching **was** what we were blessed and dispensated to do? And that **not** to search was tantamount to stagnation (or not 'flowing God' etc)?

What if I wasn't 'searching' per se, in the way someone who has lost something searches, but instead that the search, enquiry, pursuit was in itself a way of exploring and expressing in this world? A way of interacting, conversing with life, asking questions to receive answers (and often more questions!)? A vocation in itself.

Is someone who goes to church each Sunday, for example, 'searching' any less than I? Asking questions, seeking out answers, seeking out God, connecting and communicating with God also?

If all attention and such communication with 'whatever we perceive is out there, the unknown' etc. is prayer, by our earlier discussion of that topic, then could not that 'search' be the very experiencing of life, of God itself?

So to search, for me, is a given: a positive way of growing, learning, contributing, expressing and communicating with the stuff of life.

It takes risk and courage to creatively show-up as that each day. Sometimes I do, other times I notice I don't. Yet this doesn't change the core of me ('coeur' of me!) nor the urge to continue to find new things to search for and new ways to search, explore, innovate and, I hope, bring things into being: things that may not previously been seen or thought of before.

So that's the theme and direction I wish to take us as we get underway with this the 4<sup>th</sup> and final part of "If you're a Dog, you gotta Bark"!

Having emerged from a time where my whole day was spent trying to cope with my own problems and struggles, I feel I now have more time, willingness and energy to somehow be of help to others who may be going through something similar: not in a carer/therapist kind of way, nor as a teacher/coach etc, but I know there will be a way. Maybe my role is to continue to send out ripples: ripples of ideas, offers, information, connections (to other people, things, events etc). This 'rippling' activity is, for sure, going to be at the heart of that next period in my life, as it will be also, I predict, for many others too. I'll get into outlining my vision of that very shortly now.

What if even this book has some help-value for even **one** other person? That in relating my own struggles and the solutions I formed with the help of so many others with their books and courses and theories, someone else too may identify this with their own situation and find support and validity. By validity I don't mean to justify one's remaining stuck and helplessness, but rather at least validate 'where they are at' and that maybe they're not as crazy, lazy, uncommitted or whatever, as they may be thinking they are, after all!

Just as so many of those books by [Lipton<sup>7</sup>](#), [Dispenza<sup>8</sup>](#), [Gray<sup>9</sup>](#), [Fritz<sup>10</sup>](#) and many more have been invaluable lifelines for me, what if too, one day, this book here (and its pulling together in one place of so many others' works) became someone else's lifeline too?

I have this wish, and it's not an uncommon wish perhaps, for a human (especially now one with life experience and the liberation that comes with having championed over so many false self-perceptions in life) to see more and more people, become empowered. Not against their own will, direction or timing (for force of any kind can never work, nor can the imposition of an idea or information ahead of its proper time). But instead, in some way such as for those not that far away from where I now stand – that first 'ripple' if you can imagine that – this may now be the opportunity to take a step

forward; a step that includes a willingness to question the purpose of their daily work or activity, or connectedness of their relationship, for example. A step that does **more than** question who is really in control (seemingly) of their life, their beliefs, behaviours; from the financial organisations to religious and governmental structures.

Perhaps also beginning to no longer agree to be as compliant if it doesn't serve their greater 'being'. Rather to seek more self-knowledge, self-experience, self-direction, much of which can begin by an honest wish for healthy self-inquiry. To start to create in one's self a view of one's own life and meaningfulness, beyond one's traditional or conditioned ways.

## **De-Toxing the Mind**

I believe that it's not only in our minds that such empowerment will happen, but also in our physical bodies, as more and more people begin to experience the results of stressful living, depleted diets and the effects which prolonged mental and emotional and psychological stresses have on the body.

I know that there's probably more activity going on in the world in terms of sports participation now; gym membership, yoga, jogging, Pilates and all kinds of new dance and movement waves like Zumba and Nia etc: in fact innumerable ways which can help us keep fit, healthy and active. And I agree that the connection of mind & body, each being healthy, is vital to the healthy 'whole'.

What I'm getting at though is more that there seems so much focus going on getting the body 'worked out' and physically healthy/in-shape, but on the other hand, we're seeing more and more sickness and diseases, conditions, breakdowns and multitude of other things that shouldn't even be happening if our technologies and budgets etc. were being aimed at the **causes** instead of the symptoms.

There are a number of things contributing to this, including the foods we eat and the toxins that are now getting into our bodies. We find this in food additives, pesticides, fumes and pollution from traffic as well as the many plastics

and processes to make them. Also the toxicity and damage done by many pharmaceutical medications which in themselves are becoming one of **the** largest factors in the sickness and death of our populations. (That in itself is an enormous subject too big for this book, though we will allude and refer to parts of it, and there are volumes and volumes of material, papers, case-studies in support of the cover-all statements I'm making here, for those who wish to investigate further).

Also it's not just the 'toxin' itself but the 'stress' it can put on our immune systems and healthy brain functioning, together with all the other anxieties over job security, debt and money worries, relationship breakdowns, societal problems, issues of meaninglessness in life, stress of addictive, compulsive behaviours like gambling or pornography. The pace of life, including driving and traffic related issues.....**all** of these when operating or existing in one's mind, have a **huge** effect on the holistic inner balance, regardless of 'physical exercise' as beneficial as that in itself can be.

For I believe that unless we're each able to do some rigorous **mental/emotional** detoxification, (as well as bodily detoxification), then true empowerment is an unattainable goal.

Remember what I said earlier that I used to guide my massage and nutrition clients with? That 3-step approach of:

1. First stop putting crap **in**
2. Second, start to get all the old crap **out**
3. Third, only **then** is there room and receptivity for something wholesome and nourishing, like nutrition, to enter.

I believe to 'cleanse the mind' and an individual's human psychology enough to enable something new and empowering to be possible, one has to 'de-tox' beyond the thoughts and language-based parts of the mind. To go to a cellular level that is as much a part of our mental-emotional processes, as are our physical bodies.

From many of the things I've read, studied and experienced first hand over the last 10+ years, and especially

in working one-to-one with people in the various arenas that I have, I'm in agreement that the link between our outer world and our inner (even cellular) world is inseparable. That what is going on in our societies and daily world, and how we perceive it, what it supports and what limits it places upon us, cannot fail to have impact and effect on our overall wellbeing – be that psychological or physical.

A highly regarded social-economist in the States ([Paul Zane Pilzer<sup>11</sup>](#)) is well known for his ways of forecasting economical trends which are interwoven with societal trends, as well as for observing population demographics and the various different motivating factors upon different generations. He's also become well known and well quoted in many entrepreneurial arenas for saying that the state of health-wellness of our populations (in USA, Australia, UK, New Zealand etc. especially) is not so much a 'health' issue, but an economic one. He has much support from many sectors, (though probably not from the medical or the processed food sectors!) in his observations that what is called the 'Health Service' is actually a 'Sickness Service' (mostly). Ie. an alarmingly ever-growing number of people who are 'customers' of those medical products and services are there because they are 'sick' not healthy.

Again, an enormous and complex debate is possible (and happening elsewhere), but most of us by now are familiar with (and even beneficiaries of) an equally blossoming rise in the forms of pro-active and preventative 'health-care'. These include many forms of therapies (previously known as 'alternative'), herbal and natural-diet-based practices, Indian and Chinese medicines and practices (like yoga, Tai Chi etc.) as well as whole-food nutrition and supplementation to name but a very few.

These form part of the vanguard of the new era of self-determination and direction for our populations, because a fundamental part of them is self-responsibility (which can lead to self knowledge and self-empowerment). In other words, the individual is both responsible for whatever state of wellness they have, or not (across the whole spectrum), how they got there **and** their part in the re-balancing as a whole: an equal collaborator and participant in the whole picture.

To those who would vehemently contest that they are **not** responsible, Bruce Lipton<sup>12</sup> says that he had to put it this way, to help people with this. That the person is personally responsible for everything in their life, **once they become aware** that they are personally responsible for everything in their life. This would imply that one of our main jobs could be to help ourselves and others to start to become aware that there is even a process and responsibility to be aware of and having, before we get into any other more advanced stuff, or ever hope to embark on changes and courses etc, without knowing first where one is starting out from.

So, this is quite different from how it is still in the traditional 'accepted' allopathic world, where we feel we can sort of do whatever we want to our minds and bodies (with no real understanding of how they work or what we're doing!) and if anything goes wrong, someone else who has a qualification or tools or drugs, in exchange for money, will 'fix it'. That we have no expertise or valid input to make in the whole process, let alone responsibility. And with that abdication comes powerlessness, not only in the causes, but also in many of the resulting outcomes, long term conditions, limitations and even death(s).

And by the way, the medical/pharma/sickness arena is but one of many where similar unwillingness and deliberate non-encouragement of self-responsibility and self-determination (ie. autonomy) is prevalent. How we are governed, what spiritual or religious forces determine our lives, how banking, finance and money are used to essentially continue a centuries-old human enslavement system, and we haven't even mentioned the traditional education system yet either, have we?

## **Education, Career, Work, Business**

The mainstream education model we use in our schools, colleges and universities, not only in the West now, but which has spread throughout most of the world, is one that was largely created within the last 200 years. Specifically in the Industrial Revolution, countries like Great Britain developed a huge world-empire based on its dominance of how to win



resources (iron, coal etc.) from the earth to make things (with steam, electricity etc).

The education model is a 'knowledge-based' one, which has a few basic tenets at its core. First being that, as humans, we have somehow come into the world like 'empty vessels' (especially brain-focused) that need filling up with information and knowledge so that we can do useful things in life, especially to make money.

The second is that in that boom period of industrialisation, the sheer scale of things demanded man's labour to mine, manufacture, build and produce all this new 'stuff'. Corporations and employers needed people to know a certain amount to be able to do those jobs, and education systems were formed to create an endless supply of labour, from the most basic and manual to those skilled in design, technology, sciences and economics.

Education systems were set up in a sort of factory-production-line way, to produce employees that would work 'for life' for companies and employers. There probably seemed no end to the resources available at that time (human or mineral) or to the opportunities that more and more factories and more and more production could manufacture.

This description, as you've probably already worked out, is a dramatic over simplification, and there are shelves of books in libraries throughout the world where more information and detail on every facet of the industrial revolution and the birth of, and mitigating factors involved in the development of the western education model, maybe found.

Some of where I want to develop this topic however, is supported by notable speakers such as [Sir Ken Robinson<sup>13</sup>](#) (again) and his assertions that our current education model is primarily academic and based on promoting more intellect and brain-based intelligence. He advocates however that it must begin to open up the **creative** intelligence and expression of students too, for their free-flow and talents; for them to have any chance of thriving and surviving in the world of rapid change, and the structural decay we are already seeing today. A decay which will continue into the future, a future where we cannot even predict what it will look like in 5 or 10 years, let

alone to the age of 'retirement' (if that will still exist then) for children presently in schools today.

Robinson, like many of his peers including such vocal ones as [Robert Kiyosaki<sup>14</sup>](#) (famous for his pioneering economic views and 'Rich Dad, Poor Dad' series of books, espousing entrepreneurship, not employee-ship) go on to challenge the current education model and system of knowledge acquisition for its focus on attaining 'qualifications' that are intended to guarantee jobs (and still jobs for life). Yet we're clearly observing a world of education, job, career which, whilst it may have worked and been the most ideal suited model in the days of its invention, is rapidly becoming a dinosaur in a world requiring something very different as a system/structure/concept of 'what we do with our lives' vis a vis 'work, job, career, vocation'.

As an example: in my promoting of Life-4-Us/referral-marketing as a valid and viable career option, my experiences and conversations with students and younger people (18-25 especially) seemed to bear out the growing amount of research and articles that say these people don't relate to 'that world' which applied to their parents and grand-parents. In fact they've often witnessed their parents losing jobs and not being able to find further employment, let alone a 'good job for life' (regardless of their qualification and experience and education). So "if it (the traditional system) didn't work for them" (they are hypothetically asking) "then why are you trying to offer me the same model, and one geared towards the aspiration of something becoming redundant?"

These younger people are also looking at the meaningfulness and relevance of what they want to put their time and effort into. This includes money by the way. Look at the enormous cost for the individual to get a tertiary qualification now, which all their peers also have and which still gives no guarantee of a job/career or income, only even more debt and financial pressure to add to the influences on the decisions and activities they then have to make.

Why wait (like 'my' generation is now experiencing) until your 40s and 50s to find out it's no longer working (or serving you) to tread this path (if you're also one who feels this way too)? And realising that at such a time of life, a

complete re-education and re-**orientation**, not only of work and skill, but also **world view** are needed to bring back a sense of meaning, satisfaction, fulfilment and especially financial security and reward into your life?

With all our new and ever-evolving technology, information, communication systems, depleted material resources and bright young minds, what is it that needs to change or be different now to equip more people to play a valuable, empowered and responsible role in their societies and world?

I think this quotation/extract from '[Zen and the Art of Motorcycle Maintenance](#)' by Robert M. Pirsig<sup>15</sup> has something to offer.

People get caught up (in the whole world of pizzas and neon lights and entertainment on TV etc.) and seem to go through huge portions of their lives without much consciousness of what's immediately around them. The media have convinced them that what's right around them is unimportant. And that's why they're lonely. You see it in their faces. First the little flicker of searching, and then when they look at you, you're just a kind of object. You don't count. You're not what they're looking for. You're not on TV.

Technology is blamed for a lot of this loneliness, since the loneliness is certainly associated with the newer technological devices (TV, jets, freeways and so on). But ...the real evil isn't the objects of technology but the tendency of technology to isolate people into lonely attitudes of objectivity

Is our orientation of education in need of radical re-design? I believe it is. The current model, as we've briefly said is being maintained to serve industry, corporations, governments and the economic stability and viability of nations. Contribution to society and national prosperity is not a bad thing, but I'm perceiving now the orientation is 180 degrees out of alignment, if we're wanting to truly create a new world, one free from wars, domination, crime, violence, poverty, disease, unrest and abject emptiness of meaning.

I had the opportunity to speak to a group of university students in Auckland a couple of years ago, from the angle of opening up a new view and possible way of looking at career

and education, initially from the generic point of view of entrepreneurship, such that can be possible with referral-marketing types of business (as an example). My brief was not to do a 'Life-4-Us' or network marketing opportunity-recruitment meeting, rather to be part of understanding where such business offers may serve communities of future population, or 'workforce', let's just be clear about that before we go on.

I asked them to imagine being back at school, say around 14 or 15 years old, when they were already having to choose the subjects that they'd be examined on, and upon which almost all of their higher education studies and future work options would be based.

The image I painted for them was first to imagine themselves and several hundred of their peers in the lecture hall, being given a speech about what job or career options were available, what qualifications they'd need and thus what colleges, universities and subject choices they were now going to have to make. How they 'felt' about that and imagining that hypothetical scenario was mostly apathetic: uninspired. Not rebellious, but sort of somewhere in the middle of "oh well, that's just what we have to do".

Such a route certainly keeps universities and educators well employed, and keeps a steady stream of competing graduates funnelled towards waiting employers to keep their companies and business well fed.

But where is the student and their overall life-needs being served (not merely their occupational and hopefully, income needs?)

I then asked the group to imagine it going a different way: that the speaker would ask them if (even at that young age) they still had a dream or goal, not merely a job description or role: something important for themselves or for others that they personally wished to create in their life. And if they did have that, did they have a belief it could actually happen, that the ways and support of other people necessary were possible and more; ready and waiting? Did they believe there was something more to life than just working for an income and largely working for someone else for that income?

Their responses were much more positive and animated than to the first scenario.

I continued. "So, what would it look like then, if the education we provided you, the subjects and relevance were all geared to **serve** you in making those 'no limits' dreams to become reality? What would any job or career/income model have to look like: conditions, hours, location, earnings etc, to get your approval and to be the vehicle to help you attain those goals? Because if it didn't offer you that, you'd not take it, but instead find better support and service elsewhere and 'our offer' would be little more than a concept or nice, quaint idea for you".

It's about re-orientation to put the individual first: their direction, dreams, goals and empowerment. For empowered, free-thinking people do not (as the current authorities fear) become uncontrollable, rebellious, lazy, vagrant or unmotivated: instead they are able to make healthier choices and free, self-directed choices, including self-responsibility for the consequences of those choices.

As [Robert M. Pirsig<sup>15</sup>](#) said (again, in [Zen and the Art of Motorcycle Maintenance](#)) back in 1970, ".....the system (civilisation, society) is better served not by mules but by free men". And creating free men and women must begin, in this context, I believe with a platform of education and societal, environmental stimulation and validation of who they uniquely are and what they have to offer the world.

Like our own personal habits and routines, our 'systems' are also now self-perpetuating because 'we've always done it that way'. But in an emerging and 'developing' world (it's always emerging!) and population, such as we have now, we cannot create something new and appropriate for our era, out of old, habituated systems of control, top-down governance, nor any other form of denying people the knowledge of, nor access to their self-liberation and ways to activate their full human potential.

If such systems do not willingly begin to comply with such dramatic change, from within, they will surely, I believe, get torn down, just as did the Berlin Wall in the 1980s. Or else they'll become so isolated and unable to respond and feed

themselves any more that they'll simply become extinct, just like the dinosaurs of those by-gone eras.

By the way, [Bruce Lipton<sup>16</sup>](#) has some fascinating insights into all of this too in his later work '[Spontaneous Evolution](#)'. I agree with him, for as we now know so much more about our operation at a cellular levels as human beings – a collection of trillions of cells in our 'human-community' body – so we're also seeing that healthy, empowered, free-thinking humans gather into 'communities' and societies with a greater purpose (than just surviving, or working to have money to buy things). That being the elevation, health and empowerment of the community and benefits to every individual in the process. Unhealthy, disempowered, disinterested and non-compliant, non-free-thinking, un-liberated humans cannot make up a healthy, whole society. Is this (latter) what we're currently seeing around us?

That's why I personally feel motivated now to liberate, self-inform and express more and more of my human potential and share what I'm discovering with others, because the world, and society that other such-empowered humans will make, is the one I now wish to live in and be a part of creating.

There are already, for example, illustrations of this in established alternatives of education platforms for children, like Rudolph Steiner and Montessori schools, whose approaches are much more 'child-focused' first: to understand each young person, the ways they operate, express and are motivated: how they learn. Then to say "how can we help that process? Support and guide their own expression and growth, not with rules and control and blind dogma, but with information, opportunities appropriate to each?"

A mass-production-line system like we presently have, is only concerned with getting students out the other end with some sort of qualification, which usually acts as a further passport to more years of extended, knowledge-based education. It doesn't have time or room – for it's not designed to have – to enquire into the unique development of each individual, whose contribution, skills, desires and natural expression are either squeezed out, overwritten or dismissed, in the false premise that it will not be required nor help them

'get work'. This is still the whole purpose of that system and thus it continues the 'business as usual' of a life and culture that's not really receptive or welcoming of change, of creative self-expression or autonomous, free-thinking, empowered people.

Even new thought leaders like [Tony Robbins](#)<sup>17</sup> and others who understand the changing needs of adults (who come to see their old conditionings and aspirations no longer work for them, often in mid-life) are also active in creating new education programmes for children, and empowering the adults to serve the child's growth as a unique and valuable individual.

Children who will become free men and women, who will naturally be able to access and enact their willing service and contribution to others, and to a better community, society and world as a whole.

## **Entrepreneurship and New Vocations**

So, if I'm saying there needs to be or seems to be a need for a radically different, 'individual-centred/serving' method of education, what kind of knock-on impact is that going to have on the whole notion of 'works, jobs, career' and thus income?

Well, a simple answer is that that's all going to radically change too!

If we're beginning to ask big questions like "what's the meaning or purpose of our lives?" (and the answer is seriously **not** something like "To have a good job") then within that we're probably also needing to ask "What is the role and purpose of 'work' & income-generating activity in our lives?". "What kinds of work or activity will fulfil me and enable me to make a meaningful use of my life?". "For what greater goals and visions is it important for me to generate income?" and even: "How much income/access to cash-flow will I need, and where will I find this?"

This last question and many similar ones certainly do not look like they're going to be answered with the old or current job/work/career scenarios, where there is competition (not collaboration) for limited places, limited salaries or hourly

rates (set by whom, based on what, it's worth asking?) locations, hours of work, colleagues dictated by someone other than ourselves and all kinds of other protocols like how best to know and contribute one's best talents and experience, human communications and interactions. Let alone how we're still prepared to own expensive cars that run on diminishing fuels, to sit in traffic to go to a place other than where we may truly want to be, to do something that is not necessarily that fulfilling, all the time knowing that we dare not stop or get sick because our income stops: and if long enough (alarmingly it doesn't take that long, for many of us), so do our choices, free movement and free expression in this world.

When most professional coaches, mentors and experts all point to entrepreneurship (or at very least working for ones-self) as the way to break free and create wealth (in the greatest sense of the word, not just a wage or income), how come we still don't teach this from day-one as a valid option for all students in schools and colleges? Instead we wait till later in life when frustrations or loss of choices or something else forces us to look into this arena that we hitherto knew nothing about, or very little, or we even did know of it, but thought that was just 'for other people'.

In the educating of the concept of entrepreneurship early on, I'm not advocating a continuation of more of the same kinds of business, industry or economy that we currently have and have got us where we currently are. I'm meaning how does 'entrepreneurship' in an income-cash-flow vision, connect with the free-thinking self-aware, self-responsible, self-directed individuals, and for what greater reasons and purposes?

In my 9+ years of connection with referral-marketing, I've heard and read **so** much about how it is (mostly self-) touted as 'the' solution to a question I just encapsulated before. And to a large degree, in the overall principle of 'free market enterprise' for the average person, with no other business background, I believe it **is** head and shoulders over any other currently available model.

That's not to say, however it is the only model, or that others available won't sooner or later overtake it, or that there



won't be newer, fresher, more accessible models in the near future, because there probably will.

With what I've seen though, and from my own experiences of one company and 'the industry' (now that I can understand and validate all of my operating styles, motivators, ways of perceiving things and needs that must be met for me to feel engaged and able to make my unique contribution), I can see a number of short-comings, potential limitations and blind spots such companies and opportunities have. I also believe I see 'the industry' as it still calls itself, partly in its own naming becoming both the jailor and prisoner of its own walls, and which keeps itself from keeping up with the ever-changing nature of the business/work/economic world (as it rapidly morphs and changes).

Or from taking on a more 'relatable' appearance, for the growing number of people who could benefit from this very model and 'industry' if it weren't so insisting of still (proudly) calling itself 'the network-marketing or multilevel-marketing/referral-marketing or direct-sales industry'. For that very label, perceived identity and connotation that go along with it still, in large numbers of people's minds, is I believe still largely responsible for significant numbers of people not seeing it as a viable vehicle for themselves goals and incomes, and not being able to access the many benefits there are to be had.

It's using old language that paints old pictures and associations in the mind.

I'll expand on this in a moment.

We can already see in such models how people are free to create however large or small organisations they wish, through their referrals of a product or service or system which they also consume, use and benefit from. Depending on the exact nature of any company, their compensation and niche, such models offer anyone the chance to create a self-empowered income, usually residual, working on co-operation among members, not competition in the usual dog-eat-dog business world ways (ie: fighting each other to get small and diminishing pieces of a finite pie).

As I've come to find out, however, and have documented in my experiences intertwined with my own

personal challenges over those 9+ years and more, whilst there's usually a simple core system of principles or actions, the following of which should (all things being equal) create the intended income results, it's much more subtle than this because the nature of the **individual** attempting to apply the principles (from within his own world-view drivers, preferences etc) is uniquely different from person to person.

Which, like it or not, **does** shape the results.

For even though one is celebrated and encouraged to have the freedom to set their own hours, location, workmates etc, if one cannot completely adhere to the most optimum of systems shown to give the 'best results', one can still fail to 'engage' with the activity (due to one's own innate style) or to succeed. One can struggle on but not ever change things, try to make oneself 'different' (ie. meow instead of bark) or more often quit with a bad feeling and experience which itself can become the subject of 'word of mouth'. All of which can work against the very liberating opportunities and successes such models stand for in the first place.

My concern is that there are millions of people who 'try it' but don't 'fit it', when I think it's more about getting the 'it' to fit the person, and be able to serve them as a vehicle, not a dogma. Just like any form of 'job' or occupation should be doing. I'll continue developing this theme as we go.

And like with what I was saying of current education systems and workplace scenarios needing to change to put the individual first, not the company, system, product or industry, I also believe the next step forward for referral marketing is to do something similar, and more. To cease to differentiate itself from any other sector or trade by its name: ie. referral marketing, retail, wholesale, hospitality, engineering etc.

Not that it's 'wrong' how it currently has been, or was in the past, which created a lot of success for many companies and individuals. It's just that I perceive the times are changing and our models and methods need to keep pace. Even better, for those who 'innovate' and like the challenge; to be **ahead** of the change and actually be the **cause** of it and the heralds of it. That certainly gets me more excited than going to opportunity meetings or ringing 20 friends to tell them of this or that exciting new product or opportunity (per se).

Remember I quoted [Roger Hamilton<sup>18</sup>](#) as saying “Your (Wealth) profile will not determine your industry, but it will determine your role within it”? I believe there is something there for me and other courageous risk-taker souls like me in this kind of work, to contribute to and find resonance with and benefit from.

A quick aside, just to give a briefest of summaries how that essence of referral or network marketing works. When buying something retail, which is our accustomed norm, we agree to mark-ups of 100% from manufacturer to supplier, supplier to wholesaler, wholesaler to retailer, what can cost \$10 to make can cost the consumer \$100 or \$200 in a shop, just so all the other middle men of our accepted, habituated ways of doing trade can continue. And while its OK for anyone to legitimately buy and sell and make a living, a question can be asked such as “What extra **value** is being added to me product by all these mark-ups?” The answer is frequently ‘none’.

Referral (or word-of-mouth) Marketing is where someone uses a specific product (or could be a service), buying direct from a company with no mark-ups (many of whom also manufacture their own products, some who don’t, which are thus more like catalogue-companies, still buying and selling others’ goods through a network of consumers). If they enjoy or benefit from that product and see specific value in it, it’s human nature to talk about things and share information and tell other people. We already do this with movies we like of course, or about a mechanic we got good service from, a mobile phone deal that saved us money etc.

The difference is that we don’t normally get a ‘thank you’ commission cheque from the cinema, mechanic or mobile phone company, for bringing them more business that they didn’t have to pay to advertise to get. With referring a product of a referral marketing company, we can. The amount of compensation and how it all pays and works is different for each company and it’s not the place of this book to give some kind of detailed presentation on that, by the way.

Some people work well gathering a large group of loyal, repeat-ordering customers to support and service, thus creating a residual income, from their deliberate referrals, not

from stocking and on-selling products. Others prefer the actual business model itself (more like a franchise) and thus gain leverage of other consumer-referrers, who also do the same, thereby usually creating much larger outreach and incomes. Again, the specific details vary, but that is the bare bones of the principle of it all.

For my example, with Life-4-Us, I don't buy and sell (nor stock) product. I use only what I use for personal consumption and daily health benefits (sharing that info with others) and then any referred customers or members also buy direct at the same price I do (no mark-up). The company pays me monthly commissions from the pool of money it would have otherwise had to spend on advertising, marketing and middle men. As the referrer, I'm paid from that pool instead, not from inflated mark-ups on individual product price (remember, that is how the **retail** industry works). It makes it quite a simple business/income when it all flows right.

It can be a different or up and down experience for each individual, but in essence that is how it works. Just so you know.

Now, we're already getting used to loyalty cards as customers at various places, especially cafes or the massage therapist etc, where we may buy 9 and get the 10<sup>th</sup> free, for example, to reward our own personal, loyal repeat business.

This is a great way, and natural evolution of business-to-customer relationships by rewarding loyalty and creating incentives to do more custom together. So far. Everyone is comfortable and happy with this arrangement, I would imagine?

It's a bit different though from the network/referral model – **currently** – but I predict it is changing (and of course I'm not the only one saying that!).

Within network/referral marketing, often our referral is a natural and very authentic thing to do, as many real benefits happen (if the product was not beneficial it would not and should not survive in my opinion, or be deliberately referred on only for the purpose of making money out of it). But my experience, and that of others I've interviewed show it isn't **always** so natural and spontaneous (as are that movie, that

great pizza, hardware store deal advert you heard on the car radio driving to work, etc).

Not that this is wrong, bad, out of integrity. No. I just think it moves it a bit closer to 'sales' (which is also perfectly fine and valid way to create income) than referral. And each person needs to feel clear and comfortable in themselves along that continuum.

We rarely sit down the following day after seeing that great movie, or having that delicious coffee at Joe's café, and ring around a whole list of our friends and contacts to tell them how great it was and invite them to go try it out too, however. Is that because we're not paid (or offered a potential reward) for doing so? Maybe. Maybe not.

If that was the motivator in us, we'd all be massively and deliberately referring everyone to everything everyday: most of us would have joined and succeeded in network marketing companies too. But we don't do we? Turns out there are other motivators than money of course, like autonomy (self-directedness), mastery, sense of meaningful activity, purpose and all sorts of other things, which we're coming to.

I was trying to understand this for myself - in those times when, for the life of me I could not find a motivation enough to share my product or income opportunity with other people - plus I was observing colleagues and people in my own team **also** low on motivation, I encapsulated it as something like this: "It's immoral and unethical if you make money out of referring/selling to me": but "If you don't make money by referring something to me that's OK, even though someone **else** gets the business and/or income out of it".

Maybe it could also depend on the actual experience you had and your way of sharing information freely when you enjoyed something, simply because you enjoyed it and you sincerely want your friends to enjoy it too (much of this is influenced and driven by parts of the brain and its pleasure chemicals stimulation, all as previously explained).

Think of how easy it is to share-on a YouTube clip or Facebook these days, or forward on a email of something interesting or funny, to several friends at a time.

Now, where I see this developing though, is a cross between referral marketing type 'rewarding' and loyalty cards: stay with me!

As more and more businesses are competing for your dollar and custom, they're having to get smarter and smarter about how they attract you **and retain** you. And you are also, through natural, spontaneous word of mouth, their best marketing device now, especially as radio, TV, newspapers and ad-mail means are costing more and more to run (which all has to be included in your product/service purchase mark-up, don't forget) and delivering less and less results as we continue to tune out, switch channels or turn off to the 'noise' of traditional advertising media.

If they want to retain your custom, sure, they can reward you for your loyalty. Everyone is doing that now too, eh. But what if they went a step further and regularly, consistently rewarded you also for the new business and future loyalty of the people **you** refer by your spontaneous word of mouth?

Wouldn't it be in their best interest therefore (think of a café as we explore this together) to make your experience of doing business or transaction with them better and better, knowing that you are surely going to tell others? Of course it does. Maybe they would even ask you for input on some new product or design or enhancement of décor, or something, to make sure they're always on the right track to retaining and pleasing you: **and** reward you again for helping **them** to keep you as a loyal customer and do more custom with you?

Do you think that if you sent a handful of friends to that café and you got 50 cents cash-back each time **they** got a coffee there, you would keep doing it a) because it's fun and easy to do b) because your own coffee is now at essentially a discounted price or even paid-for outright? I'm sure you would!

And not just a once-off cash-back either, but ongoingly because you made those referrals who are now also regular loyal customers doing their **own** referring to their friends, getting **their** rebates, some of which benefits you too, because you started the whole thing rolling. On and on, month by month. This is the way referral really works. It's been around for quite a while, in specific arenas, and its going to start to

become quite epidemic and accepted practice sooner than we may think, I believe.

When it starts to look **that** good, you'd naturally want your favourite café-hang-out to thrive wouldn't you, so you can keep enjoying it. So you have almost become a member of the team! A contracted, self-employed marketer for the café! You share in their success and longevity because you get **your** thing out of it too!

**And:** here's the next level. Because you are, or are becoming a free-thinking, self-directed, empowered human, barking your authentic bark in life, and being more and more open and willing to assist others find the same inside themselves, you are **very** interested and motivated in co-creating a 'community' where you all win. That includes the café and its owners and staff. You actually want to see them prosper. It becomes a part of your way of life and how you interact with all and any with whom you make transactions then: social or commercial.

It becomes cyclical: even iterative. For the more the café can also help **you** by what they bring into your day, each time you go there or enjoy their coffee etc, then the more that action adds to your own 'pot of wellbeing' in that experience you have more to give and overall therefore, everyone in that community experience more 'going around'.

If such a community started to exist like this, then everyone, in every type of trade, business, retail, wholesale service etc. would be 'paying commissions for referrals'. And thus 'network marketing' as a distinct industry, separate from other industries and forms of doing business, would cease to have that identity or 'to exist' per se.

I'm not suggesting these companies and the way they 'do' business would cease to have meaning or to exist, just that if everyone was now doing it, and the 'it' becomes so integrated into all business, there would then be nothing distinct to name, as a method of transacting business or a particular industry. No separate identity anymore, which I think would make a significant difference in many ways all round.

I think (from what I'm regularly reading in forward-thinking media etc.) there are other changes a-foot and the

above is just one of a number of re-thinks on the customer-business relationship platform. For example, as we just said, social media is rapidly redesigning the landscape of how customers – satisfied or dissatisfied – broadcast their experiences and feelings freely and instantly via Facebook, Twitter and many other forums.

With most companies having websites and Facebook and Twitter accounts, they are thus willingly exposing themselves to the feedback and critique of customers. So wouldn't it, again, make sense to make as sure as one could that what your customers experience, think about and tell others about is as favourable of your product, service and company as possible?

Definitely.

Sure you can keep sweet-talking them and offering them rewards and loyalties etc, but that is still maintaining a sort of 'us and them'. That kind of thing that still exists in a watered-down form of where a company or manufacturer or retailer had some sort of 'control'; they had the power over the poor customer (eg. you can only get it in red; you're not using it properly; no we can't send a man round – read the instructions; no you can't get a refund now after you've already started to use it, etc!).

It was almost that in the hierarchy structure (and we're going to open **that one** up too, in a moment) there were directors or owners at the top, all the way to sales reps or shop floor workers at the bottom, and then **you** the customer, subordinate even to **that** pyramid!

Now at least there is more parity, and I believe it will develop even more to the point where there is a peer to peer relationship between a business and their customers; where the customer is invited even into the design stage itself to help create more of what the public may want or want to use, not just get some customers to be market research guinea pigs **after** the product has already been made. Too late: they'll talk on Facebook and all the company's investment in getting their product **that** far will be out of the window, if your guinea pigs don't like it!

How amazing, I'm just thinking too, for there to be a peer to peer relationship with you and your doctor/wellness



practitioner, for example. Where they have training and experience, but without you they have nothing to go to work on, so you become a collaborator and co-author of your own treatment and wellbeing story, the resulting understandings, recovery or pro-active wellness together: wonderful!

## **The Necessary Development of Word-of-Mouth Referral**

I believe that referral ways of community-building entrepreneurship - including companies who are forward-thinking and acting enough to get 'themselves' further and further out of the limelight in order that their service is what we experience, more than their name or kudos - have great potential as agents and vehicles for social and economic change.

Regardless of my personal 'struggles' and frustrations to make meaningful headway with one company (which is **not** really 'about them' we can easily see!), I also believe Life-4-Us (for example) and the independent promoter-referrers it attracts, are also well placed to play **their** part in such a bigger picture in our coming future, and in the inspiring and facilitating or personal self-direction, self-responsibility and overall health and wellbeing of the population.

Not only physical health, but the mental, emotional and even financial health of an extra-ordinary number of individuals and communities.

For this to come about, however, I believe the kinds of defragmentation and re-evolving of new methods and directions, like I've just been talking about, will need to happen. It's an ongoing process and of course all that **has** developed up until now has played its perfect part and sets up a platform for the next series of developments to occur. It also facilitates the next group of innovating and implementing people to show up too!

One of those evolutions is in the area I hinted at before, where I believe there needs to be a much greater 'fit' for a much greater number of people. For example, my experiences were that the 'shape of it' (the traditional system and encouraged way of working in a referral business) and the 'shape of me' (ie. my own skills, talents, experiences and

preferred ways of working, being motivated and seeing the world) were not a 'fit'.

I know for certain I'm not alone in this, for there are practically millions of people who are intelligent and capable, who have looked at this business model, or who have tried to 'fit' but have not succeeded, and thus walked away. You could legitimately argue that, like any other 'business' there are particular skill sets needed, temperaments and personalities best suited to the work and to this degree I agree, especially in what we see of those who do achieve success, incomes and statuses possible. However I still contend those are a minority, and the majority are only heard of in reference to those who struggle or fail, leaving or bad mouthing the whole concept.

When we (inside this kind of business) are so keen to tout that **anyone** can do this and succeed in this business 'where ordinary people can make extra-ordinary incomes', surely it is **not** in our (or our 'industry's') best interest and ongoing reputation to let the (large) proportion of 'non-fit' or failure continue, if it **could** be otherwise?

That's one of the compelling reasons why I believe changes and new strategies (that keep up with and are even ahead of current times) are needed. I've already alluded to referral-network-marketing being effectively its own jailor and prisoner alike, in that by continuing to use the name and distinct 'industry' of 'network or multi-level marketing' etc. along with also people's perceived connotations of what to them it represents (now or in the past), it reinforces its own walls which keep 'it' boxed in, tied to an aging, limiting image. And it keeps millions 'out' who are the very ones who **could** be served rather than discarded if, (as with other businesses), they too were oriented as the **real** focus and business intention, much more than I see it still today.

Mention or even get close to a conversation to the average person on the street about ways of buying products direct, or of getting 'thank you cheques' for referring other people to do so, and one gets questions like: "Is this one of those pyramid schemes?" or "like Amway?" etc. When asked what they mean or for their experience, the person invariably has in their mind an image of a triangle-hierarchy shape business structure, or perception that only those at the top or

who 'got in early' make any money, the others don't. Or they believe products are at vastly inflated prices from similar stuff you can buy in the shops, just to pay those 'few at the top' inflated commissions. Or it's some kind of scam you have to pay quite a lot of money up-front which you never see again or anything back from, instead all you get is a garage full of boxes of stuff to flog or force onto your friends, who soon cease to be your friends....and so on....

Sound familiar?

The world is full - too full, in my opinion - of such stories and people with them, whether by their own direct experience, that of others or just plain ignorance of any other more wholesome story.

How have we allowed this to happen for **so** long (over 5 decades now): not only allowed it to happen in the first place, but to keep on presenting something where a large number of people are **added** to the sceptical, cynical disappointed or negative, ever week?

There are so many companies doing versions of these systems and so many people doing their versions of those versions, it's impossible to tell where much of the impact and reinforcement of this less-than-positive overall perception is coming from. These days there are high standards of business ethics, regulatory and governing bodies, like the Direct Sales Association (DSA) or Better Business Bureau (BBB). In fact most companies who are now regulated by and doing business compliant with such bodies, are probably among **the most ethical and reputable** businesses and companies on the planet.

And yet the 'myth' and negative reality, not to mention lack of ability to more powerfully and successfully serve more people, still exist.

Something I learned/was offered early on when I was studying independent entrepreneur models (or any model in business, education, government etc.) is that if things continue to go a certain way (and in this instance I mean **large** number of people failing, not finding a 'fit' or spreading negative reputations of an industry sector) it is almost **never** 'the people' but rather the 'system' that they are given to follow,

led to believe they **should** follow, or for whatever other reasons are **making themselves** follow, which are failing.

Yes, true, their own inner state of mind and other factors that dictate human attitudes and behaviour **are** also important and mitigating here, and we spent the first half of this book learning about them and how they work. I think when a person **does** become more self-educated, they can see new behaviours possible for themselves and discern more clearly which opportunities will or won't 'fit'.

Yet I still contend that, with **so much** to offer in this line of self-directed business, not only in **today's** understanding of economic model, but especially in that one already developing serving greater and greater new customer-business relationships and healthier communities all round, we **still** need to usher in new and alternative systems, views and ways of **using** those systems, and enabling more and more people from **all** styles and 'profiles' and life experiences and backgrounds to contribute their unique skills. And to generate greater successes in whatever terms that looks like for them as individuals **and** for their communities: families, ethnicities, nations.

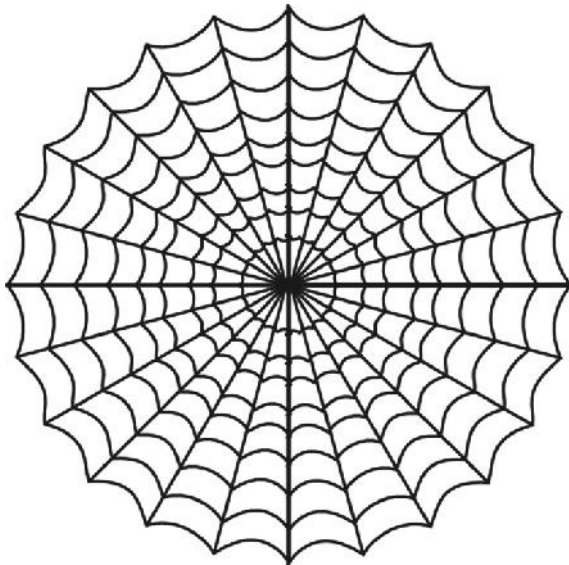
To that end I've been exploring new models, two in particular: ways of taking what is currently used to explain and implement the building of present-day referral-type businesses, and putting them in a whole new language and image that I confidently believe **will** resonate, appeal to and attract (and retain!) significantly greater numbers of people. People who will at last '**see**' themselves reflected back in the image of what is being offered, and who will see where they and 'it' fit well together; where each and the whole can accomplish far more. And for greater outcomes than just personal income, status or even 'personal development'.

Let me explain:

### **Ripples Concept introduced**

Have you ever seen a spider's web? Of course you have. Maybe like me you have a classic image of a fresh sunny morning, seeing a new web strung between some twigs in a hedgerow, glistening with a fine mist of dew, maybe even with

the spider sitting somewhere in the middle or attending to one of its strands.



I guess it's no accident that one of the single most powerful technologies of our time is the internet: '**The Web**'. For like that of our friendly spider, 'the Web' goes out in all directions, starting first with our own web woven close around us with people, events and things we're involved with. Then connecting into other people's close webs, spreading out with a myriad of interwoven strands, unilaterally.

I remember being at a particular meeting a year or so ago in Auckland, where we were specifically offering a view of Life-4-Us business model to people currently working in more professional jobs and careers (as a targeted group, rather than the usual 'open-invitation' general-public approach). In the past I've presented at many of these events, as well as hosted them for my own group. Also having a corporate background myself from many of my career years in UK, I felt confident we had something of value to offer those who attended on that particular evening.

To be honest though, I can get quite 'zoned-out' in meetings when I'm in the audience, especially if in the end the

presentation is not crisp and new, rather instead drawing on the standard 45 minute slide show and narration I've heard (and presented myself!) many times before. It's a dopamine thing really, for when there's little 'action' going on or something new and engaging me, my mind goes off searching for a little brain-chemical fix to keep me alert and interested! I guess for those who are more auditory or more serotonin-oriented, the familiarity and flow of such events is great, even re-assuring.

Anyway, I digress. Suffice to say though, it suddenly dawned on me that in laying out again our standard 'who-we-are-what-we-offer-and-are-enthusiastic-about' presentation, if 'I' was attending still in a corporate, professional job, I would be a bit puzzled by what I was seeing/hearing, and probably conclude there was not much of interest here for me after all. Here's why I think that (a generalisation of sorts, but I want to make a point).

Here we were, saying: "Aren't you (professionals) bored and frustrated in your work? You know, having to drive to the city each day, in heavy traffic to work in offices with people you may not fully like working with; doing hours dictated by someone else when you'd rather be with your family or doing something else **you** want to do, not having to work how and where someone else tells you, and where you're probably working more hours than you're being paid for, but where if you stop trading your hours, you stop earning, and really you're working for someone who doesn't really care for **your** needs in life, could downsize you at any moment: where you're building their business, revenue and market share, but where they set your salary or hourly rate, based maybe on your qualification or experience, but maybe not on your unlimited potential and self-directed efforts....."!

Whew!! the essence of a long presentation compressed into an equally long paragraph, I know! And maybe quite a bit of it would ring true to many folks attending. But something in it felt to me like preaching, or platitudes. Maybe it could appear or feel threatening or that someone was trying to undermine a career or scenario that actually the person did enjoy or feel completely satisfied with. And if that were so,

then of course our presentation would not feel very appealing at all.

There was one specific thing though which gave me a 'clunk'/'aha!' about why more people in these professional arena than those who are, are not seeing the potential and/or choosing such new income offers, especially in ever-changing and uncertain economic times (which are probably going to continue to be ever-changing and uncertain!).

Here we were, saying that the 'real Pyramid scheme' in business is not that old perceived one of network/multi-level marketing (or rather it **is**, but in **shape** only), but instead is ubiquitous in being the structure of governments, all forms of corporations, businesses, the medical system, education system, even religious institutions. All in essence have one 'top dog' who usually earns the most and sits higher than others, commanding the next tier (by virtue of their income) all the way 'down' to the shop-floor or front line staff who usually earn the least and often have very limited (as well as highly competitive) routes 'upward' to the higher statuses and incomes.

"We have something new that blows all that away" we say, and then proceed to draw for the audience yet another triangle-shaped hierarchy model, albeit with 'you' at the top, helping and supporting those you recruit, and as you help them grow **their** business and income 'downline' of you, so your organisation and income also grow.

"It's co-operative not competitive" etc, we say...

Now, all the **intent** of the content I agree with and uphold for the unlimited opportunity it can and does offer.

What stunned me on this particular evening however, was here we were saying "we have something new" yet showing them a visual of exactly the same shape they're currently working in, and which we just tried to undermine and encourage them to leave.

Sure, I am 'visual' in my way of understanding information and not everyone else's mind works the same as mine (probably a good thing, sometimes!) but most people, I think, agree with the axiom "A picture is worth a thousand words" and our picture, to me, **doesn't** build a bridge towards it for people: it just repeats and reinforces "sooner or later I

am still working for someone else, even if I am making more money and have more time" (or whatever other inner thinking is triggered with that familiar shape/image and connection).

I think the shape and image, no matter what we then go on to explain or rephrase in words or justify it (even invert it and say "our model is to serve people and there is no limit in our upside down pyramid") is what doesn't land for people.

If it's also true that we make up our minds in about 3 seconds when first presented with new information - from all the levels we take in that information - then by the time we've already drawn on the white board "...here's you, you get 4 people who get 4 people...", we have taken those 3 seconds and re-instated the very thing we were trying to replace in their minds and offer a view of replacing.

'Yet another Hierarchy' - whether you agree it truly is or it **isn't** (the way it is structured among members, even if only for demonstrating how commissions are calculated) - is what imprints itself on the guest's mind and is instantly, chemically and neurologically connected to all that their subconscious mind already knows. For some they do interpret that connotative process (if it exists for them) and are able to use current presented information and reasoning to evaluate it properly. All fine too.

I'm saying though, that the way of showing **what looks like** the 'same-old same-old', is what may be significantly contributing to causing **more** of the 'same-old same-old' resistance and dismissal, or negative feelings towards **what could be** a truly liberated form of income, as well as an enormous new social and economic foundation in our world, for huge numbers of people.

True 'referral' and sharing of information, and developing of networks among people is, I believe, a more 'organic' shape, like the spiders' web or even more clearly, like the ripples on a pond which have a point of origin and then spread out in all directions from the central initiating act. In this case, like the dropping of a pebble, you could metaphorically say 'plopping an idea or bit of information' out into the world, somewhat like we talked earlier of how our thoughts and vibrations ripple out from us into the universe.



So, why not have the **actual structure** that one draws/shows in these presentations, (to explain the process and model of how an organisation grows and incomes are created from such rippling influence), match the way it works in **reality**; the principle of nature?

By the way, it's multi-dimensional too, in **all** directions, not just like the ripples on the 2 dimensional surface of a pond.

In a 'new' model, intended to replace 'the old' and offer hope and engagement to so many more people, who wants to look 'upline' or 'downline' to someone? To see their 'reporting or influence structure' in such limited hierarchical terms in the developing age? Not me, that's for sure.

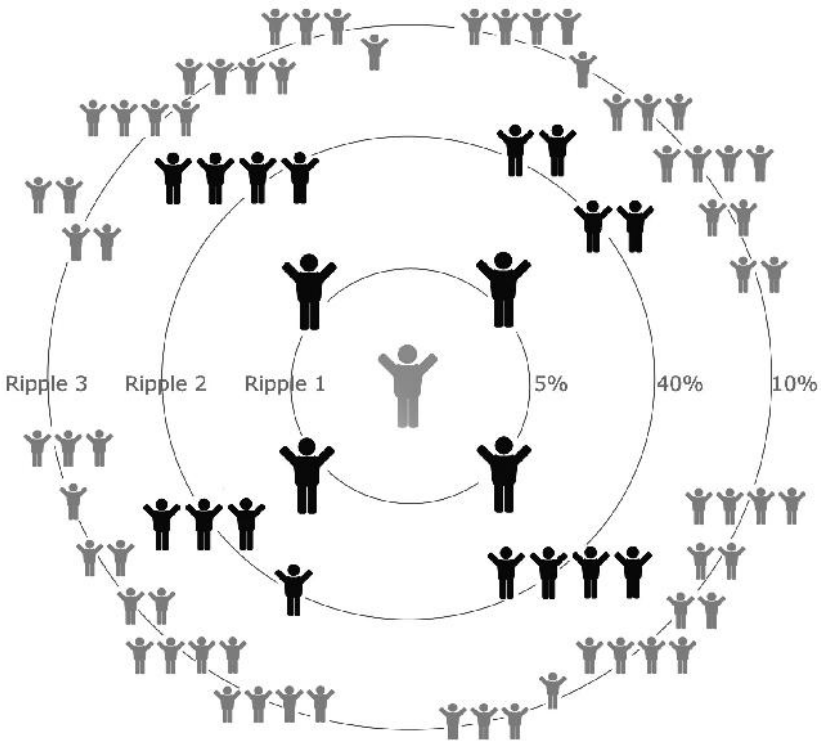
Let's compare this diagrammatically:

1): How we might currently show it:

(eg. a 'you get 4 and help them get 4': but could be any combination)



2): How we could now show it thus:



Here there is no 'up' or 'down' or image reminding us of the models we thought were oppressing us; the models we are intending moving away from. Only ripples of influence spreading out, touching those they touch.....

Each 'ripple' is equivalent of the old 'level' and this image is really just explaining the same numbers (people, percentages of volume/sales, dollar commissions) but in a fresh new way diagrammatic way, congruent with the 'actual' way such 'sharing-referral' business activity is done.

## Community-Marketing introduced

OK: Now we've introduced **that** image and concept (ripples), I'm going to add another (for you know by now how tenacious I am about innovating ideas and searching for solutions!).

The second major thing which came up for me over the last couple of years was this feeling that each person within such a network organisation becomes like a self-contained, all-purpose being who trains-up to try to be able to do **all** the tasks, from invitations to presenting, supporting new team with information, product knowledge, and eventually team leadership and even public speaking etc.

Yet, as I hope by now I've been able to demonstrate through my own self-discoveries and supportive resource material, each person is unique. They have very different skills talents, experiences, working and communicating styles, needs, spans of attention, as well as the differences between being either predominantly audio, visual or kinaesthetic in character. In short we come in all shapes and sizes, yet we, or 'the system' in this case, kind of asks/requires of us to become something more homogenous. At least this is the way it came to appear to me, when I realised the extent of my frustration, disinterest in engaging in phone conversations and invitations to events, or using this or that way of inviting and following up, but having no real 'desire' for it, nor real way of contributing of myself in an empowering, fulfilling way.

It brought into question for me the whole notion/concept that we were all supposedly in a 'team' and (for me then) what a team was meant to look like, perform like and achieve etc.

By the way, I'm not saying anyone ever told me **not** to use my unique or creative talents, or tried to throw me out because of how I would naturally love to express myself or contribute. However within me, the outcome was virtually the same as if they had, in terms of my not feeling in the flow, fulfilled nor inspired in my work or by my results, as my unique contribution wasn't seeming to create this for me.

Remember how I explained the different parts of my own character and enthusiasm levels when putting on that

Franchise Business Expo stall? How 'one' role was the inception and creative visualising and mapping-out of the whole project (my top gear), to being 'on' the stall for 3 days engaging and communicating with hundreds of people (my 4<sup>th</sup> or next-to-top gear) but then when having to do the follow up calls process, arrange presentation appointments, answer questions and do customer support, I was grinding down into bottom gear, struggling to find enthusiasm and energy to do this part?

All this is to do with specific 'wiring' and skill-set/profile/character-strengths. But also because I was having to do it all by myself. Sure 'upline' were on hand if needed to add extra support information etc, at the appropriate point, but up **until** even that option arising in the process, I felt like a Team of One, having to wear all the hats, some of which definitely did/do not fit at all well!

Wouldn't it be great (I remember saying to myself, and not for the first time) at that point of beginning to do the follow up part of the process, to have someone on my team, not an 'employee' but a peer in my business, who **loves** making calls, doing person to person follow-up? Like a cross between Customer Service and Tele-marketing: neither of which I am wired for or get even a glimmer of enthusiasm for. Someone who is competent and effective, plays **their** unique and valuable contribution and gets to benefit in the results and income generated, as an equal part of the 'team'.

And then, wouldn't it be good (and give much greater levels of service) to have someone who was much better at the hands-on of customer support, able to listen and advise people how to get more from their products and their health? (something I can do, in short bursts, but which is not part of my own core strength and tool kit). Again, why not let someone more skilled, enthusiastic and capable (because it **is** their profile/nature etc.) take on that role in the team and again share in the results of how **their** input helps the whole team succeed?

Why try to be good at **all** things (Art, English, Maths, French, Physics etc, like our school report card analogy we used earlier) when really you'd rather just be better concentrating on your best and favourite subjects (Art, Maths, English, leaving the French and Physics to those who love

French and Physics, thereby being more likely in the right spot at the right time)?

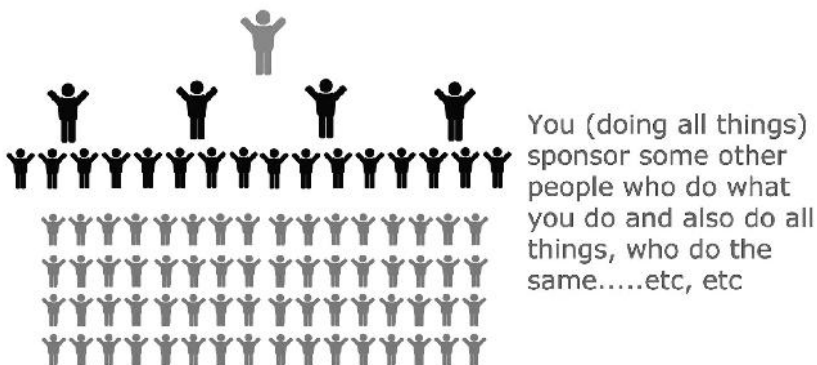
Isn't **that** 'Team'?

Isn't trying to do it all oneself quite isolating (not community-ing) and ultimately depleting and ineffective?

So how does our business model, whether current hierarchical view or the new 'ripple' view, enable individuals to start operating as **real** 'teams'?

To answer that, let's start by looking at an example of a team out there in the world. For rugby fans (particularly NZ ones) you'll love this, and it's a personal favourite of mine too! For non-rugby fans or non-Kiwis, please bear with me. I want to illustrate the shape of a successful team and how the components work and what is accomplished, ok? ☺

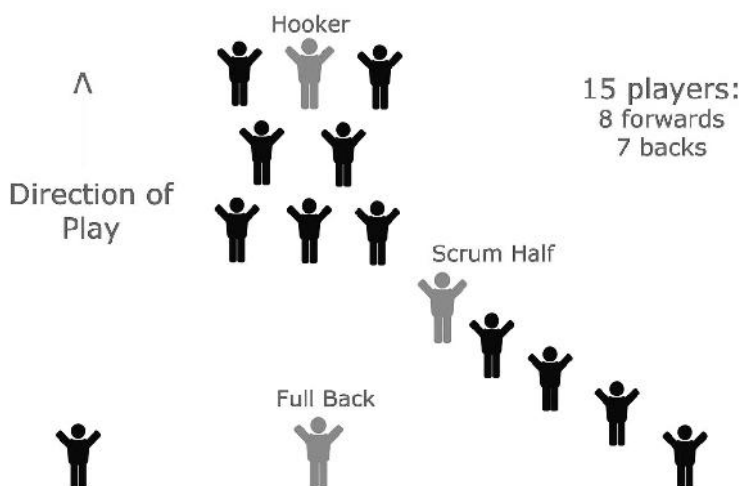
First, using the Hierarchical layout as our example:



Is this (what I'll call) 'group of people' all working closely together, supporting each other and developing this organisation and structure really a 'Team'?

I say no.

Now, eg: New Zealand 'All Blacks' rugby team:



15 players (excluding any substitutes) all with very high levels of skill, fitness, experience and knowledge of the game.

In 'set piece' play, each has a unique position within the team, in terms of role and actual 'place' they stand or play on the pitch. Without a particular player or position on the field, the team is incomplete and compromised. There are many specific and different tasks that certain positions perform which no-one else does (the Hooker throws the ball in at line-outs, the Scrum-Half feeds the ball into the scrum, etc). Knowing this there is no confusion: it makes the team what it is, structurally in form, and makes the co-ordination of action and game plans possible, for the intended outcome of victory.

During 'open play' anyone can run, kick, pass, tackle etc, and this general contribution adds to the specific and unique contribution of each individual position and role.

At the end of 80 minutes, a 'game' is over and the team knows if it won or not (it's obvious, by the scoreboard, regardless of satisfaction or performance, tackles made, balls dropped etc). Each week there is dedicated training at agreed times and places, including reviews of the last game and any adjustments needed, collectively or individually, to improve for the coming/next game.

**All** players go out to play, with equal clarity and commitment to the '**Team**' performance and victory (not sufficient to 'play well for themselves' but be ambivalent whether the team play well or wins or not). If someone is not playing well or is injured/out of action, someone else is called up to be on the field who **is** available and has the credentials for their role and position.

Lastly, even if only one player scores the points, or the winning try, while he may get a little 'extra' bonus, basically all of the team-members share equally in the reward and pay for their work.

When I compared this model of team (which I've operated in many times in my younger days) as well as say, my corporate IT office-team, to the supposed 'team' one sees in current traditional referral-marketing (and including my experience with Life-4-Us so far too) which I would rather call a 'group' – I see a lot of differences (both in structure and implementation and successful outcomes). I believe we have, in this 'group' a lot of good people, well intentioned, skilled, experienced in life in what they are skilled and experienced in, and active even. But working hard 'doing stuff' that is not necessarily co-ordinated specifically towards the performance and result of a real 'team'.

I see most 'members' not having specific team roles for each 'position'. Rather, all aiming to play the same position, which can get over-complicated or leave significant gaps, which make any true 'team' vulnerable to defeat (eg. what would happen to the All Blacks game if the Hooker **and** the Fullback both tried to throw the line out ball? What if there was no Scrum-Half to put the ball in the scrum?).

This was exactly what I was experiencing after the Expo too, in my own sphere: no-one properly skilled, passionate about or on the field to be the best phone call-maker etc. And thus the 'Team of Me', underequipped, even though other parts of 'me' tried to play that role (as well as the ones I **was** good at, visioning the project, building the stall and running it), could not effectively score points or win the game at hand.

So I got to thinking how to overcome this. Instead of therefore having just 'one person' = 'one business position' (still in our hierarchical graphic of the organisation structure)

what if small groups or 'pods' of say 3 or 4 people clumped and clubbed together to pool their different skills, passions and experience, as well as financial input (which would make their qualifying product-purchases more easily affordable and a 'team thing')? Then by playing their unique position in the game each month, were able to generate a more successful 'win' (income) which was equally shared among the players, regardless of whether they were the inviter, presenter, appointment-maker or customer-registrar.

Effectively, this little team would be a real close-knit, mutually self-supporting mini-community.

Thus was formed in my mind the concept of '**Community Marketing**': how everyone can truly benefit from the unique contributions and co-ordinated efforts and valued individual, team action.

And it gets better, for each 'mini community' business position could eventually sponsor each of the individuals into its own organisation later on, once 'community' income becomes enough for their own viability each month (so that this grows the organisation, the outreach, the outcomes and incomes). Plus, each community could inspire the creation and sponsorship of more communities, thereby potentially being able to reach way more people (pooling the members' own contacts to work with as a team). There would also be more co-ordinated activity and success, thereby accelerating the community's growth towards its own goals and visions.

What if this could be the solution and/or missing piece which attracts people who do see the value and ethics of the business model (residual income based on referral and leverage of others also with the same opportunity) but who maybe previously didn't take it up because of:

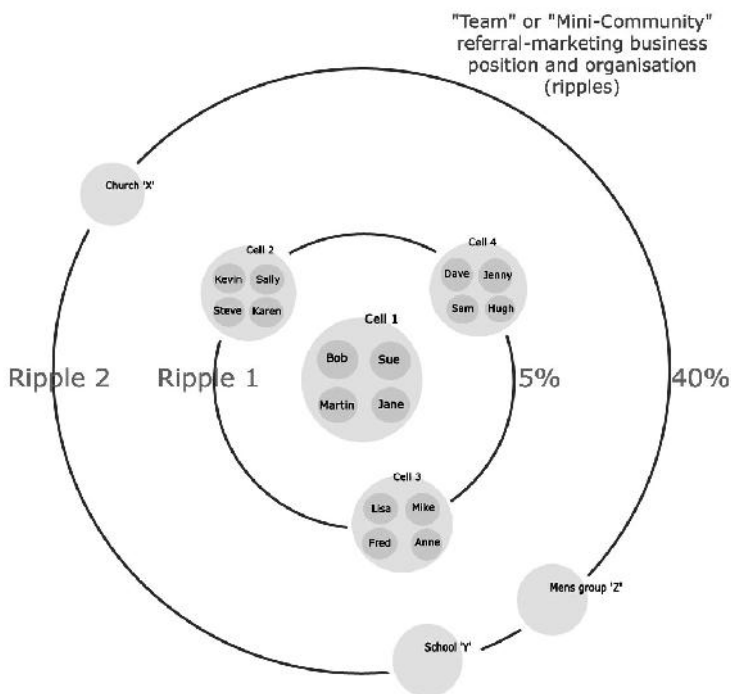
1. low budget for themselves or poor cash-flow
2. lack of confidence in themselves as a whole
3. lack of certain skills

Maybe this was masked behind an ambivalence or resistance to referral marketing in general, but not knowing precisely why?



What if this could really serve people who want to and deserve to benefit and be rewarded for their unique contribution?

In a business model where groups of loosely-formed, un-co-ordinated individuals may or may not accomplish what they set out to do, and regardless of any 'group achievement' (usually shown in an 'upline's' volume and commission cheque only) certain individuals miss out completely on any sense of victory and may even feel unsupported, un-recognised or ineffective, both from their own efforts and outcomes, or those of the collective body.



These 'groups of individuals as mini-communities' could also start to attract already-established 'community groups' in other areas of life like schools or church groups etc, who could

enjoy communal activities which generate fund-raising incomes to pay for a teacher's salary or buy new hymn books (respectively) for example.

I believe this concept can become a significant part of the **new face**, the **evolution** of 'referral-network marketing' as we currently know it.

'**Community Marketing**' for very viable economic means of providing the foundations for our new 'communities' of more liberated, self-directed, people-serving, functionally fulfilled, empowered people!

By the way, I made mention before, when talking about cells in the body joining together to form organs, then organs making beings, and beings making communities and so on and so on, all as espoused eloquently by [Dr Bruce Lipton](#) in his current work: '[Spontaneous Evolution](#)'.

At the time my ideas (above) about 'Community Marketing' were starting to form in my mind, I attended a seminar by [Lipton](#) in Auckland where the culmination of his captivating talk ended with him talking about the decay and demise of out-dated modes of living, acting, relating and especially **doing business**. Just like the dinosaur metaphor of companies now so big or slow or archaic they can no longer support themselves nor respond swiftly enough to the rapid and increased pace of change in the world, and who he predicts (so do I) will die-out, making room for **new** types of organisation: multi-celled communities of business: multi-celled **forms** of business!

You can imagine this blew me away!

I think it is this, on top of any visions and theories I may have been brewing within or for myself; this synchronicity that others too are developing and sharing their ideas and prophecies, which makes me so optimistic now about our future(s).

Also about 'the change'; for through all my roller-coaster of gains, losses, false starts, frustrations and nomadic (even at times directionless or misdirected) ways of living and moving around the planet, I believed that change really **is** the only 'constant': that there is no static state of being in this universe. Things are either growing or dying. Many of my experiences felt like the decay or at best, stagnation, so I am

encouraged now to believe I am through the toughest of my challenges, and intact enough to be able to raise my voice and my visions. To unite them with others, collectively for wherever this will move us **all** forward. Forward into a world we cannot accurately predict, but one which is waiting to greet us, challenge us and reward us nonetheless.

And it is a world where I now feel sufficiently liberated from my 'cat suit' to be able to express that 'bark' for so long squeezed out and silenced.

Now my 'difference' is a valued contribution: my former self-isolation is a part of learning to be quietly alone and breathed-through by 'god'. And where I am enabled to find my unique-but-also-collective voice in my community, which I now freely choose to be a part of.

## CHAPTER 2

### Friends of the World and Buy-1-Give-1

So, what will it look like when all this is in place and rocking along smoothly and happily for everyone: when we're all now doing things that empower us, which create ways of living and working that please us, seeing that our friends and their families' progress and wellbeing are all looked after too, thereby living in this community? When we're all in it together going forward, knowing how things 'work' and how to self-direct not only ourselves individually (like cells in the organism) but also the 'organism' itself, which is both a collection of cells **and** a cellular component in a larger-still organism?

What **other** reasons (once 'we' are seemingly all looked after) could there be to keep growing and keep showing up for growth, including our ways of income creation?

I mean, what else **is** there? Why bother? What's going to motivate us?

Maybe for a lot of people it will plateau there, for a while, or for a long while. For others though, they may already have a view of the next horizons that not everyone else can (yet) see (or don't have eyes for).

If we keep expanding the model and metaphor of cells and clusters of cells (larger organisms) then each organism is also a cell in an ever larger, more expanded organism (ie. community). So when 'we' (each) are more empowered and functioning with greater overall wellbeing and awareness, and our immediate community is also, then our **next** layer of this would probably be to look to spread this to the larger (if you like) 'global' community: other people and communities who we **don't** know and may never 'know', but who are nonetheless part of our same bigger group of human beings.

Many of them, for a multitude of reasons may not (yet) have the same awareness, opportunities or access to the empowerment 'we' are living by, by then. And whilst there are vast amounts of charitable causes, bodies, programmes with excellent intention of raising living, food, health, education, work and income standards among these communities, to me it still feels like there's a separation; an 'us' and a 'them' just

simply because of our lack of personal, visual or physical connection.

Yet by virtue of also **being** human, we are connected (all made of the same 'god-stuff', remember?) and we can tune in to the empathising which will one day not only 'provide' for these 'other people', but also provide the same opportunities and self-empowerment eventually too, which we (by now will) enjoy.

We all know that quote probably that says "Give a man a fish, and you feed him for a day: teach him how to fish and you feed him for life" and this is a great and true edict, as far as it currently goes though. It's been the direction that many charitable trusts, NGOs and other bodies have all been going in order to facilitate self-determination of **all** people in **all** areas of their lives.

However, I believe our 'cell-community' model of humanity, as I'm now expressing it here, will require us to also add another level to that quotation and will make it read thus: "Give a man a fish, and you feed him for a day: teach him how to fish and you feed him for life. Teach him how to teach **others** to fish and you feed his **whole** community and teach them how to teach others...."

Can you see the difference and the infinitely expanding 'ripple' this can be taken out to, until **everyone** is able to both catch their own fish **and** teach/help others to catch fish?

And, when everyone can do this and we don't 'need' anyone to catch fish for us anymore, what then of 'charity' in the traditional way? Well, bluntly, I think we won't need it and it won't exist anymore.

Simple as that!

Something only exists when there is a need or perceived need/value for it. And when everyone in this global human community is then self-empowered (not self-sufficient in the way of the goods and services they each need; no there will still be trade among us) the only time we'll need or want or be glad to accept a fish that someone else caught, will be because of the gesture of kindness and generosity: in the opportunity there for the giver to still 'give' which is fundamental to the human condition, and now without 'guilt' or

'marketing'. For the pleasure of sharing what is abundant anyway and readily accessible to all.

I think that is the greatest quality of love and generosity: to be able to give even when we don't need to, but simply because we can, and it is innately human and authentic for us to do so.

OK: I'm slightly ahead of myself, for at the moment there is still a great disproportion on the planet in terms of free and fair availability and distribution of resources, liberties and commodities, like the basics of food, shelter, water, energy, health and fulfilling activity etc.

I believe we **are** moving towards the expansion of it, from where we are, just as unstoppably as ripples on the water, which have long ago been set in motion by our desires, intentions and actions of human love and empathy.

And the pebble that causes these ripples, and those that will continue the generous love-spreading and empowerment of the whole of humanity, is called 'Meaning'. That when we are each motivated by and **in** action by what has **meaning** for each one of us, then all of that collaborated together and directed to the greater goal of unity and expansion will serve to amplify it; to make it **more** possible and make **more** meaningful contribution possible. And so on...

What has 'meaning' or is 'meaningful' both in concept and in the visceral interpretation of each one of us, is vastly different and the subject of whole eons of work, particularly of those philosophies which (like [Landmark Education](#)<sup>1</sup> for example) use it as one of the very core foundations of what they teach. In the Landmark case, their tenet is that when all else is stripped away, life is empty and meaningless, save for the meanings that **we** give things: everything, past, present and future, every minute of the day – purely because we are 'humans' and this is what humans do – (just as surely as Dogs Bark!) – we make everything 'mean' something!

And by the way, there's nothing 'wrong' with that, nor judgement on it. It just 'is' what we do ☺.

[Viktor Frankl](#)<sup>2</sup> (as you'll recall from our earlier quote from his book '[Man's Search for Meaning](#)') referred to man having to make a significant meaningfulness of his life and particularly to his struggle - and struggle to understand his life

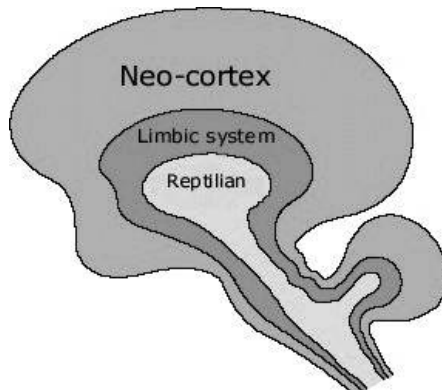
and all the events in it: all the circumstances of it – to be able to survive. For if everything was ‘just meaningless’ with no compulsion to give it any meaning or significance, we would surely atrophy and eventually wither away!

And, it is that same, ‘self-invented meaningfulness’ capacity in each of us, that I believe will be (and already is) instrumental in moving us and our attention beyond merely our own lives and that of our immediate community. To reach out and make an impact on the lives of others, those on the more distant ripples of our common humanity, whom we do not ‘know’ personally.

Or maybe there are those we **do** know. It has been part of my experience now that someone in the former case has become the latter. I will tell you about that in a moment (eg Maria in Guatemala, Tenzin Kunga in Nepal).

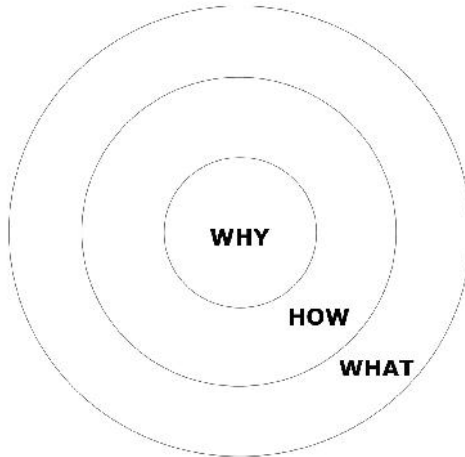
But for now, let me round this thought off with a quote from [Simon Sinek](#)<sup>3</sup>, who is popular for the saying (in a ‘new business’ context): “People are inspired not by what you do, but why you do it”. It’s a philosophy whose shape and structure exactly mirror the ripple model I have been describing too, how we (and all we do) expands out, for **why** we do what we do is in our biological core, both of our activities as well as in our actual brains.

If you took a cross-section through the brain to show the limbic system (where the emotions and instinct live, but not language or reason/logic) and the outer layers of the cerebral cortex/neo-cortex, (where logic, language and reason **do** exist) it would look like this:



In our new world model, what connects and inspires people is not all our great products, services, self-edification or any of that stuff.

Rather the **purpose** behind and at the very heart of what we do: the '**why**' we do it. The **reason** why we exist (as individuals or as businesses) and 'do' what we do.



Comparing both models then, the neo cortex on the outside which correlates to our rational and analytical thought and language is our WHAT.

The middle parts; the Limbic Brain, associated with feelings, human behaviour, decision making, and has no capacity for language, correlate to the HOW and WHY.

Like the ripples on our pond, the flow of **Why** to **How** flows outward, in all directions, away from the source and towards others, who feel the impact(s).

### **About Friends of the World**

Back in the mid 1990s, as I was travelling throughout S.E.Asia, I was aware I was meeting so many more/new people than I ever imagined. Yes, quite a lot of other 'western travellers' of course, who all had their stories to tell about why they were travelling as or how they were, where they were



going and had been. But also I was meeting many more local people in every town or village in each country I visited.

To try to even list them and the conversations or interactions we had would be an impossible task, but let's just say here they were many and often quite profound, touching, sometimes challenging, but often too, helpful and also gave me such unique insights into the worlds and lives of so many people, in ways vastly different from my own.

I was invited into many homes and shared meals and community events from northern Burma, Nepal and Bangladesh right through Laos, Thailand, Cambodia, Sumatra, Java. Again and again humbling and deeply rewarding. Not only did I learn more about them and their lives - however little the 'snapshots' - but also about my own life and my world perceptions and sense of fortune by reflection.

Thinking about all this again as I'm writing, I have let's say, a 'gratitude' and completion with it already, such that if I were to die tonight in my sleep (hopefully not though, and if you're reading this, then that probably didn't happen!) I could honestly say I've had more rich experiences with more people than most of my peers and of many people in the western world. By travelling alone, taking regular 'risks' and unplanned detours, I was able to get behind the outer facades and be invited in. It's made an enormous difference in my life not least my fascination with other cultures, arts, practices and languages.

Much was exchanged in those times, and in more ways than the obvious of food, shelter, gifts or conversation; and wherever I could, I made a small financial contribution from my small backpackers' funds. Not a 'money donation' as such but rather where there was local food or produce to buy, I bought it; local artisans whose work I admired, I could buy pieces. Even in a mid Javanese (Sundanese) rice hillside village, where I'd been invited and hosted for three days at a village-family wedding, I was able to co-fund an electric food mixer so my host and wife could start a small home-business making cakes to sell at the market and passing bus traffic, thereby creating a little household income for themselves.

Magical bartering experiences like fabrics in an old Laos village; beautiful carved Buddha statues in a curtained-off

booth in the hushed cloisters of a Mandalay temple (not so hushed though when a local crowd swarmed in to vocalise their encouragement of the 'deal' and help their craftsman friend get a good price from me ☺). So many more experiences that I treasure intimately when I look at these items, not to covet them in a material way, but for the reminder of those essential human faces and interactions that are now inseparable from each piece.

It became so much a part of my 'regular life' in those times, that after a couple of years I felt as if I had many real, close friends all over the world, more so than in my own country any more (UK, from which I was disengaging step by step). Friends I enjoyed hearing from in letters and whom I might be able to help, either by a few more purchases or sending other people to them for business or accommodation or whatever....

## **Maria in Guatemala**

Only years later however (2008) when I returned briefly to a 'traveller's life' in Guatemala, Central America, where I went to live and do some intensive Spanish study for a month or two, did I more deliberately take this interacting-friendshipping-supporting thing to another (albeit small just yet) level.

I originally met Maria in and around the side-streets close to the 'parque central' in the older part of Quetzaltenango, Guatemala's second largest city, 5 hours to the north and west of the capital, high in mountainous regions (and gratefully also known as Xela (pronounced Shay La) in local dialect to make things a bit simpler to say!)

**Maria\*** stands 4-foot-something tall, a genial, chubby 50 or 60 something 'indigena' village woman, who weaves beautiful bright cotton fabrics which she then spends her days hoping to sell in ones and twos to the modest throughput of young western-or-north-American visitors (who themselves are mostly in town to study Spanish, as was I, or do voluntary work, or both).

Having run stalls and street market/sidewalk spots myself from my Asian-crafts days, I know it can be tough to

earn a few dollars, even in an affluent western country. So I had an understanding of what Maria's selling-days must be like: hard on the feet, a lot of offering of her wares to people and being often declined or ignored, plus the hassle of the game of always being moved on, whether by semi-bored street police or by other competing street vendors.

I originally bought 3 or 4 nice bright scarves as these were very portable and light weight (being a backpacker really encourages minimalistic living!). However, quite often I'd see her around town and she'd stop and show me a few new designs and encourage me (now as a known customer!) to buy 'just one more'.

Once a week she would also call by the small rooms of the school ([La Escuela Miquel de Cervantes<sup>5</sup>](#)) where I was studying. She'd sit in a cool spot on the floor, back from the sunny courtyard, and in a gentle yet totally committed way, go about undoing the heavy bundle of goods (she'd been carrying on her head all day) and laying out her wares, always inviting a purchase; always ready to deal or do whatever it would take to create her income for that day.

In countries like this (and in S.E.Asia too I found) where there is no state benefit, people get 'down to it' about what they need to do to work and earn money, much more robustly than we do in our western countries. There's often family support and collaboration too, but bottom line can be: 'no sales, no food' for many people. And whether it's raining or getting street hassles, long days, dark mornings....if that's what it takes, people just get on with it and do their best. And in this world, there's an awful lot of people living like that: just!

In the end, and being a sucker for bright coloured ethnic fabric, plus really enjoying practising my fledgling Spanish a bit with Maria, I ended up buying 10 scarves at a price that worked for us both. I took them home to NZ and had a lot of pleasure and fun showing them to friends, although mostly in giving them away as gifts!

Which left me with just one scarf of my own!

As summer neared, I found myself missing doing some of the great markets we have in Auckland and NZ, and I began to scheme up what (and how much) it would take to buy 100

scarves, get them made, sent over and sell at those markets, so other people who **haven't** been to Guatemala could also enjoy them.

I wanted to make sure Maria could get a lot more business this way, so she wouldn't have to do so much walking and hard street-hawking, plus of course being able to cover my own expenses and make some extra pocket money too (as my other more regular income sources had by then dried up with being away in Guatemala for a few months, as well as doing a lot more house sitting in more remote areas of NZ, which can also get in the way of earnings).

A dear friend (thanks Leo) saw my vision and collaborated by financing not 100 but 200 scarves which I ordered by email and phone (in Spanglish!) via Sary at the Spanish school in Xela. The deal was that I paid upfront, via Western Union, and paid Maria's price: the same price I paid per scarf x 200 + shipping and stuff.

Four weeks later a big package (plastered with stamps!) arrived containing a wonderful selection, which I was very proud of receiving.

I went to work and got right back into the fun and passion I have running my little market stall at so many great summer craft, beach and multi-cultural markets and festivals. The scarves and whole 'story' of Maria and my trip were immensely popular, so much so that I was able to make a top-up order of 100 more, and these too sold out by the end of that season, all by one to one conversations and friends telling others too about what they saw or bought.

I have since made further orders during two successive summers, and am so proud now of what income and work activity this brings for Maria and several of her village weaver friends, and the whole community, by having about year's worth of trade from this annual order plus more income to spend within it too.

I hope Maria takes a bus ride into Xela a bit more often and gives her old legs a rest, plus no longer has to compete each day for her piece of turf just to sell 2s and 3s of items to tourists.

I was able to repay my friend and investor too, which has helped me in a number of ways also, including getting

back more into the flow of some of the creative, interactive things I love doing. Now I'm also able to plough back profits into the pot to keep subsequent orders rolling, and aim to expand this and 'fairly-trade' with future projects and other artisans I know in Latin-America, plus back in Laos and Burma, for example. Also projects where I know exactly where to go now to get the carved Buddhas, and rich red-gold fabrics, and for where the extra incomes I can help generate for my friends there too.

It's definitely like my own one-to-one version of Trade Aid/fair-trade.

We spoke before of 'meaning' and to me I can't think of anything more meaningful right now that I could be doing than travelling more often to these countries, directly supporting people who are friends who make such neat stuff (!) and which I can bring back to NZ and offer to friends here, sharing my stories and images, inspiring new possibilities in some of them too, **and** opening a window into another world for those who've not yet had the fortune to see and discover what I've been able to do, with my semi-nomadic, less-than-traditional/normal way of life!

## **Tenzin Kunga**

Since 1997 I've also been sponsoring the schooling of a young Tibetan boy, Tenzin Kunga, living with his family in one of the Tibetan exile communities in Nepal. I also got to work as part of an aid trek ([Trek Aid in UK<sup>6</sup>](#)) in Pokhara and the Annapurna a year or so later and thus to meet Tenzin Kunga and family in person. To be invited into their humble dwelling and treated as such an esteemed guest and member of the whole community is a privilege I'll never forget.

Tenzin Kunga was born with a cleft palette which was mostly fixed at birth, but as he hit that teenage-boy puberty growth spurt, the roof of his mouth and nasal passages all opened up, and not only was it affecting his breathing and eating, but also his speech and as you can imagine, his whole self esteem at that vulnerable age.

With the help of my massage clients at that time, I raised nearly \$2000 from an appeal and this made a huge

difference to Tenzin Kunga over the next 2 years, enabling him to have full, high quality surgery, cosmetic surgery, monthly speech therapy and remedial care, including travel and over night stays in Kathmandu, 5 hours to the east.

Now in 2010 he's finished formal schooling and at 20 years old, I've been able to work out a deal with him to contribute to ongoing college education, thereby also committing to our long term relationship, and giving him as much of a fair chance as possible over there. Maybe it will create some improvement in the family circumstances, as his father died in 2009 and mother being the only income earner makes a meagre living for the whole family. Maybe it will just help him to develop some other ideas and dreams in life beyond that, for where-ever a young Tibetan can dream himself to be and be able to attract some kind of support in that culture, to follow them.

More about Tenzin Kunga and Maria and how this and other similar and future projects too, are developing can be found at [the Friends of the World website](#)<sup>7</sup>

Friends of the World was an initiative I started in 2009 to be able to create more funds from the direct commissions of my Life-4-Us income. I'd always wanted to do this, for to me, I don't 'need' too many material things for myself in life. I enjoy them when I have them, but I'm more motivated by the activities and ways of moving around the planet, as I love doing, plus ways of expanding my rich experiences, and interacting with people and places I am forever discovering.

For too long though it looked like it could never happen as I'd believed I needed a certain cash-flow and personal income myself before being able to contribute at this bigger level.

But the longer it seemed to be taking to generate that income, the longer my deeper meaning and goals were being made to wait. So I took the next step anyway, before having any evidence to support me. Funny that!

I'd become inspired by some of the other work and connections I'd read of by Roger Hamilton and saw how my own small project ideas were aligned. Not only is Hamilton the founder of Wealth Dynamics but also a key player in the world's largest Social Enterprise network [The XL Foundation](#)<sup>8</sup>

(based around the whole Asia and Pacific region initially, but with much greater outreach of course).

The XL 'mission statement' is 'To make more money to give away' not just because more money would make all the problems in the world go away: it won't. But that increasing and directing greater and greater **flow** of money through the amplified giving is what creates true **wealth**, way beyond the actual money itself.

Many of the world's top 'players' – ex-US Presidents, foremost philanthropists, wealth creators and personalities etc. – number among its growing ranks. As I read more about what they call 'Social Entrepreneurship' I saw that was exactly what I was aspiring to also, and from then on made it the back-bone of my whole website and Friends of the World initiative.

Social Enterprise could be called 'mission-driven or purpose-driven enterprise' where any company makes social transformation at the core and foundation of its business and income-generating activity, not as a 'result' or an add-on or by-product of its revenue flow. It's quite different from 'charity' which, although also being very noble and socially-responsible, has in itself become a 'norm' of what modern business wishes to associate itself with, and thus more like a public relations after-thought (see [Dr Pamela Hartigan<sup>9</sup> in XL Foundation magazine-article Vol 4 issue 2, 2008](#))

And one of **the** best forms of true social enterprise I have yet come across, and with which I have also now connected my Friends of the World and Life-4-Us-derived projects with, is called Buy 1 Give 1.

Co-founded by Masami Soto and Paul Dunn, and based in Singapore, **B1G1** is a stand-alone 'connection' that advocates and facilitates the **giving** as the core way that businesses can now make true, meaningful connection. That connection is placed **first** in any transaction, where customers/clients get to be a part of direct acts of giving by their regular custom; at no extra cost to themselves, and where the causes and projects supported can be chosen specifically by each business, as can the level, frequency and quantity of giving, all based on the actual value placed on that and each transaction.

The best way to truly experience what I mean is to go direct and **visit the Buy-1-Give-1 website<sup>10</sup>** or the **specific Giving-Profile for this book** (both shown in the Appendices).

In essence though, the difference between a business using the B1G1 concept of giving (as its act of social enterprise) as opposed to the current way a business might 'give' could be demonstrated like this:

"We give 10% of our profits each year to 'X' charity, to help underprivileged children".

OK, good, as far as it goes, but in a world where every business is now saying how many dollars or percent of its profits it gives to kids, or the homeless or to replant native forests etc, the impact and uniqueness of the giving gets lost in the 'sameness'. And certainly from the view of the customer who is looking for greater connecting with any business where they are going to spend money, this is not that meaningful any more either, or distinguishing.

Compare it then to these:

"Each time you buy our health food supplement, a child in a Burmese refugee camp gets a nutritious meal".

"When you buy your new house through 'X' Real Estate, a family in Soweto get a new roof and access to sanitation in their home."

"When you get your eyes tested at our optometrist, a woman in Bangladesh gets her cataracts painlessly removed".

Do you see the difference – or 'feel' the difference, as Paul Dunn would say?

It's personal, meaningful, real; you get a picture instantly in the mind. Suddenly more and more people through their regular daily custom or purchases, with businesses or shops they already deal through, are making more and more pro-actively possible for people, communities and lives in other parts of the world. Yes, even causes in places like NZ, America, Europe – anywhere where social change is needed, and where we can re-orient our focus on the giving first, regardless of profits, and without having spend any more than we already are.

I understand about 80% of all money 'given to charity' is for acute disaster-(related)-relief, and also much of that money doesn't get to the intended recipient due to admin,



overheads and other expenses and costs of running the aid organisation in the first place.

Furthermore, there are so many 'good causes' vying almost daily through all forms of media and clever marketing techniques for your dollar donation, that it's hard to choose, or even possible to be so overwhelmed (as much 'giving' in this way is aimed at appealing to our sense of pity, guilt or privilege) that we can numb-off to yet more scenes of disaster and recede in the face of endless aid needed. And yet still feel helpless to make any actual, lasting change.

Can you relate to this? I can. I've avoided so many good people standing outside supermarkets collecting. Said "no, sorry" to the door-to-door collectors. Ignored the appeal fliers in most magazines and email inbox campaigns, or the phone call at 6pm asking for my donation. Yet at the same time I have been **so** wishing sometimes I could make a difference.

I've been privileged to have had the freedom and means to travel such that I have. To have met so many good people, engaged with them, found small ways of contributing and supporting them to support themselves as much as they can, like Maria in Guatemala, and others.

Most people though, don't have this experience or opportunity, nor are able to create their own small projects like Friends of the World, as I've been able to.

But by being able to link more and more (via [Buy-1-Give-1](#) etc.) with 'businesses that give', via their regular purchasing, and which costs them nothing to do so, they are now going to be able to directly contribute in joyous, empowering, guilt-free and incremental ways through social enterprise: ways which have been unheard of, up until now, or simply unavailable.

With all that we've been covering in this last section, from education, work/career, ways of creating empowered individuals and communities, new forms of business, economics and social fabric – it's all led us to this place right here, where, knowing now what we know, about human behaviour, about thought, intention, spirituality and the whole '**one-ness**' of it all, on every level, there has never been a more inspiring time or opportunities to begin to create more

meaningful connection on this planet. With ourselves, each other, our environments, causes, goals and visions, with all our very own evolution.

I'm deeply grateful to have had the experiences and challenges I've had, for whatever it's forced me to learn and to confront about myself and life; tying it all together now with self-discovery to the sharing of new ideas, ways and connections with others, that help more others still, rippling out, paying it forward and passing it along so that eventually each person will not be able to avoid coming into contact with another who does not inspire them to grow and express their greater potential.

For me too, it's taken the discomfort of realising how I was living; what I was choosing and who I was being in my life, to be able to begin the process of transformation (not merely 'change').

Like our well-worn image now of the Dog who's here to freely bark and do all those other unique things as his god-given right, I believe it's time for us to each look at our suits of 'clothes' – our 'outer' appearances we've come to wear and even maybe fool ourselves into believing that's who we **are**.

And if we find the zip, hidden under a piece of fur somewhere, to have the courage to start to undo it; to begin to liberate ourselves from what it has taken out of us all these years in trying to be a cat; squeezing-off the very flow of life, energy and god in the process.

My wish is that, if whatever I've been able to share here touches even one person, who, like me, discovers they are living a lie or betraying their true nature and expression, and who now feels the support and self-permission to take the next step and shrug off that old 'skin', then I've done my job.

I'm grateful to have the chance to put all of my experience, understandings, ideas, referrals and resources to your service.

Thank You for reading and exploring this together with me.

After all, "If You're a Dog, you Gotta Bark!"

**End of PART 4**



## Afterword (A few Final Words)

Thank you for reading this book, especially for taking some time for yourself to do so, and if there's been something here that benefits **you** specifically, then I cannot think of a more worthwhile 'job' to do, for an equally worthwhile person. You deserve it 😊

If you've been challenged by things in life and if anything at all which you've read here (and the works of others I made reference to) has helped bring a little more clarity, understanding or sense of peace & support to your life, then I hope you'll also find a way to share this book, or what you've discovered, with others: letting that ripple keep flowing out....

As I said right back at the start, all that I speak of, especially in the final chapter(s), are my own opinions and experiences.

It's not 'the Truth' in any absolute way, nor do I seek to impose my views on you or over the top of those of any other person or body of work. Neither do I imply that the ideas and perspectives I speak of (nor those of my referred-to experts) are somehow 'the best' or 'the only' ways of looking at things or doing things.

It's just one dog barking, as best (but as faithfully) as he can 😊

And so here I leave you for now, at this, my own time of 'return to hope', from all I've experienced and endured; all I've adopted or let go of; all I've passed to others or pointed them towards.....

Especially too in the creating of this book, in the process of thinking each day, writing then re-reading of what feels like an immense journey.

Also from the very act of writing it; that creative process which heals and organises and accomplishes things. And the ensuing feelings of satisfaction that are beyond language (in our very cellular chemistry perhaps), whether the language of humans ...or dogs!

Don't let anyone, especially yourself, **ever** again tell you how or where you may express your true self: your unique contribution and ways of who you **are**.



## Epilogue: 12 months on

A lot can happen in a year, eh!

It was back in March 2010 I finally bought a small exercise book to write down a few thoughts on this theme I'd had in my mind for a while: '[If You're a Dog, You Gotta Bark!](#)'

I sketched a mock-cover and 'intro page' followed by a few first paragraphs, which I also put up [online](#)<sup>1</sup> as a way of encouraging myself forward.

Whilst I had a loose sense of the kinds of things I would write about in such a 'book', like courses I'd attended, authors and philosophies read and practiced, influential junctures and experiences in my life plus other information that had been useful etc, I had no other clear idea, nor impetus to write more at that stage.

I certainly imagined that the sum total of my basic information would struggle to fill that one thin exercise book, anyway!

And I continued to 'do no more' until June/July of that year when I returned to Auckland after 3 months of kiwi-fruit picking in Bay of Plenty. I'll be honest, after 8 hours a day picking and tipping from dawn to dusk, there's barely enough energy to eat, sleep and get up and do it all again the next morning, feeling all the while like I'd been hit by a truck – a **big** truck. Finding any extra energy to write or do much else was rare!

Something (or someone) encouraged me to pick up pen and go further. I mentioned to my friend Lorraine (herself no stranger to the writing and publishing trade) what I was doing and showed her my fledgling book. Her feedback and advice (had I asked for 'advice?') was simple and unemotionally to the point: "Don't make any judgements at all until you've filled that exercise book" she said. "Just write".

And so that's what I did. At first, a few pages a day in a local café with misty windows from the cold and damp in the street outside.

And then I took-up my next house-sit assignment, one I'm very familiar with on 10 acres of woodland just north of Auckland in a rural area. A secluded, rambling old house,

privacy, spa pool, and with 10 old sheep, 2 adorable miniature horses and 2 ginger-tom-comedian cats to care for.

And a big, open log fire.

And 4 weeks of no other distraction (apart from myself, which believe me is **plenty** enough to contend with sometimes!).

I knew that if I was to make any decent in-roads into this as a real book, I'd have to knuckle-down though, and treat it more like a 'short sprint' than a long project, because I could clearly see I had this short window to blast out absolutely as much as I possibly could of the 'raw material', and was unlikely to get such an unbroken, undisturbed period again. Plus the idea was still fresh and I wanted to take advantage of that.

Turned out to be a good decision, for by the beginning of August I'd landed some 'regular' work/income, working nights at NZ Post, which changed not only my location and house-sit options, but also the whole dynamics of each day (as I'll expand in a moment).

It was now or never.

And I'm glad I chose 'now' ☺

This doesn't mean it was all plain-sailing. For while it's true that when I **was** focused and writing, there was definitely a stream of outpouring and flow. But that too doesn't mean I easily came to the writing table each day. In fact I found it often feeling like the **last** thing I wanted to do, even when there **was** no 'other thing' to do.

I fell-back on a more self-disciplining aspect to my character though, and made a point to write just as much as I could each day, and also be gentle enough with myself on the days I couldn't.

By the end of July and my last day at this 'retreat-house-sit' I was done, and 450 pages had been completed. By hand. 5 whole exercise books (Lorraine) not just that one!

And let me add, if you're already asking, how come I didn't type it all straight off?

I'm not a 'Writer'. For me this was not a 'mechanical' thing and I needed to let my mind and hand flow. The flow of thoughts from my mind to my hand, however, whenever and wherever I found the opportunities, was the very essence of

creative expression that I crave and what the book is all about in the first place.

In lieu of art-work or music at this time, there was a great deal of satisfaction at the end of each evening, knowing I'd applied myself and accomplished a creative task: being able to **see and feel** some real tangible evidence of my creative application.

This was all a year ago, as I sit once again at the same peaceful country house, winter afternoon and late sun streaming in through the garden doors before I go to feed the horses, light the fire and settle in for the night.

During that year – one that has flown by (thus satisfying the age-old cliché) – I've got involved in all number of new projects, begun developing ideas and actions, as well as continuing to read and absorb new inspirational information that further develops my thinking, philosophy and beliefs.

[Chris Guillebeau<sup>2</sup>](#) is one such new piece of inspiration. A maverick and prolific blog/travel and 'carve-your-own-path' writer whose regular emails and outlook on life, the crumbling of old established systems and structures, and the forming of new (he calls them) 'armies' of people with innovative ideas and energy, have been music to my ears.

More so, that in the first longer piece of his which I read online, I chose to answer (more graphically for myself I think than I've done before) the 2 essential questions he asked. These come from his observations that often we can be torn between 2 such seemingly opposing and diverse questions about our life, that we think only one is the path to take, or we can't have both etc.

I like how he suggests (insists!) that we can and must choose both!

The questions are:

- 1) What do I want out of life?
- 2) What do I have to offer the world, which no-one else has?

I'm sure that if you, like I did, sit down and really tease this out, you'll find much more of a sense of inner balance and belief that indeed having both (satisfying both questions) is not



only possible, but somehow also quite integrated and complete.

One can't spend several months 'flowing/writing' such a book as 'If You're a Dog...' without solidifying as well as testing oneself on the very topics, beliefs and points of view one has and has just written about!

During the past year (well, 10½ months actually) I'd nibbled away at typing up into Word documents on my computer, all I'd written, but not made much headway. I think largely because I wasn't motivated in the same way as I was when first 'writing', nor under the same sense of time window-opportunity.

It was only in June of **this** year (2011), whilst fulfilling on a planned trip to Western Australia and doing a house-sit for friends (and former NZ house-sit clients) in Perth that the next 'window' came up, and I knuckled down to it. In that short period, I typed up the **whole** of the rest of my written draft and now stand (sit!) again creatively satisfied that the next significant chunk of the project has been accomplished and completed.

Things felt much simpler, and needing almost no 'gee-ing up' and motivating on this part because of the nature of the task being more a mechanical one this time, rather than a creative/emotional one.

Not that I wasn't reading and thinking as I typed my pages into my computer, one-by-one. And I did do some very basic editing, though resisted the urge to go too far with this exacting task just yet. It was nice just to work on the book and not have to think what I was going to say next or how to say it.

This is a useful thing to know, about the nature of different chunks and tasks, the energies needed, the different parts of the brain being used and thus the kinds of motivation or mood or even environment one needs to create to get the job done. Especially when (still at this early stage, before I engage a professional editor, proof reader, publisher etc.) I'm the only one doing all these varying roles.

Like I said before too: you can't be this engrossed in reading and focusing on such material and content for hours each day, and not be affected by it.

I can easily say I'm 100% clearer and more centred and confident about my life, my past, defining factors, beliefs, desires, philosophies and abilities after this **second** pass-through, than I was when I first embarked, and sketched-out the front cover illustration and intro. paragraphs, a little over 1 year ago.

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Of course, it's helped too, having some regular money and cash-flow coming through my hands over this period.

The spell in Bay of Plenty, and promises of potential big pay-days in the peak fruit-harvest months remained another of those marketing myths, and I came back up to Auckland financially no better off, but no worse off either. Just richer in experience (of myself, another lifestyle and another part of NZ) as well as having lived near some great coastlines and sun (we **like** that!). Plus I've made a few new contacts and interactions which now for me hold the enjoyment of giving and receiving information: passing-on something freely I may have or which needs to flow through me on its journey ☺

When I looked at my money picture (and with a bit of from an 'Aha/Clunk' from [Roger Hamilton's Wealth Spectrum](#)<sup>3</sup>, not just [Wealth Dynamics](#)) I saw nothing was ever likely to change except the increasing depth of my debt and inability to pay it off.

As I've done a couple of times in the last few years, I went online to NZ Post and checked-out their opportunities and recruitment pages for Christmas-casual mail sorters, which, even for a few months' basic, head-down work, pays a relatively good enough hourly rate to make a little headway possible. For a short time.

When I applied though, the HR rep. asked if I'd be interested in one of the permanent part-time roles they had. At first I felt reluctant: after all, here was the self-styled champion of living free and easy and spontaneously at the slightest chance, so certainly 'permanent' had not come up as a word (let alone 'job') to consider.

But as I said, the stark reality of my repeated month-by-month (hand to mouth) lifestyle wasn't anything to be proud of, nor likely to be much changed by just 2 to 3 months

casual work. So I took one of those different steps, changed my attitude towards being a 'permanent employee' (at least for a while so I could review my situation say over a 12 month period), applied for and eventually landed the job.

Having that J.O.B. and regular weekly income turned out to be **really** useful and beneficial in a number of ways. Those 'obvious' and those 'less obvious' to my situation, and to my continued growth as a human being/dog (delete as appropriate!)

The obvious; well, the first thing I did was set-up a credit-card debt repayment loan to consolidate both my NZ and my 'outrageously out of control' UK visa. \$10,000 might not sound like a lot of money to some people, but up until that time and new income, the \$200+ interest payments per month were about \$200 more than I was earning.

Yes, that's right.

The money also helped me get some self-dignity and confidence back. It felt good and 'natural' again to be able to put \$50-\$80 of petrol in the car in one go, not \$10 and try not to use the car for 2 weeks at a time. A regular supermarket trip helped my eating habits and just to be able to go for a coffee and treat a friend to one too was wonderful!

I'd learned to live on very little, you see.

I started putting a regular \$100 per week into a dedicated fund for my Dad (who I also owed several thousand dollars to). My parents had committed to fly from UK to NZ in March of 2011 to visit the country one last time (age and finances dictating) plus most of all so they could be with their son and celebrate his 50<sup>th</sup> birthday with him!

This was quite humbling and I determined to build a little nest-egg for them to use and enjoy, rather than having to scrape a few dollars together again (like I'd had to before on their last trip) just so we could have a meal-out together. Sounds a bit dramatic maybe, but for several years, despite all this amazing 'inner personal growth work' my outer & financial world was a complete disaster area.

I learned of course many new 'skills' or survival techniques and being able to live with very little food or not have regular work, even not have a permanent, consistent home of my own to live in could yet be, I believe, valuable

experiences to draw upon and cope through should we get (as is looking more likely) some large-scale economic or social melt-downs or, being in NZ (a seismologist's paradise!) more devastating earthquakes (like Christchurch in February 2011) or even volcanic eruptions.

One change that came with having more settled daily work routine and weekly income was that now I had to be more strategic and practical with where I lived. Being a full-time house-sitter, I was used to going wherever I needed to go, or wherever the next appealing assignment took me, over a 100km radius of Auckland. That was how I got almost 100% continuity, though just occasionally I'd need to be able to drive out of town to a beach somewhere for a night or two, and sleep in my car. Yet another easily assimilated (if sometimes uncomfortable) life-survival skill.

Well, my night shift was in a commercial area of Manukau/South Auckland; an area less well-off economically, and though there were many rural towns and areas just about within a 20-30 minute drive, the number of house-sits was significantly less than I was used to.

I saw this coming and decided this might be a good time to see if I could buy a reasonable second-hand campervan. On paper I could make the repayments work, but the deposit required by finance companies was too high. For them, my being 'of no actual fixed address' despite having a regular job and PO Box, plus wanting to use the van as my main accommodation for a week or two here and there, was too much of a risk. But I was flexible and decided to go for a 'people-mover': one of those popular types of car/wagon with 3 rows of seats, normally for a big family. They appealed to me though because I wanted a car that I could both carry my daily belongings with me between house-sits **and** still have acres of room for a comfy place to sleep!

Well, a long story short: I got what I wanted, and more! I arranged my finances with a fine-toothed comb and set up a purchase of a well-appointed, late model low mileage Nissan 7-seater. Something of a luxury for me and I felt quite proud during the long drive back Auckland from New Plymouth on Christmas eve (where I'd bought it) not only **with** my purchase and what it enabled, but also with my more secure

'financial stability' that meant owning and maintaining the car were all possible.

I said I got 'more'. Well, if we go **way** back in the book to where we talked about the [Law of Attraction](#), it seems I was 'attracting' (though maybe to be accurate too 'foreseeing' pragmatically) periods of longer than just a few days coming where I'd need to use my vehicle as my temporary home. My old-though-trusty Honda sedan just wouldn't have given me this option, which was hurtling my way regardless, it seems!

By the end of January, sure enough the house-sits had all but dried up, and so I 'chose' (yes, chose) to try sleeping in my new car as an interim option. There was effectively a 2 month period, within which I ended up sleeping in my car for 40 of those nights. Occasionally at a friend's property or some weekends I'd drive out to a remote, private and secure coastal park-up or two. Or at a few motels when my folks were over, and we could enjoy a bit of travel and time together.

Otherwise, most of those 40 nights, being work-nights, I would stay in my car in the work car-park, after my shift finished. Whilst my team leader and a few colleagues knew of this arrangement, it was definitely unofficial and unsanctioned. But I knew of no rule that prohibited it. I was legally entitled to be on the property; the car-park was a security access-only area and I had access to both toilet and shower facilities!

I'd wake up early (sometimes cold and a bit stiff!) as the day shift and office staff would be coming in and parking around me. I felt OK with my sleeping choice, but didn't want to overly draw attention to myself, so would move off pretty promptly and usually spend relaxing days at nearby beaches. It was, after all, summer by then, and during week days, mostly quiet and deserted at those places.

I could nap in the car, or stroll or sunbathe or swim at my leisure. If it was a rainy day, I'd always find a café or just read a book or doze in the car: maybe work on my state of mind too (which had become healthier and more 'solid') or scribble notes about my future plans, and travel or project ideas I wanted to pursue a bit more.

I felt little other pressure to 'do anything' during these limbo times. After all, money was coming in from my nightly work, and I had a routine that felt easy to carry out, and which

I generally enjoyed having and looking forward to that daily structure in my day (despite the actual nature of the work – mail sorting – not exactly being very stimulating, exciting or taxing).

So I went with the flow.

Eventually the more regular 'sits' came along, but by now when a 3 or 4 day gap comes, I find it quite a freeing choice to sleep out again. Let's face it, how many people (or how expensive a property would you have to own) could wake up with bright sunrises over the ocean and clean, empty sandy beaches like I could (when choosing not to sleep in the work's car-park)?

Seriously: there's (for me anyway) a real kick in the sense of freedom such a lifestyle choice has brought. Especially freeing on not 'owning stuff' (like a property or paying rent) which take a lot of time, energy and money to maintain.

And sure, I had enough wage coming in that I could have easily afforded a backpacker or cheap motel room for given periods, but actually, with all my stuff easily stowed and readily accessible in my car, it seemed more inconvenient to rent rooms, unpack and re-pack the car each time.

So, I cemented yet another layer of my self-styled 'gypsy-nomadic-traveller' identity (for better or worse!), which as I'll tell you shortly, was in itself yet **another** good preparation of things to come ☺

While at NZ Post, there was one issue however, aside from the 'sorting mail to earn money to pay debts' dynamic, which took more of my attention than I'd bargained for, and also called on my inner resilience and fortitude almost nightly, for an extended period.

We've said before that, whether consciously aware or not, one just 'knows' one's preferences about given situations: what you like and can tolerate, and what you don't/can't. It's instant usually: you don't have to have a long debate about it, right?

I'm like that with noise, especially other people's, and especially loud or just generally unwanted and unrequested noise. Or music. It's instant with me, at such times, and if I can't act upon it or make some steps to set up a harmonious

mental-emotional environment for myself to operate in, I can quickly get agitated and stressed.

I don't always want to 'be entertained' to be able to do my job. I'd like to be given the choice of whether (and what kind) I have music playing to do my work, not have to (be forced to) listen to someone else's (choice of) music, and it shouldn't be a condition of my employment and role that I **should**. This should also be true for everyone, I believe.

This began to happen night after night. Not only was the working environment like one huge factory, with all the associated noise of machinery and movement of equipment, but also radio. Loud and invasive radio. Speakers placed every few metres overhead playing (a majority of the time) rap, hip-hop and forms of music that I instantly felt, yes 'threatened' by, at any volume. Vibrating at a very uncomfortable frequency within me, and impossible to get away from or cover up.

That the volume was set to be heard **above** the other noise of the working process, created a lot of tension in me and initially anger, as well as fear, as I was going to have to speak up and take this one on, not just 'tune it out' or pretend it wasn't such a big deal (it was too pervasive and dominating for that).

It's chemical, as well as vibrational. I knew. And I mentally did what I could to work out my inner paradigm and ways I was experiencing it so that I could a) do what I had to do to eliminate or minimise the impact, and b) enrol others in what potential harm might be being caused to staff with this stress-creator, by a recognised workplace hazard, and thus get their aid and support in seeing what could be done to change or transform it.

Something that helped, and continues to help to this day is that a friend suggested I start taking a small amount of [St John's Wort](#)<sup>4</sup> tincture each day, to help calm my nervous system. You can get a small 50ml bottle for about \$10 in most natural health dispensaries.

Well, this chapter is not about documenting every feeling and thought; every conversation or email or meeting I had, and all the steps and process I went through. It's true

that it kind of took-over my nightly working process for a fair while though.

I simply couldn't concentrate on my 'mental' (thinking) work, which accurate mail-sorting is. If I'd been in manual areas of work it would have been different and that was part of the age-old NZ Post culture I was now immersed in: daily graft, hard labour and the attitude that **any** music or distraction was needed (or welcome!) to numb-out the monotony and get the shift done quicker.

There was even a mind-set from the overall night operations manager that more (and louder!) music, especially near the end of the shift (yeah right, when we're all tired), helped wake people up and work faster to meet the deadlines for all mail to be sorted and dispatched!

Many other staff agreed with my points of view, once they felt they could trust me and speak their minds to me, but again the culture in such a workplace (and thus the mentality often of people who are attracted to work there) is that you **don't** speak-up, just complain among yourselves and nothing will ever get done about it anyway by 'them up there' (eyes pointing skyward or to the management offices!)

Over time however, and I will say with some support plus my tenacity and new-found boldness to keep campaigning and negotiating from all levels of experience and communication skills I could, change **did** happen. Noticeable, positive and structured change.

Whether others benefitted (as was also my intention, and I think they did) or if anyone knew who'd been campaigning, was not the issue. As much as I want others to enjoy life too and be empowered by free choice and expression, I was in truth mostly motivated to set up for myself a working environment where I could give 100% good quality, productive and accurate work, in return for my fair pay, and still remain open and socially interactive with those I worked with.

I was there for a reason and that was to be able to do as much work as possible, including overtime when allocated, to generate enough financial momentum to refloat my life!

And I'd agreed to a 'permanent role' to serve that end, (as opposed to a less committed kind of short term, casual



contract approach) aiming to evaluate it at 6 and 12 months and see how I was progressing with my goal.

It was strange though but in the end made sense, if I can just go back to the radio/noise thing, 'cos it's important to note as an experience after having studied and written so much in that last year or 2 about mental-emotional psychology; the chemical, habitual thought responses, behaviours and preferences that shape our beliefs, actions and outcomes.

The instant I encountered such radio, I felt assaulted, even like a physical blow, which sometimes caught me off guard so I'd almost shout aloud when I got startled by it. It felt like it blocked and jammed my rational-thinking thought patterns and I went instantly into defensive, protective modes of thought; became less open and communicative or willing to take part in the communal or social aspects of the work.

I couldn't concentrate and my work-rate fell to about half my normal, good flow, just so that I could at least still maintain accuracy (and composure). That this, and thus my way of being measured in my work felt under threat was itself threatening and almost daily I'd feel a sense of foreboding and even intimidation as I drove to work, wondering how it would be and what levels of resilience or inner conflicts I'd have to endure that night. I felt, well, 'bullied' and often very 'alone' in both my personal experience of what I was going through on the sound/volume levels, as well as the process of continually having to speak-up and challenge the given system, where I truly felt there were moral and work-safety-health issues at stake, important enough to stand-up for.

Each night was a choice to be there, which I was fully aware of, and I got to work on **that** a lot, believe me. It's true I was also learning and honing my sense of self-resilience and mental toughness, though I kept regular monitoring of what the price and cost of that was to me.

What made it a little easier was that I knew at any stage, if it got too much, I could 'walk', and things would somehow work out about 'what next?'. I didn't have a mortgage, family to support or whole life hanging on 20 years on the job and its pay-cheque, so that I was locked into a

long-term slavery with no way of choosing a way out (like many of my colleagues).

I also recognised that the world isn't there just to bend itself to **my** needs and preferences, and that in South Auckland, commercial, manual-labour type of business and a largely young and Polynesian work environment, it could well be that it was **me** who was out of step, and that I had no business nor mandate to try to change the 'culture' of NZ Post, if that was what actually worked for them, and was what the majority wanted.

Of course, even knowing this possibility and having these thoughts, still didn't necessarily make it any easier to be there night after night and feel what I was feeling in the moment.

My hunch and experience was that there was enough wish for change, by enough of a small group to give it a go, however, and in the end, and with time and not a little effort and challenge, that hunch was validated. And I believe at least **some** positive impact was made by me and my having been there, for as long as I was.

In the end, that proved to be about 9 months and my reasons to leave were shaped not only by the enticing opportunities that a couple of trips presented, but also by the change in NZ Post business and market performance affecting their policies on how to grant leave and especially unpaid-leave.

I'd hoped to take a 6 or 7-week extended leave to fulfil on a house sit assignment (with flights paid for) in Perth, WA, followed by a 'buying trip' to S.E.Asia, using a ridiculously cheap airfare to Singapore, and a boost to funds from the sale of all remaining stock of my Guatemala fabrics to one 'well-connected' client in the TV Drama costume business.

My leave-application was declined and though I understood why, no appeal or further negotiation was going to change that. There also felt a 'rightness' in this being the time to move on, even though to do so may have seemed financial suicide to give up this regular, reliable income and jeopardise my ability longer-term to continue servicing my weekly credit-card loan and car-repayment obligations.

But I'd saved about \$4,000, after/on top of what I'd presented to my parents in March. Plus I had over \$1,500 in my dedicated [Friends of the World](#)'s 'spend with local artisans' fund.

And, just as I did when I quit my Sun Alliance career and again later, when I left UK for NZ, I took a breath....and jumped. **This** time having much more knowledge, experience and confidence in myself, my abilities and the way the world seems to work, when one goes for one's 'flow' and does the things that make one feel good!

Risk (at least, moderate risk) it seems, is one of those things for me!

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Multi-culturality and the love of being something of an 'international citizen' (which I feel I am) continues to be a developing and fulfilling theme, and certainly has grown another layer or two from recent travels outside of NZ (not to mention ongoing connections with people within NZ from Asian, Polynesian and Latin-American backgrounds).

My 50<sup>th</sup> birthday was a case in point that I want to briefly mention, if for no other reason than the number '50', no matter your culture or outlook, **is** a significant kind of number. It's half of 100, for one thing, and if ever I felt 'middle-aged' then on March 26<sup>th</sup> 2011 as I completed my 50<sup>th</sup> year and looked back at what those 5 decades had contained, I felt a strong urge to re-state my enthusiasm and energy for life. I can easily see I'm half-way through my life at this point, given what we currently know about society, health, longevity etc. Though to be sure, we have absolutely no idea what advances and changes are coming in the next 10, let alone 50 years, which may cause me to change that 'half-way' point of view.

So I've drawn a line across the last 50, almost like a preparation or apprenticeship for the remainder of my life, and this update (here) is very much part of setting the stage and new course (which itself contains the essence of past courses attempted but distracted from: all 'perfect' in the greater scheme of things, however!).

For my birthday, co-funded with my parents I shouted a great evening and full meal for 22 close and connected friends,

at the most ideal venue (a [Mexican restaurant in Grey Lynn called Ashi Itzcalli<sup>6</sup>](#)), and Latino-international-type ambience I could have chosen, whilst remaining in Auckland!

I counted 11 different nationalities among my friends that night, and was so warmed by the compliment of their attendance and the experience of watching the fun and new connections **they** had there, more than any other gratification for myself.

I even got to make my birthday 'speech' in competent Spanish, standing on a chair before the whole restaurant while also receiving a cake and Mexican birthday song from the kind family/owners and staff! One of those glowing and much savoured (and fully sober!) moments when again I truly felt a 'belonging' and rightness to the whole cross-inter-cultural experience of it all.

And while I continue to slowly develop my Spanish language, especially through regular online communication and friendship with Rosa in Colombia these past 2 years, it was actually back to S.E.Asia I was drawn for that trip, for which I ended up resigning my position at NZ Post.

You remember I spoke of Maria in one of the last chapters? And how during a 5-week trip to Guatemala in 2008 to learn Spanish, I'd regularly seen an old lady on the streets selling colourful scarves and shawls. I knew that at her age (guessing in her 60s) any purchase I made would be a help to her day. Each week she also came in to the small school where I was studying, and so she became a sort-of friend, or certainly the one I would favour to buy more scarves from.

I mentioned too how a little later, and back home in NZ, the scarves I'd bought as souvenirs and gifts, were so appreciated by my friends that I began to conceive of a way to buy more – a couple of hundred, to be exact – and make a sort of direct one-to-one aid-trade business with Maria.

This easily came about, with the help of Sary at the school and I made a point to pay Maria **her** price, (undiscounted regardless of quantity) and paid upfront with Western Union. Several weeks later my package arrived and I had a lot of fun selling the scarves and telling the Maria-story at market stalls that summer.

In fact I sold-out and now, 3 years on, I've directly done 600 scarves-worth of business with Maria, who I know doesn't make them all herself, but her ability to outsource to others, and generate more than a year's worth of income from my orders makes a significant impact on her life and those of others around her in her community. Maybe she now takes a chicken-bus to town instead of walking.

This was a big part of my creating Friends of the World in the first place: to be able to do more 'fair-trading' with 'friends' in other countries, not only sponsorship of education and such-like, as I've been doing with Tenzin-Kunga in Nepal.

The initial funding-income vehicle was from referring Sea-Balance, and a small, monthly commission I devoted to [Friends of the World's](#) account. But I ended up tithing regularly from my NZ Post weekly pay, and with also attracting financial contributions from a couple of friends too, who really understand the bigger picture I'm up to, amassed about \$1,500 by mid 2011.

Having set all this in motion from that first time in Central America, the next impulse guiding me was to be able to return to S.E.Asia and especially to Laos, to try to find weavers of the deep red-gold fabrics I'd bought there in earlier trips. I also wanted, if possible to return to Mandalay in Burma and re-discover the local artisans who made the exquisite wooden carved Buddhas I still cherish after special times there, and from such memorable and fun 'transactions'!

The trip came about, seemingly by serendipity (the happening of things you were looking or asking for, without knowing you were asking or looking!), though for sure my subconscious and all the universal laws and unseen mechanisms were working away happily and effectively too in the background. Maybe that's more what serendipity **is**?

I was undecided about taking up the house-sit in Perth, but a sale of my Guatemala fabrics early in March changed all that. A costume department for a NZ TV-movie series had bought from me before, and when they rang again and said they were in a buying mood, and I said I only had a little stock left, they bought the lot on the spot, generating about \$1,000 for me instantly. For some reason I'd also taken along old samples and personal pieces from my trips to Asia in the 90s,

and these opened up more interest and purchases, such that the notion of finally returning to Asia at last was now at my fingertips.

I'd seen in the national press these one-off, ridiculously low one-way airfares to Singapore and Kuala Lumpur (around \$250!) and promised myself the very next time I saw one, I was going to grab it.

"Be careful what you wish for....etc" is a popular cliché, but I'm not joking, within 48 hours, sure enough there was a [Jetstar](#) advert in the NZ Herald, Auckland to Singapore direct, NZ\$249 one way, and only \$20 extra to add 20kg of baggage!

I called up and bought a seat immediately and while on the phone enquired about, and provisionally ear-marked a return ticket to Perth. After all, if I was going to stretch out in my Asia direction and have a break from work, what was the difference between 3 weeks and 6 weeks? (as it turned out, the difference was not having a job to return to, and having to resign to take such a longer break, but we already covered the 'rightness' and boldness of that decision a few pages ago).

I called my friends in Perth to let them know I was now willing to come. They transferred \$1,000 to my credit card online and by the end of that day, another couple of mini-chapters of my life were being drafted, and I felt quite excited at the change and newness of coming events, as well as a long-awaited return to parts of the Asian world that had been so kind to me and about which I still felt very connected.

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If you recall from some of the later chapters in the book, I've begun voicing my opinions and thoughts about the whole nature of our world and the 'economic structure' which so completely saturates and dominates it (and us).

From birth we're taught no other paradigm than the way forward requiring us to go to school and get academic knowledge and qualifications, to find a job/career/occupation/vocation or whatever it takes that will 'make money' so that we can buy things and have things like a home, car, furnishings and have access to what the material world is made up of. And thus we play our dutiful part in keeping it all going.

But times, especially technology times and money-economy times are rapidly changing. Written as this piece is during mid 2011 while economies of whole countries like Greece, Portugal, soon to be joined by Ireland and Spain, and with the US of A itself being very close to economic collapse, it will be interesting to reflect in just a few more years whether those whose sole intent (ie. most of society) to maintain stability, permanence and a safe, predictable, conforming world of 'what we have today will be the same tomorrow', or those who (like me) herald and welcome a melt-down and deconstruction of this hitherto unquestioned fundamental of life, turn out to have been more correct.

I can't possibly go into (nor am I qualified to do so) all the complexities of economics and how money originally came to be created and elevated to its present status; nor of commodities and trading, investments, world banking and corporate self-preservation etc. However in my own search to find peace with not 'fitting in' with this economic and western world, I've both needed to let go of trying to compete and establish myself within a system I just don't believe in, as well as begin to educate myself with the fundamentals and myths and popular unquestionable tenets of where we're currently at, how they came about and what is likely to happen next.

Not only do I mean the deconstruction of many of our economic, political, social and religious systems and structures, but also what ways would then be worthy of human kind for us to create as we seek to weave newer and more 'serving for all' societies and ways of orienting our lives.

Let me succinctly say, before I talk too much (!) that I have yet to find anything as provocative and resonant to my own thoughts and views and questions as I have with the material of the [Zeitgeist Movement](#)<sup>8</sup>.

I've devoured over and over their movies and presentations (thank you YouTube!) more than anything I've seen because I believe when you wish to set out in new and unconventional directions yourself, it helps to have philosophical and moral support of others who are already more established and experienced on that path.

But it doesn't just end at agreeing to all the background and covert information with which we've created (or allowed

others to create) a world and systems of complete human control. Nor the barely-suppressed sense of anticipation (I personally feel) to look forward and imagine those systems finally coming to an end of their time and season of control.

As much as anything, that simply creates then a 'vacuum' or space into which, and from the deconstructed material of the old, will emerge newer societies. And economies, though not based on the control of 'money'. Rather, the ethical distribution and use of planetary resources (which are ample, to say the least: food, energy, water, security etc.) and freeing-up the human experience and shackles to slavery of chasing and accumulating money and what it can purchase, so that our very human potential can at last be pursued to the full, as fully valid ways of living one's life and being in societies and communities as a whole.

See [The Venus Project and works of Jacque Fresco](#)<sup>9</sup> if you're open to learn, or at least expose yourself to such innovative ways of envisaging our future.

Which kind of brings me back to [Friends of the World](#) and the whole business of 'social enterprise' or 'ethical business'.

For whilst these societal and economic visions will surely not be accomplished overnight or in one smooth movement, I do believe that social enterprises and their orientation of putting Purpose and Reasons (of who and how they serve) first, as the defining fundamental principles of their existence, are a significant next phase of the transition (from old, money-economy to new, resource and values-based economy).

And I'm proud to be taking the small steps I can, from where I'm currently at. To be able to speak confidently, clearly and authentically about how Friends of the World generates income and why; for the Marias and Tenzin-Kungas and a whole host of others in many lands still to be enacted, whether by my own hand or the hands of others, known or unknown to me, but inspired by such work and enrolled in furthering it, for their own aligned reasons.

Even as I coined the name Friends of the World and conceived and built the basic website and content, I saw yet



another layer within it, both tangible and beyond it all at the same (non-linear) time!

This is something I call 'World Café' <sup>10</sup>.



©

At first the images that came to my mind were of a non-commercial set-up: a part of my own rural/coastal home, rather than a high street: a serving counter opening to a deck or sunny terrace, Mediterranean in feel; an awning, a few old wooden tables and chairs offering out into a small unkempt but tranquil garden.

A place for a few good friends to come, relax, hang-out or take time-out; a 'speak-easy' almost, where views and ideas about 'things meaningful and valuable' could be exchanged in good company.

Or where one could sit quietly alone but in company of others, reading, daydreaming or just absorbing the surroundings, as we all need to do sometimes (I certainly did on countless occasions, where I was feeling down, didn't want to 'talk' but needed others around me, or for those other creative times when with space and right atmosphere, I scribbled ideas or just emptied my mind onto a paper-serviette!).

A place where world-fusion or multi/cross-culture and internationalism was all around, from the snacks available (all made and bought by contribution by the way) to the world-music or even live music in the air. A small gallery-cum-shop where I could display and offer for sale my photography, cards and other artistic pieces; have Laos fabrics, Burmese Buddhas, Guatemala scarves and so much more on show or for sale: images or stories that open a window for someone, of another world, one they remember or wish to adventure into....

The sales of goods are poured back into the [Friends of the World](#) fund for direct purchases of future trips: trips that a 'tribe' (as in Social Media) could now be a part of and enrolled in their taking place and all sorts of outcomes.

This then, is the basis of [World Café](#), beyond a fixed building or location. A phrase (probably misquoted) came to mind from a biblical extract, where it was said (reportedly by 'god' I think) that "Wherever 2 or more of you are gathered in my name, that ye shall call 'church'".

So too I imagine [World Café](#): something that is created where people meet to create it each time.

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I said at the beginning of this 'Epilogue' that a lot can happen in a year.

As I sit here tonight, writing these closing lines, at the same chair and table, at the same rambling country house, with the peace of the night broken only (or rather 'accompanied') by the sounds of a crackling open fire to my left, and the scratchy sound of my old pen on the sheets of plain A4 copy-paper, I become aware of just the overview of the truth of my opening words.

I feel more clear, directed, less 'concerned' or worried. More in charge of my thoughts and actions, and thus the arenas I spend my time in now. I may not (yet) be super-effective and productive in all my goals and intended visions I wish to accomplish, but I do feel somewhat more in tune with a natural rhythm, not fighting against it or trying to bend it to my own will.

I'm only 7 days off the plane back in NZ after my Asia trip, already communicating about, and plying my new wares

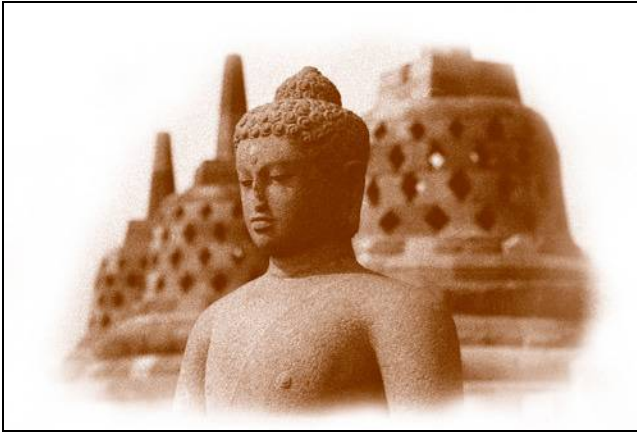
from Laos, sharing stories, selling a few pieces and already painting pictures in people's minds (and my own) of my next trip(s).

Even more pleasing is that I'm drawing again, and I've already put a number of new Buddha works on canvas, which is **so** satisfying and has opened up a chance for daily 'prayer' and devotion to something I just **love** doing and putting mindful, creative attention on.



Also, this has led to me developing a series of images of ancient temples, re-mastered into a 'lost world' sepia tone, then printed on huge lengths of canvas, like 2.5 metres wide! (see [my Personal Website](#)<sup>11</sup>). This is actually, when I step back and think of it, another of those long-held goals (small but important) fulfilled, as I always dreamed of finding a way to have that done, and I'm so excited at all the new possibilities that are now coming up because of this work.

Like a dog with two tails (as we used to say!).



And all this weaves-in with a surprising though welcome number of timely house-sit opportunities too, which gives me the time and space to gain some artistic momentum, plus a respectful and contented sense of things, for now, being 'perfectly so'.

A dog not so much 'barking' at the moment, but certainly very comfortably curled up by the fire, well-fed and with much more fun and dog-like activity sure to come tomorrow!

**The End**



# Appendices and Links

**All weblinks mentioned here were active at time of writing, and should take you directly to a website for the relevant reference.**

If no specific internet/web link is shown, or is no longer active, you can always go to [www.google.com](http://www.google.com) or [www.wikipedia.org](http://www.wikipedia.org) or for books, there's always [www.amazon.com](http://www.amazon.com) (or local version for your own country)

- **Why We Do What We Do**

1. **Simon Sinek:**

**TED talk:**

[http://www.ted.com/talks/simon\\_sinek\\_how\\_great\\_leaders\\_inspire\\_action.html](http://www.ted.com/talks/simon_sinek_how_great_leaders_inspire_action.html)

"People are inspired not by what you do, but why you do it"

**Also:** <http://sinepartners.typepad.com/refocus/>

- **Introduction**

1. **Marianne Williamson** (most famously quoted by Nelson Mandela)

***A Return to Love***

ISBN 0060927488

"Our deepest fear is not that we are inadequate. Our deepest fear is that we are powerful beyond measure. It is our light, not our darkness that most frightens us. We ask ourselves, Who am I to be brilliant, gorgeous, talented, fabulous? Actually, who are you not to be? You are a child of God. Your playing small does not serve the world. There is nothing enlightened about shrinking so that other people won't feel insecure around you. We are all meant to shine, as children do. We were born to make manifest the glory of God that is within us. It's not just in some of us; it's in everyone. And as we let our own light shine, we unconsciously give other people permission to do the same. As we are liberated from our own fear, our presence automatically liberates others."

**Website:** [www.marianne.com](http://www.marianne.com)

(Permission applied for Nov 2011)

## • **Written in Four Parts**

**1. The Four Noble Truths**, which, in my own words are essentially:

1. There is Suffering
2. There is a cause of, or reason for Suffering
3. There is an end to Suffering
4. There is a path that leads to the end of Suffering

**Many websites & resources, but try this:**

<http://www.buddhanet.net/4noble.htm>

## **2. John Gray**

**Wikipedia:**

[http://en.wikipedia.org/wiki/John\\_Gray\\_\(U.S.\\_author\)](http://en.wikipedia.org/wiki/John_Gray_(U.S._author))

**Mars and Venus:** [www.marsvenus.com](http://www.marsvenus.com)

**Other:** [www.marsvenusinstitute.com](http://www.marsvenusinstitute.com)

**Also 'Brain Chemistry', cellular nutrition**

**Men are from Mars, Women are from Venus**

ISBN 0060574216

**Mars and Venus Diet and Exercise Solution**

ISBN 0330426559

**See also Dr Leslie Wells: Bridge Holistic Healing centre** and her Better Brain Chemistry nutritional programs.

**Website:** <http://www.bridgeholistichealing.com>

## **3. Bruce Lipton**

**Biology of Belief**

ISBN 1401923119

**Spontaneous Evolution**

ISBN 1401926312

**Website:** [www.bruce-lipton.com](http://www.bruce-lipton.com)

## **4. Dr Joe Dispenza**

**Evolve Your Brain**

ISBN 0757307655

**Website:** [www.drjoedispenza.com](http://www.drjoedispenza.com)

## **5. Roger Hamilton and XL Foundation**

**Roger Hamilton site:** [www.rogerhamilton.com](http://www.rogerhamilton.com)

**Wealth Dynamics:** [www.wealthdynamics.com](http://www.wealthdynamics.com)

**XL Foundation:** [www.resultsfoundation.com](http://www.resultsfoundation.com)

## **PART 1**

### **Chapter 1**

#### **• Sun Alliance**

- 1. Moshe Feldenkrais: The Potent Self** ISBN 0062503243  
[https://www.feldenkraissshop.org/index.php?main\\_page=product\\_info&cPath=274&products\\_id=182](https://www.feldenkraissshop.org/index.php?main_page=product_info&cPath=274&products_id=182)  
**Website:** [www.feldenkrais.com](http://www.feldenkrais.com)  
**Biography:**  
[http://www.feldenkrais.com/method/a\\_biography\\_of\\_moshe\\_feldenkrais/](http://www.feldenkrais.com/method/a_biography_of_moshe_feldenkrais/)
  
- 2. Saturn Return resources include:**  
[http://en.wikipedia.org/wiki/Saturn\\_return](http://en.wikipedia.org/wiki/Saturn_return)  
**Or:** <http://tellmylife.com/saturnReturn30.htm>
  
- 3. Myers and Briggs**  
**Website:** [www.myersbriggs.org](http://www.myersbriggs.org)
  
- 4. MENSA**  
**Website:** [www.mensa.org](http://www.mensa.org)  
**Or:** <http://www.mensa.org.nz/online-test/>
  
- 5. Jerry & Esther Hicks (Abraham & Law of Attraction)**  
**Website:** <http://www.abraham-hicks.com/lawofattractionsource/index.php>  
**Ask and it is Given** ISBN 1401907342  
**Many others, too many to mention here**
  
- 6. Pink Floyd: 'Breathe' from Dark Side of the Moon:**  
**Extract: "Hanging on in quiet desperation is the English way.."**  
**Website:** [www.pinkfloyd.com](http://www.pinkfloyd.com)
  
- 7. Thai Theravada Buddhist tradition and Meditation**  
**Many: try this to start:** [www.theravadabuddhism.org](http://www.theravadabuddhism.org)  
**Also:** <http://en.wikipedia.org/wiki/Theravada>



- 8. Roger Hamilton and the 'Wealth Dynamics' personal profiling philosophy**  
**Book Your Life, Your Legacy** ISBN 981056967X  
**Website:**  
[http://www.wealthdynamicscentral.com/products/YOUR-LIFE-YOUR-LEGACY-%7C-Audiobook-\(download\).html](http://www.wealthdynamicscentral.com/products/YOUR-LIFE-YOUR-LEGACY-%7C-Audiobook-(download).html)
- 9. MyHardwired™** (online personal assessment development system)  
**Website:** [www.myhardwired.com](http://www.myhardwired.com)
- 10. Dr Katherine Benziger (Falsifying Type)**  
**Website:** [www.benziger.org](http://www.benziger.org)  
**Specifically for P.A.S.S:**  
<http://www.benziger.org/articlesIng/?p=32>
- **Hardwired**
- 11. Bruce Lipton**  
**Biology of Belief** ISBN 1401923119  
**Spontaneous Evolution** ISBN 1401926312  
**Website:** [www.bruce-lipton.com](http://www.bruce-lipton.com)
- 12. John Gray**  
**Wikipedia:**  
[http://en.wikipedia.org/wiki/John\\_Gray\\_\(U.S.\\_author\)](http://en.wikipedia.org/wiki/John_Gray_(U.S._author))  
**Mars and Venus:** [www.marsvenus.com](http://www.marsvenus.com)  
**Other:** [www.marsvenusinstitute.com](http://www.marsvenusinstitute.com)  
**Also 'Brain Chemistry', cellular nutrition**  
**Men are from Mars, Women are from Venus**  
ISBN 0060574216  
**Mars and Venus Diet and Exercise Solution**  
ISBN 0330426559  
**See also Dr Leslie Wells: Bridge Holistic Healing centre** and her Better Brain Chemistry nutritional programs.  
**Website:** <http://www.bridgeholistichealing.com>
- 13. Harville Hendricks**  
**Getting the Love you Want** ISBN 0805087001  
**Website:** [www.gettingtheloveyouwant.com](http://www.gettingtheloveyouwant.com)  
**Also:** [www.harvillehendrix.com](http://www.harvillehendrix.com)

**14. David Schnarch**

**A Passionate Marriage**

ISBN 0393334279

**Website:** <http://passionatemarriage.com/>

• **Thoughts/Observations about 'Fight or Flight'**

**15. Women Who Run With Wolves,**

**Dr. Clarissa Pinkola Estes**, ed 1995, Ballantine, New York, (ISBN 0345409876) extracts from Chapter8: 'Self-preservation: Identifying traps, cages and poisoned bait', are reprinted with kind permission of author and publisher

**Website:** [www.clarissapinkolaestes.com](http://www.clarissapinkolaestes.com)

**Specifically:**

[http://www.clarissapinkolaestes.com/women\\_who\\_run\\_with\\_the\\_wolves\\_myths\\_and\\_stories\\_of\\_the\\_wild\\_woman\\_archetype\\_101250.htm](http://www.clarissapinkolaestes.com/women_who_run_with_the_wolves_myths_and_stories_of_the_wild_woman_archetype_101250.htm)

**16. Dr Leslie Wells: Bridge Holistic Healing centre**

Especially her Better Brain Chemistry nutritional programs.

**Website:** <http://www.bridgeholistichealing.com>

**17. John Gray**

**Wikipedia:**

[http://en.wikipedia.org/wiki/John\\_Gray\\_\(U.S.\\_author\)](http://en.wikipedia.org/wiki/John_Gray_(U.S._author))

**Mars and Venus:** [www.marsvenus.com](http://www.marsvenus.com)

**Other:** [www.marsvenusinstitute.com](http://www.marsvenusinstitute.com)

**Also 'Brain Chemistry', cellular nutrition**

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ISBN 0060574216

**Mars and Venus Diet and Exercise Solution**

ISBN 0330426559

**See also Dr Leslie Wells: Bridge Holistic Healing centre** and her Better Brain Chemistry nutritional programs.

**Website:** <http://www.bridgeholistichealing.com>

• **Lynette**

**18. State of Grace Document by Maureen K McCarthy**

**Website** [www.stateofgracedocument.com](http://www.stateofgracedocument.com)

**19. David Deida**

**The Way of the Superior Man** ISBN 1591792576

**Website:** [www.deidacentral.com](http://www.deidacentral.com) or [www.deida.info](http://www.deida.info)

**Also:** <http://www.deida.info/books/way-superior-man>

**20. Traditional Thai Massage**

**Website in Chiang Mai:** [www.thaimassage.ac.th](http://www.thaimassage.ac.th)

**Other information:** [www.oldmedicinehospital.com](http://www.oldmedicinehospital.com)

• **Wood Bay and Mineral Deficiency**

**21. Hardware Café**

**Titirangi, West Auckland, NZ:**

**search Google or Facebook**

**22. Lizzie Haylock: Dance-therapy**

**No website but part of**

<http://www.goodcompanypacific.com/3specialists.htm>

**See also 5-Rhythms:** [www.gabrielleroth.com](http://www.gabrielleroth.com) or

[www.5rhythms.co.nz](http://www.5rhythms.co.nz)

**23. Robin Norwood:**

**Women Who Love Too Much**

ISBN 0099474123

**Website:**

[http://en.wikipedia.org/wiki/Women\\_Who\\_Love\\_Too\\_Much](http://en.wikipedia.org/wiki/Women_Who_Love_Too_Much)

**24. John Gray**

**Wikipedia:**

[http://en.wikipedia.org/wiki/John\\_Gray\\_\(U.S.\\_author\)](http://en.wikipedia.org/wiki/John_Gray_(U.S._author))

**Mars and Venus:** [www.marsvenus.com](http://www.marsvenus.com)

**Other:** [www.marsvenusinstitute.com](http://www.marsvenusinstitute.com)

**Also 'Brain Chemistry', cellular nutrition**

**Men are from Mars, Women are from Venus**

ISBN 0060574216

**Mars and Venus Diet and Exercise Solution**

ISBN 0330426559

**See also Dr Leslie Wells: Bridge Holistic Healing centre** and her Better Brain Chemistry nutritional programs.

**Website:** <http://www.bridgeholistichealing.com>

## **Chapter 2**

### **• Men's stuff, Masculinity and the New-Age Man**

#### **1. Essentially Men™ founded by Rex McCann.**

**Website:** [www.essentiallymen.net](http://www.essentiallymen.net)

See also 'Essence of Men' & affiliated 'Co-Counselling' courses.

#### **2. David Deida**

**The Way of the Superior Man** ISBN 1591792576

**Website:** [www.deidacentral.com](http://www.deidacentral.com) or [www.deida.info](http://www.deida.info)

**Also:** <http://www.deida.info/books/way-superior-man>

#### **3. Warren Farrell**

**The Myth of Male Power** ISBN 0425181448

**Women can't Hear What Men don't Say**

ISBN 1585420611

**Website:** [www.warrenfarrell.com](http://www.warrenfarrell.com)

**Also:** [www.warrenfarrell.info](http://www.warrenfarrell.info) & [www.warrenfarrell.org](http://www.warrenfarrell.org)

## **Chapter 3**

### **• Falsifying Type & 'P.A.S.S.' (Prolonged Adaptive Stress Syndrome)**

#### **1. Dr Katherine Benziger (Falsifying Type)**

**Website:** [www.benziger.org](http://www.benziger.org)

**Specifically for P.A.S.S.:**

<http://www.benziger.org/articlesIng/?p=32>

#### **2. John Gray**

**Wikipedia:**

[http://en.wikipedia.org/wiki/John\\_Gray\\_\(U.S.\\_author\)](http://en.wikipedia.org/wiki/John_Gray_(U.S._author))

**Mars and Venus:** [www.marsvenus.com](http://www.marsvenus.com)

**Other:** [www.marsvenusinstitute.com](http://www.marsvenusinstitute.com)

**Also 'Brain Chemistry', cellular nutrition**

**Men are from Mars, Women are from Venus**

ISBN 0060574216

**Mars and Venus Diet and Exercise Solution**

ISBN 0330426559

**See also Dr Leslie Wells: Bridge Holistic Healing**

**centre** and her Better Brain Chemistry nutritional programs.

**Website:** <http://www.bridgeholistichealing.com>

**3. Roger Hamilton and the 'Wealth Dynamics' personal profiling philosophy**

**Book: Your Life, Your Legacy** ISBN 981056967X

**Website:**

[http://www.wealthdynamicscentral.com/products/YOUR-LIFE-YOUR-LEGACY-%7C-Audiobook-\(download\).html](http://www.wealthdynamicscentral.com/products/YOUR-LIFE-YOUR-LEGACY-%7C-Audiobook-(download).html)

**4. MyHardwired™** (online personal assessment development system)

**Website:** [www.myhardwired.com](http://www.myhardwired.com)

**Chapter 4**

• **Life-4-Us, Massage Practice, more about Paula (April 2002 to July 2010)**

**1. Roger Hamilton and the 'Wealth Dynamics' personal profiling philosophy**

**Book: Your Life, Your Legacy** ISBN 981056967X

**Website:**

[http://www.wealthdynamicscentral.com/products/YOUR-LIFE-YOUR-LEGACY-%7C-Audiobook-\(download\).html](http://www.wealthdynamicscentral.com/products/YOUR-LIFE-YOUR-LEGACY-%7C-Audiobook-(download).html)

**2. Dr Katherine Benziger (Falsifying Type)**

**Website:** [www.benziger.org](http://www.benziger.org)

**Specifically for P.A.S.S:**

<http://www.benziger.org/articlesIng/?p=32>

**3. Viktor Frankl**

**Man's Search for Meaning**

ISBN 080701429X

**Website:**

[http://en.wikipedia.org/wiki/Man's\\_Search\\_for\\_Meaning](http://en.wikipedia.org/wiki/Man's_Search_for_Meaning)

**4. Bruce Lipton**

**Biology of Belief**

ISBN 1401923119

**Spontaneous Evolution**

ISBN 1401926312

**Website:** [www.bruce-lipton.com](http://www.bruce-lipton.com)

- 5. Warren Farrell**  
**The Myth of Male Power** ISBN 0425181448  
**Women can't Hear What Men don't Say**  
ISBN 1585420611  
**Website:** [www.warrenfarrell.com](http://www.warrenfarrell.com)  
**Also:** [www.warrenfarrell.info](http://www.warrenfarrell.info) & [www.warrenfarrell.org](http://www.warrenfarrell.org)
- **Massage Practice**
- 6. Michael E Gerber: The E-Myth** ISBN 0887307280  
**Website:** [www.e-myth.com](http://www.e-myth.com)
- 7. Friends of the World**  
**Website:** [www.friendsoftheworld.co.nz](http://www.friendsoftheworld.co.nz)
- 8. Buy-1-Give-1**  
**Website:** [www.b1g1.com](http://www.b1g1.com)  
**Also:**  
<http://www.b1g1.com/buy1give1/businessstory?companyID=228>
- 9. Infra red sauna unit and de-tox therapy**  
**Website:** [www.magmed.com](http://www.magmed.com)
- 10. Candace Pert**  
**Website:** [www.candacepert.com](http://www.candacepert.com)
- 11. Dr Joe Dispenza**  
**Evolve Your Brain** ISBN 0757307655  
**Website:** [www.drjoedispenza.com](http://www.drjoedispenza.com)
- 12. What the Bleep do we Know?**  
**Website:**  
<http://www.whatthebleep.com/whatthebleep/>
- 13. Bruce Lipton**  
**Biology of Belief** ISBN 1401923119  
**Spontaneous Evolution** ISBN 1401926312  
**Website:** [www.bruce-lipton.com](http://www.bruce-lipton.com)
- 14. Maslow's Hierarchy of Human Needs**  
**Website:**  
[http://en.wikipedia.org/wiki/Maslow's\\_hierarchy\\_of\\_needs](http://en.wikipedia.org/wiki/Maslow's_hierarchy_of_needs)

## 15. Byron Katie: 'The Work'

**Website:** <http://www.thework.com/index.php>

(Permission applied for Nov 2011)

### • A Word about NLP

16. NLP: 'Neuro-Linguistic-Programming' (3 preferred styles)

Many Websites including: [www.nlpinfo.com](http://www.nlpinfo.com)  
and [www.nlp.com](http://www.nlp.com)

## 17. Dr Katherine Benziger (Falsifying Type)

**Website:** [www.benziger.org](http://www.benziger.org)

**Specifically for P.A.S.S:**

<http://www.benziger.org/articlesIng/?p=32>

## Chapter 5

### • Moving On: Life-4-Us next steps etc

#### 1. Viktor Frankl

**Man's Search for Meaning** ISBN 080701429X

**Website:**

[http://en.wikipedia.org/wiki/Man's\\_Search\\_for\\_Meaning](http://en.wikipedia.org/wiki/Man's_Search_for_Meaning)

especially about 'finding meaning in the Suffering'

### • Students

#### 2. Tom Peters: Re-Imagine

ISBN 1405345098

**Website:** [www.tompeters.com](http://www.tompeters.com)

and [www.tompeters.com/reimagine](http://www.tompeters.com/reimagine)

### • Franchise

#### 3. MyHardwired™ (online personal assessment development system)

**Website:** [www.myhardwired.com](http://www.myhardwired.com)

#### 4. Roger Hamilton and the 'Wealth Dynamics' personal profiling philosophy

**Book: Your Life, Your Legacy** ISBN 981056967X

**Website:**

[http://www.wealthdynamicscentral.com/products/YOUR-LIFE-YOUR-LEGACY-%7C-Audiobook-\(download\).html](http://www.wealthdynamicscentral.com/products/YOUR-LIFE-YOUR-LEGACY-%7C-Audiobook-(download).html)

**5. Sir Ken Robinson, You-Tube "Creativity in Kids"  
(TED video) Weblink:**

[http://www.ted.com/talks/ken\\_robinson\\_says\\_schools\\_kill\\_creativity.html](http://www.ted.com/talks/ken_robinson_says_schools_kill_creativity.html)

**Chapter 6**

**• On a Mission (+the story of Veronica, David Deida, the End of Massage)**

**1. Maslow's Hierarchy of Human Needs**

**Website:**

[http://en.wikipedia.org/wiki/Maslow's\\_hierarchy\\_of\\_needs](http://en.wikipedia.org/wiki/Maslow's_hierarchy_of_needs)

**2. Anthony Robbins: 'Six Human Needs'**

**Website:** [www.tonyrobbins.com](http://www.tonyrobbins.com)

**Also:**

[http://www.ted.com/talks/tony\\_robbins\\_asks\\_why\\_we\\_do\\_what\\_we\\_do.html](http://www.ted.com/talks/tony_robbins_asks_why_we_do_what_we_do.html)

**Also comparing Wealth Profiles:**

<http://www.youtube.com/watch?v=VSq1W9IPh34>

**• Veronica**

**3. State of Grace Document by Maureen K McCarthy**

**Website** [www.stateofgracedocument.com](http://www.stateofgracedocument.com)

**4. Byron Katie: 'The Work'**

**Website:** <http://www.thework.com/index.php>

(Permission applied for Nov 2011)

**5. Dr. Clarissa Pinkola Estes**

**Women Who Run With Wolves** (Skeleton Woman)  
ed. 1995, Ballantine, New York, (ISBN 0345409876)  
with kind permission of author and publisher

**Website:** [www.clarissapinkolaestes.com](http://www.clarissapinkolaestes.com)

**Specifically:**

[http://www.clarissapinkolaestes.com/women\\_who\\_run\\_with\\_the\\_wolves\\_myths\\_and\\_stories\\_of\\_the\\_wild\\_woman\\_archetype\\_101250.htm](http://www.clarissapinkolaestes.com/women_who_run_with_the_wolves_myths_and_stories_of_the_wild_woman_archetype_101250.htm)



- **David Deida's work explored**

**6. David Deida: The Way of the Superior Man**

ISBN 1591792576

**Website:** [www.deidacentral.com](http://www.deidacentral.com) or [www.deida.info](http://www.deida.info)

**Also:** <http://www.deida.info/books/way-superior-man>

- **End of Massage**

**7. Kathy Torpie: 'Losing Face; A Memoir Of Lost Identity And Self Discovery':**

ISBN 1869505786

**Website:** <http://www.kathytorpie.110mb.com>

(includes quotation by Andre Gide "It is better to be hated for what you are than to be loved for something you are not" (P217) and her own words: "I realised that being true to myself was more important than being liked. (P221)).

## **PART 2**

### **Chapter 1**

- **A Way Forward (including addictions and more from Joe Dispenza and Bruce Lipton)**

**1. Viktor Frankl**

**Man's Search for Meaning**

ISBN 080701429X

**Website:**

[http://en.wikipedia.org/wiki/Man's\\_Search\\_for\\_Meaning](http://en.wikipedia.org/wiki/Man's_Search_for_Meaning)

**2. Kathy Torpie: 'Losing Face; A Memoir Of Lost Identity And Self Discovery':**

ISBN 1869505786

**Website:** <http://www.kathytorpie.110mb.com>

(includes quotation by Andre Gide "It is better to be hated for what you are than to be loved for something you are not" (P217).

**3. Sally Anderson**

**Forthcoming book 'Freefall'**

ISBN 1614480850

**Website:** [www.sally-anderson.com](http://www.sally-anderson.com)

#### 4. Jim Rohn

"It's not the blowing of the wind (for the same wind blows on us all): It's the setting of the sail"

*Quote from Jim Rohn, America's Foremost Business Philosopher, reprinted with permission from Jim Rohn International ©2011. For more information on Jim and his popular personal achievement resources or to subscribe to the weekly Jim Rohn Newsletter, visit :*

**Website:** [www.jimrohn.com](http://www.jimrohn.com)

#### 5. Bruce Lipton

**Biology of Belief**

ISBN 1401923119

**Spontaneous Evolution**

ISBN 1401926312

**Website:** [www.bruce-lipton.com](http://www.bruce-lipton.com)

#### 6. Dr Joe Dispenza

**Evolve Your Brain**

ISBN 0757307655

**Website:** [www.drjoedispenza.com](http://www.drjoedispenza.com)

#### 7. Candace Pert

**Website:** [www.candacepert.com](http://www.candacepert.com)

#### • Two Examples:

#### 8. Marianne Williamson (as quoted by Nelson Mandela)

"..there's nothing enlightened about shrinking so that others won't feel threatened about you..."

**Website:** [www.marianne.com](http://www.marianne.com)

#### 9. XL Foundation

**Website:** [www.resultsfoundation.com](http://www.resultsfoundation.com)

#### 10. John Gray

**Wikipedia:**

[http://en.wikipedia.org/wiki/John\\_Gray\\_\(U.S.\\_author\)](http://en.wikipedia.org/wiki/John_Gray_(U.S._author))

**Mars and Venus:** [www.marsvenus.com](http://www.marsvenus.com)

**Other:** [www.marsvenusinstitute.com](http://www.marsvenusinstitute.com)

**Also 'Brain Chemistry', cellular nutrition**

**Men are from Mars, Women are from Venus**

ISBN 0060574216

**Mars and Venus Diet and Exercise Solution**

ISBN 0330426559

**See also Dr Leslie Wells: Bridge Holistic Healing centre** and her Better Brain Chemistry nutritional programs.

**Website:** <http://www.bridgeholistichealing.com>

### **11. What the Bleep do we Know?**

**Website:**

<http://www.whatthebleep.com/whatthebleep/>

### • **Bruce Lipton and Cellular Biology**

#### **12. Bruce Lipton**

**Biology of Belief**

ISBN 1401923119

**Spontaneous Evolution**

ISBN 1401926312

**Website:** [www.bruce-lipton.com](http://www.bruce-lipton.com)

#### **13. MyHardwired™** (online personal assessment development system)

**Website:** [www.myhardwired.com](http://www.myhardwired.com)

#### **14. Viktor Frankl**

**Man's Search for Meaning**

ISBN 080701429X

**Website:**

[http://en.wikipedia.org/wiki/Man's\\_Search\\_for\\_Meaning](http://en.wikipedia.org/wiki/Man's_Search_for_Meaning)

### **Chapter 2**

### • **Quantum, All-is-One, God and Source Energy etc**

#### **1. Bruce Lipton**

**at the end of his book Biology of Belief** ISBN 1401923119

**Website** [www.bruce-lipton.com](http://www.bruce-lipton.com)

#### **2. Viktor Frankl**

**Man's Search for Meaning**

ISBN 080701429X

**Website:**

[http://en.wikipedia.org/wiki/Man's\\_Search\\_for\\_Meaning](http://en.wikipedia.org/wiki/Man's_Search_for_Meaning)

### • **All is One / Quantum**

#### **3. What the Bleep do we Know?**

**Website:**

<http://www.whatthebleep.com/whatthebleep/>

- 4. NLP: 'Neuro-Linguistic-Programming'**  
**Many Websites including:** [www.nlpinfo.com](http://www.nlpinfo.com)  
 and [www.nlp.com](http://www.nlp.com)
- 5. MyHardwired™** (online personal assessment development system)  
**Website:** [www.myhardwired.com](http://www.myhardwired.com)
- **God**
- 6. Sir Ken Robinson, You-Tube 'Creativity in Kids' (TED video) Weblink:**  
[http://www.ted.com/talks/ken\\_robinson\\_says\\_schools\\_kill\\_creativity.html](http://www.ted.com/talks/ken_robinson_says_schools_kill_creativity.html)
- 7. Thai Theravada Buddhist tradition and Meditation**  
**Many: try this to start:** [www.theravadabuddhism.org](http://www.theravadabuddhism.org)  
**Also:** <http://en.wikipedia.org/wiki/Theravada>
- 8. David Deida:**  
**The Way of the Superior Man** ISBN 1591792576  
**Website:** [www.deidacentral.com](http://www.deidacentral.com) or [www.deida.info](http://www.deida.info)  
**Also:** <http://www.deida.info/books/way-superior-man>  
 plus a library of articles on his website(s)  
 especially 'Stage-1 Man'
- 9. What the Bleep do we Know?**  
**Website:**  
<http://www.whatthebleep.com/whatthebleep/>
- 10. Jerry & Esther Hicks (Abraham & Law of Attraction)**  
 "You are extensions of Source Energy"  
**Ask and it is Given** ISBN 1401907342  
**Website:** <http://www.abraham-hicks.com/lawofattractionsource/index.php>  
 Many others, too many to mention here

### **Chapter 3**

- **Continuing The Law of Attraction.....**
- 1. Simon and Garfunkel** (from the late 60s hit 'The Boxer')  
**Website** <http://www.simonandgarfunkel.com/us/home>

## 2. Clarissa Pinkola Estes

**Women Who Run With Wolves**, ed. 1995, Ballantine, New York, (ISBN 0345409876) with kind permission of author and publisher

**Website:** [www.clarissapinkolaestes.com](http://www.clarissapinkolaestes.com)

**Specifically:**

[http://www.clarissapinkolaestes.com/women\\_who\\_run\\_with\\_the\\_wolves\\_myths\\_and\\_stories\\_of\\_the\\_wild\\_woman\\_archetype\\_101250.htm](http://www.clarissapinkolaestes.com/women_who_run_with_the_wolves_myths_and_stories_of_the_wild_woman_archetype_101250.htm)

## 3. The Invitation by Oriah Mountain Dreamer

ISBN 0062515845 © 1999 All rights reserved.

Published by HarperONE, San Francisco.

Presented with permission of the author.

**Website:** [www.oriah.org](http://www.oriah.org)

**Also:** [www.oriahmountaindreamer.com](http://www.oriahmountaindreamer.com)

## 4. Roger Hamilton and the 'Wealth Dynamics' personal profiling philosophy

**Book: Your Life, Your Legacy** ISBN 981056967X

**Website:**

[http://www.wealthdynamicscentral.com/products/YOUR-LIFE-YOUR-LEGACY-%7C-Audiobook-\(download\).html](http://www.wealthdynamicscentral.com/products/YOUR-LIFE-YOUR-LEGACY-%7C-Audiobook-(download).html)

## 5. Dr Katherine Benziger (Falsifying Type)

**Website:** [www.benziger.org](http://www.benziger.org)

**Specifically for P.A.S.S:**

<http://www.benziger.org/articlesIng/?p=32>

## 6. Maslow's Hierarchy of Human Needs

**Website:**

[http://en.wikipedia.org/wiki/Maslow's\\_hierarchy\\_of\\_needs](http://en.wikipedia.org/wiki/Maslow's_hierarchy_of_needs)

## 7. Dr Joe Dispenza

**Evolve Your Brain**

ISBN 0757307655

**Website:** [www.drjoedispenza.com](http://www.drjoedispenza.com)

## **PART 3**

### **• Chapter 1**

#### **• Meditation and Prayer (the connection)**

##### **1. Vipassana meditation retreat-centre,**

**Kaukapakapa (NZ)**

**Website:** <http://www.medini.dhamma.org/>

##### **2. The Prophet by Kahlil Gibran:** ISBN 064626642X

**Websites:** [http://en.wikipedia.org/wiki/Khalil\\_Gibran](http://en.wikipedia.org/wiki/Khalil_Gibran)

**Also:** [http://en.wikipedia.org/wiki/The\\_Prophet\\_\(book\)](http://en.wikipedia.org/wiki/The_Prophet_(book))

In the passage about 'Giving' there's a few lines that read: "...For what are your possessions but things you keep and guard for fear you may need them tomorrow? And tomorrow, **what shall tomorrow bring to the over-prudent dog burying bones in the trackless sand as he follows the pilgrims to the holy city?**"

##### **3. Kathy Torpie: 'Losing Face; A Memoir Of Lost Identity And Self Discovery':** ISBN 1869505786

**Website:** <http://www.kathytorpie.110mb.com>

(includes quotation by Andre Gide "It is better to be hated for what you are than to be loved for something you are not" (P217) and her own words: "I realised that being true to myself was more important than being liked. (P221)).

## **Chapter 2**

### **• Robert Fritz & Kerry Spackman**

#### **1. Robert Fritz: 'Dynamic Structural Tension'**

**Website:**

<http://www.robertfritz.com/index.php?content=creating>

**Your Life As Art**

ISBN 0972553606

#### **2. Roger Hamilton and the 'Wealth Dynamics' personal profiling philosophy**

**Book: Your Life, Your Legacy**

ISBN 981056967X

**Website:**

[http://www.wealthdynamicscentral.com/products/YOUR-LIFE-YOUR-LEGACY-%7C-Audiobook-\(download\).html](http://www.wealthdynamicscentral.com/products/YOUR-LIFE-YOUR-LEGACY-%7C-Audiobook-(download).html)

• **Kerry Spackman**

**3. Kerry Spackman: The Winners' Bible:** ISBN 0615268374

**Website:** [www.winnersbible.com](http://www.winnersbible.com)

**Personal Online Audit:**

<http://www.winnersbible.com/account/login/>

**PART 4**

**Chapter 1**

• **A New Future: setting the scene**

**1. Vipassana meditation retreat-centre,  
Kaukapakapa (NZ)**

**Website:** <http://www.medini.dhamma.org/>

**2. Robert Fritz: Your Life As Art** ISBN 0972553606

**Website:**

<http://www.robertfritz.com/index.php?content=creating>

**3. Kerry Spackman\_The Winners' Bible** ISBN 0615268374

**Website:** [www.winnersbible.com](http://www.winnersbible.com)

**Personal Online Audit:**

<http://www.winnersbible.com/account/login/>

**4. Marianne Williamson** (also as quoted by Nelson Mandela)  
“..there's nothing enlightened about shrinking so that  
others won't feel threatened about you..”

**Website:** [www.marianne.com](http://www.marianne.com)

(Permission applied for Nov 2011)

**5. and 6. Sir Ken Robinson, You-Tube 'Creativity in Kids'  
(TED video) Weblink:**

[http://www.ted.com/talks/ken\\_robinson\\_says\\_schools\\_kill\\_creativity.html](http://www.ted.com/talks/ken_robinson_says_schools_kill_creativity.html)

“if you're not prepared to be wrong, you'll never come  
up with anything original”

**7. Bruce Lipton**

**Biology of Belief**

ISBN 1401923119

**Spontaneous Evolution**

ISBN 1401926312

**Website:** [www.bruce-lipton.com](http://www.bruce-lipton.com)

- 8. Dr Joe Dispenza**  
**Evolve Your Brain** ISBN 0757307655  
**Website:** [www.drjoedispenza.com](http://www.drjoedispenza.com)
- 9. John Gray**  
**Wikipedia:**  
[http://en.wikipedia.org/wiki/John\\_Gray\\_\(U.S.\\_author\)](http://en.wikipedia.org/wiki/John_Gray_(U.S._author))  
**Mars and Venus:** [www.marsvenus.com](http://www.marsvenus.com)  
**Other:** [www.marsvenusinstitute.com](http://www.marsvenusinstitute.com)  
**Also 'Brain Chemistry', cellular nutrition**  
**Men are from Mars, Women are from Venus**  
ISBN 0060574216  
**Mars and Venus Diet and Exercise Solution**  
ISBN 0330426559  
**See also Dr Leslie Wells: Bridge Holistic Healing**  
**centre** and her Better Brain Chemistry nutritional  
programs.  
**Website:** <http://www.bridgeholistichealing.com>
- 10. Robert Fritz: Your Life As Art** ISBN 0972553606  
**Website:**  
<http://www.robertfritz.com/index.php?content=creating>
- **De-Toxing the Mind.**
- 11. Paul Zane Pilzer**  
**Website:** <http://www.paulzanepilzer.com/>
- 12. Bruce Lipton**  
**Biology of Belief (P178)** ISBN 1401923119  
**Website:** [www.bruce-lipton.com](http://www.bruce-lipton.com)
- **Education, Career, Work, Business**
- 13. Sir Ken Robinson, You-Tube 'Creativity in Kids'**  
**(TED video) Weblink:**  
[http://www.ted.com/talks/ken\\_robinson\\_says\\_schools\\_kill\\_creativity.html](http://www.ted.com/talks/ken_robinson_says_schools_kill_creativity.html)
- 14. Robert Kiyosaki**  
**Rich Dad, Poor Dad series of books** ISBN 0446611093  
**Website:** [www.richdad.com](http://www.richdad.com)



**15. Robert M. Pirsig** ISBN 0060589469  
**Zen and the Art of Motorcycle Maintenance**  
**Website:** <http://www.robertpirsig.org/>

**16. Bruce Lipton**  
**Spontaneous Evolution** ISBN 1401926312  
**Website:** [www.bruce-lipton.com](http://www.bruce-lipton.com)

**17. Anthony Robbins**  
**Website:** [www.tonyrobbins.com](http://www.tonyrobbins.com)

• **Entrepreneurship and New Vocations**

**18. Roger Hamilton and the 'Wealth Dynamics' personal profiling philosophy**  
**Book: Your Life, Your Legacy** ISBN 981056967X  
**Website:**  
[http://www.wealthdynamicscentral.com/products/YOUR-LIFE-YOUR-LEGACY-%7C-Audiobook-\(download\).html](http://www.wealthdynamicscentral.com/products/YOUR-LIFE-YOUR-LEGACY-%7C-Audiobook-(download).html)  
"Your (Wealth) Profile will not determine your industry, but it will determine your role within it"?

**Chapter 2**

• **Friends of the World and Buy-1-Give-1**

**1. Landmark Education**  
**Website:** [www.landmarkeducation.com](http://www.landmarkeducation.com)

**2. Viktor Frankl**  
**Man's Search for Meaning** ISBN 080701429X  
**Website:**  
[http://en.wikipedia.org/wiki/Man's\\_Search\\_for\\_Meaning](http://en.wikipedia.org/wiki/Man's_Search_for_Meaning)

**3. Simon Sinek:**  
**TED talk:**  
[http://www.ted.com/talks/simon\\_sinek\\_how\\_great\\_leaders\\_inspire\\_action.html](http://www.ted.com/talks/simon_sinek_how_great_leaders_inspire_action.html)  
"People are inspired not by what you do, but why you do it"  
**Also:** <http://sinepartners.typepad.com/refocus/>

• **Maria in Guatemala**  
**4. Friends of the World:** [www.friendsoftheworld.co.nz](http://www.friendsoftheworld.co.nz)

**5. La Escuela Miquel de Cervantes**

**Website:** <http://www.learn2speakspanish.com/>

• **Tenzin Kunga**

**6. Trek Aid in UK**

**Website :** [www.trek-aid.com](http://www.trek-aid.com)

**7. Friends of the World:** [www.friendsoftheworld.co.nz](http://www.friendsoftheworld.co.nz)

**8. XL Foundation**

**Website:** [www.resultsfoundation.com](http://www.resultsfoundation.com)

**9. Dr Pamela Hartigan in XL Foundation magazine-article  
Vol 4 issue 2, 2008**

**See:**

<http://www.sbs.ox.ac.uk/centres/skoll/about/Pages/hartigan.aspx>

**Also:** [www.schwabfound.org](http://www.schwabfound.org)

**Similar:**

<http://resultsfoundation.wordpress.com/category/xl-magazine-extra/>

**10. Buy-1-Give-1**

**Visit the Buy-1-Give-1 website:** [www.b1g1.com](http://www.b1g1.com)

**or our specific Giving-Profile for this book:**

<http://www.b1g1.com/buy1give1/businessstory?companyID=228>

• **Epilogue**

**1. If You're a Dog, You Gotta Bark!**

**Website:** [www.dogbark.info](http://www.dogbark.info)

**2. Chris Guillebeau: : The Art of Non-Conformity**

**Website:** <http://chrisguillebeau.com>

**3. Roger Hamilton's 'Wealth Spectrum'**

(not just Wealth Dynamics)

**Website:** [www.wdspectrumtest.com](http://www.wdspectrumtest.com)

**4. St John's Wort**

**Try:** [http://en.wikipedia.org/wiki/St\\_John's\\_wort](http://en.wikipedia.org/wiki/St_John's_wort)

**5. Friends of The World**

**Website:** [www.friendsoftheworld.co.nz](http://www.friendsoftheworld.co.nz)

**6. Mexican restaurant in Grey Lynn called Ashi Itzcalli**

**Website:** [www.ahsi-itzcalli.co.nz](http://www.ahsi-itzcalli.co.nz)

**7. Jetstar**

**Website:** [www.jetstar.com](http://www.jetstar.com)

**8. Zeitgeist Movement**

**Website:** [www.thezeitgeistmovement.com](http://www.thezeitgeistmovement.com)

**9. Venus Project and Jacques Fresco**

**Website:** [www.thevenusproject.com](http://www.thevenusproject.com)

**10. World Café**

**Website:** (still to be created)

**11. Martin Gray (overall website)**

**Website:** [www.martingray.co.nz](http://www.martingray.co.nz)

## Other Recommended Reading

|                                    |                 |
|------------------------------------|-----------------|
| <b>Siddhartha:</b> Herman Hesse    | ISBN 1743337337 |
| <b>The Journey Home:</b> Kryon     | ISBN 1561705527 |
| <b>The Alchemist:</b> Paulo Coelho | ISBN 096547559X |
| <b>One:</b> Richard Bach           | ISBN 0330311735 |

## Favourite Quotations

"If you're not prepared to be wrong, you'll never come up with anything original" (Sir Ken Robinson)

"Why not go out on a limb? That's where the fruit is" (Anon)

(Astrological sign of Aries) "A Ram without direction is just a sheep" (Linda Goodman)

"Be regular and orderly in your life (like a bourgeois) so you may be violent and original in your work" (Flaubert)

"Those who danced were thought to be insane by those who could not hear the music" (Anon)

"There's nothing enlightened about shrinking so others won't feel insecure about you" (Marianne Williamson)

"To dare is to win, and to lose is no disgrace" (Anon)

"Go boldly in the direction of your dreams: become the Hero of your own true-life adventure" (Anon)

"No great artist sees things as they truly are. If he did, he would cease to be an artist" (Anon)

"Everyone is a genius. But if you judge a fish on its ability to climb a tree, it will live its whole life believing it is stupid" (Albert Einstein)

"There came a time when the risk to remain tight in the bud was more painful than the risk it took to blossom" (Anais Nin)

"Temperament is merely frustration born out of the certainty that comes of being right" (Gary McCormick)

“People are inspired not by what you do, but why you do it”  
(Simon Sinek)

“The past is over: forgiveness means giving up all hope of a **better** past”  
(Jack Kornfield)

“No problem can withstand sustained enquiry”  
(Anon)

“Being an artist means not reckoning and counting, but ripening like the tree which does not force its sap, and stands confident in the storms of spring without fear that after them may come no summer. It does come. But it comes only to the patient, who are there as though eternity lay before them, so unconcernedly still and wild.”  
(Rainer Maria-Rilke)

“It is a mistake for a sculptor or a painter to speak or write very often about his job. It releases tension needed for his work. By trying to express his aims with rounded-off, logical exactness, he can easily become a theorist whose actual work is only a caged-in exposition of concepts evolved in terms of logic and words. But though the non-logical, instinctive, sub-conscious part of the mind must play its part in his work, he also has a conscious mind which is not inactive. The artist works with a concentration of his whole personality, and the conscious part of it resolves conflict, organises memories and prevents him from trying to walk in two directions at the same time”  
(Henry Moore)

“You are a child of the universe,  
no less than the trees and the stars;  
you have a right to be here.  
And whether or not it is clear to you,  
no doubt the universe is unfolding as it should”. (Desiderata)

“If You’re Dog, You Gotta Bark!”  
(Martin Gray)

## I'm Tired Of Pretending (a poem)

I'm tired of pretending;  
of living in a farce,  
where all I do is follow rules;  
a servant of my class.

I'm tired of pretending  
(that) I fit within a slot;  
with weak attempts to kid myself  
I'm something that I'm not.

I'm tired of pretending  
and putting on a suit;  
to hope it covers up the light  
I fear of letting loose.

I'm tired of pretending:  
I'm snarled up in a net.  
The more I try to free myself  
the more distressed I get.

I'm tired of pretending:  
an actor in a play.  
Yet when it comes to speaking up  
I've bugger-all to say.

I'm tired of pretending:  
my inner anger grows  
with each time I'm reminded how  
my lethargy's exposed.

I'm tired of pretending:  
a Charlatan! a Fraud!  
I guiltily disguise but leave  
the **real me** ignored.

I'm tired of pretending,  
    (but) feel bitter at the thought  
of those who follow what they are  
    without excuses sought.

I'm tired of pretending:  
    so many just get on  
with all the shit life throws at them:  
    **I've** got a nerve to moan!

I'm tired of pretending,  
    (though) I'm just not being true  
when I ignore emotions that  
    are struggling to get through.

One day I'll be discovered:  
    exposed for what I am;  
with freedom needing one brave step  
    to rid me of this sham.

I'm tired of pretending  
    and choosing not to hear  
the unrelenting, painful cry:  
    **"just let me out of here!"**

(Martin Gray, May 1993)

## If You're a Dog...You Gotta BARK!

You're not crazy; you're just trying to be someone else.

And you're not stupid, un-talented, un-committed, unclear, inactive or any of that other stuff either (which people may have said to you): You're just not doing what you're **meant to be** doing; what you're **good at**; what you **love doing**.

You're just not being who....you....innately... **'are'**.

How much easier would life be if we were all born with an 'Owners Manual' (like you get when you buy a new car or computer) and that we were shown from 'Day-1' how to operate the damn thing?

Maybe sometimes, we get a little off-track. Sometimes, for all sorts of reasons, that might become **way** off track, when we make all kinds of choices about everything imaginable, but may not truly 'know' why we make those choices, how they lead to the outcomes they do, and ultimately the experiences of life we have.

Whether influenced by all manner of external circumstances, and also by what we make of those on the inside: our very thoughts, how they relate to our chemical and cellular make-up, I believe there's another part that is above yet inseparable from it all: the glue or breath that keeps it all in place.

I believe if we **did** know more about all this, from the earliest age ideally, the choices we'd make and reasons for making them would be vastly different. As would our experiences of life and being human.

Bringing together much of the work of respected experts into one place, accumulated during 20 years, and illustrated by my own (often candid) examples and life scenarios, I hope to firstly bring some validation to some of the things we experience in our own life, before we go on to uncover more about how living true to one's nature (personal free expression) is very different for each one of us.

For in it's absence, we're likely to always feel somewhere inside that we're living-out someone else's version of our lives, not really our own.

Towards the end, I also start to paint some creative visions of things I see for the future, both for myself and my world.

So this book is about Freedom of Choice. And the Freedom of Expression that goes hand in hand with it.

It might also be just the 'one-stop-shop' that could save you years of running around!



when you buy this book, a child in India gets 1 week of art-life skills to develop creativity, self-confidence, team-work and communication: skills that will go a long way in helping them break the cycle of poverty and lack of opportunities.

(see page 1 inside for details)

