

Quality #1: Connecting with People

Intrinsic Validation

The Art of Connection – Part I

- **Download PDF of Unedited Transcription of Audio**
- **Listen to the audio – Intrinsic Validation – Part I**
(32) minutes
- **Download PDF of Practicum**
- **Listen to Scroll II three times a day**

Intrinsic Validation is the art of stepping through someone's Wall of Resistance and successfully releasing their reserve of cooperation and productivity. Before we commence the journey of learning the principles of Intrinsic Validation, please understand that this is not about just establishing rapport or having sympathy. It is about creating a very real connection with others. To assist you in mastering the art of connecting with people at a much deeper level we will introduce you to seven unique steps. We call these steps the Seven Principles of Intrinsic Validation.

Seven Principles of Intrinsic Validation

Principle #1: Look for the good in people and what is important to them.

Looking at things from the other person's point of view is the goal of the first principle of Intrinsic Validation. Mastering this principle requires that we become more consciously aware of others - we notice them.

This week notice:

- A person's uniqueness and pricelessness.
- What they do and how well they do it.
- Their accomplishments and successes.
- Their challenges, frustration and pain.
- What is important to them.

When you live this principle you will want to and choose to approach others filled with agape love - a heightened level of awareness - and with an open mind free from judgment. At this stage, nothing need be said aloud.

As you focus more and more on finding the good or what is important to others and make a habit of silently expressing your intention to step into their world, to see life and circumstances from their perspective, you will be on the road to creating deeper connections with others.

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This may require recognizing negative, fearful or judgmental thoughts.

In 1968 Og offered this prophetic wisdom in Scroll II. He writes, *"And how will I confront each with whom I meet? In only one way: in silence and to myself, I will address him and say, 'I love you.' Though spoken in silence, these words will shine in my eyes, un wrinkle my brow, bring a smile to my lips, and echo in my voice. And his heart will be open. And who is there who will say nay to my goods, when his heart feels my love?"*

When Og wrote these words research in neuroscience was embryonic. It would be decades before neuroscientists discovered "mirror neurons". These unique neurons are a critical component of a highly developed radar system. We may attempt to hide our thoughts but they nevertheless leak out on our face and in our voice. We can't fake caring and we can't hide judgment.

What's your first thought when you see someone with a tattoo, a beard, long hair, multiple body piercings, bald, overweight, physically handicapped, and poorly dressed, etc.? How about if they are wealthy, exquisitely dressed, articulate and well educated?

Are they intimidating?

How often is our first thought about others one of judgment?

Can we tell when someone is judging us?

When we are looking for the good in others, they instinctually know it. They feel it and it puts them at ease. It is neuroscience, but it will seem like magic.

It can be easy to skip over this principle or summarily dismiss it because on the surface it looks too simple. Courageously practice, practice, practice and discover its power.

Principle #2: When you find the good in a person or what is important to them, verbalize it.

Share some of the things you noticed while looking for the good in others?

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How often do we stop to consider what another person is thinking, feeling or what matters to them?

How might a personal bias get in the way of seeing the value in another person?

How might "looking for the good" help us connect?

The greatest secret of success in all ventures is agape love - a heightened level of awareness. It is focusing on others versus the norm, which is focusing on our own selves. Mastering the art of connection requires that we make it about others. We may not agree but agreement is not required. This is about them. Can we step into their world and see the world through their eyes free of our bias and prejudice?

Our mission is to take down their Wall of Resistance so we can connect and communicate. The wall is in the way. Can we care enough about another person to create a safe place where there is no need for a wall - where we are not a threat? This is not about being right. This is about creating that safe place. It starts by noticing them, identifying what is important to them, and verbalizing it.

This is not about looking for something nice to say, it's about truly caring enough about another human being to look for clues and cues about who they are and what they are really all about and then sharing. It is giving them the right to be on this planet without needing to fix them. It is about making them matter.

Invest time this week looking and verbalizing. Imagine the positive impact you could have on the human race in just a week's time. What will be the reward? You will feel more alive and part of the human race!

This is not acting. We were not being fake or phony. We were not being manipulative. We were simply being aware.

Experience being aware at this level!

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After a little practice it will be time to go to the next principle and the graduate level of connection - the transition from "I notice you" to "I am starting to feel what you are feeling."

Principle #3: Listen for doors and step into a person's world.

As we own our life experiences and engrave them on our heart, we listen differently. We hear differently. Our intuition can pick up subtleties that might be missed by someone else who has not had similar experiences. We have been there. We know what it feels like.

Doors are clues, verbal hints about what someone is truly thinking or experiencing behind their Wall of Resistance. Can we hear these doors? Do we care enough to pay attention? Some doors may be simple, others complex, still others caustic and hurtful.

Here is a small sample:

"I'm so tired."

"Honey, let's get away."

"I hate my English teacher."

"It costs too much."

"Let's take a walk."

"That's a stupid idea."

"Don't waste productive time reading that book or listening to that CD program! You should be working!"

"You never listen to me!"

"I can't take this anymore!"

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"That IS NOT what you said!"

"Can't you hear me?"

"How could you be involved in something like that?!"

"Why would you ever agree to do that?"

"How could you do that to me?"

"How many times are you going to bug me about that?"

"Doesn't anyone care what happens to me?"

Can you feel some of the doors raising the hair on the back of your neck?

Some of the most powerful doors will be caustic and hurtful statements.

Og provided another clue in Scroll II to assist us in better handling difficult doors. He says, "I will greet this day with love in my heart (agape love, this heightened level of awareness). But how will I react to the actions of others? With love. For just as love is my weapon to open the hearts of men, love is also my shield to repulse the arrows of hate and the spears of anger. Adversity and discouragement will beat against my new shield and become as the softest of rains."

Is there anyone in your personal or professional life that knows how to throw arrows or even spears with great accuracy (push your buttons)?

What happens when they pierce your heart?

Ever pulled one of those arrows or spears out of your heart, tipped it with a little more poison and sent it flying back with deadly accuracy?

Ever do it with the postscript, "And that's the end of it!?"

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How did the person react?

Did they "take it like a man" or tip it with even more venom and hurl it back?

When someone hurts or offends us it is natural to make it about us and lash back. When we do, we will defend our position, justify our actions, and counter punch by pointing out faults and flaws in our attacker. We get to be right but we do not get to take down walls of resistance.

"It is natural to make everything about us but intrinsic validation is not about being natural. When we are focused on others and listening for doors so that we can step into a person's world we cannot be offended. It is not about us."

When we choose to walk through a door, we acknowledge the door by saying something like the following:

"Tell me more about that."

"Share with me what you are thinking."

"I'm listening."

Whatever we choose to say, it should convey the following message, "I am truly interested in what you are thinking. I am not here to judge or fix - just to listen and gain understanding. I want to know what you are thinking and experiencing." Lean into the conversation.

At this pivotal moment in the connection process, we will want to make the commitment to leave our agenda and baggage at the door. Our agenda is everything we are excited and motivated and, at times, impatient to present. Our baggage is the collection of unbalanced advice from these and other thought processes. This would include the need to be right, to give advice, to give feedback, to fix, to convince, to impress, to pretend, feel ashamed or fear and tell our story (this comes later). All of this is baggage.

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What could you do to remember to leave your agenda and baggage at the door?

It is time to practice listening for doors. Let's start with a caustic door:

"John, John, John. What are you doing? Everyone knows that it would be foolish to invest in that."

What do we want to say in response?

Do we want to defend this "personal attack" or are we willing to see this comment as a GIANT door?

Be calm. Don't make this about you. If you can do that, you cannot be offended. This is about hearing doors and stepping into another person's world. Practice saying, "Share with me what you are thinking." Practice it a few times aloud. Be consciously kind.

What kind of energy are you conveying?

Listen for another door.

Defensive and even hateful conversations can be avoided or mitigated when we focus on others. We also discover things about people that can help temper our instinct to react with frustration. We can even awaken our compassion.

For example we have a business partner that is angry and threatening to leave and make waves in the exit. We may know that there are other circumstances occurring in this person's life that are contributing to the anger. The question is do they know that we know? Do they know that we care what is happening? Are they lashing out at us or just lashing out?

In the absence of intrinsic validation we may be sending a message that is not edifying or validating and if we are not careful we can quickly become another very real object of their anger.

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Whether our thought processes intuitively support listening for doors or if this is a new experience, when we consciously choose to listen, we will find doors everywhere.

Here is an interesting and revealing husband and wife conversation. Consider the conversation from both points of view.

Husband walks in after a long day at work.

"What's for dinner? I'm starving! Skipped lunch."

Wife is pensive and sitting on the couch.

"How about we go out? It's been an awful day!"

Husband sits in the adjacent chair, picks up the remote and turns on the TV.

"I'll just throw something together. The playoffs start in 20 minutes."

Wife leans forward.

"Tom said I could get off for two weeks in June. Wouldn't it be nice to go to Tahiti and stay in one of those romantic straw huts over the water, the ones with the glass floors? It's been a long time since we did something like that."

Husband quickly glances over while selecting the correct channel.

"So long as there's a place to lock up my golf clubs. Speaking of golf, did you hear the new course is opening Saturday?"

Pulling an invitation out of his pocket.

"Invitation only."

Wife wrings her hands, leans into the conversation even more and continues.

"Did you hear Marilyn and Harry are getting a divorce?"

Husband smiles at a humorous commercial while responding.

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"Sure glad our marriage is strong."

Wife scoots over to the other side of the coach and closer to her husband.

"I heard that Harry has a new girlfriend."

Husband responds while angrily trying to get the remote to respond.

"Boys will be boys."

Wife stands and exits the room.

"Where are you going? What did I say?"

Shaking his head.

Ahhh, women!"

How many doors can you identify?

From the wife's point of view:

What has she been thinking about?

What has been weighing on her mind?

What is troubling her?

What verbal hints, what doors did she give us?

Did her husband hear any of the doors or was he pre-occupied with his own agenda?

Do those we profess to love really matter to us, especially when we don't believe we have time to listen?

What price do we pay when we fail to listen and connect?

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Consider alternate behaviors.

Now explore the conversation from the husband's point of view:

We can all get stuck believing that our agenda is the most important. After all it is consuming our thoughts. It may in fact be, but if we want to take down the Walls of Resistance and be the beneficiaries of that huge reservoir of cooperation and productivity, we may have to momentarily set aside our agenda and consciously listen for someone else's doors.

Is it possible that some people may have thought processes that are so guarded that it may be difficult to get them to open up?

Share an experience.

When this occurs, it may be necessary to gently knock on their wall in search of a door. Ask sincere and simple questions such as, "How should we handle this? What do you think would be best? What is your greatest challenge or concern? Are you okay? How would you like to do this? What ideas are brewing in that fertile mind of yours (with a smile, of course)?"

These are not rapid-fire questions. The idea is to ask one of these questions and then be silent. There is power in silence!

Give the person time to digest, process and feel safe. Just know that the single greatest reason for a person being shut down is self-protection.

How long would we continue to openly share our thoughts if every time we did, someone needed to fix us and needed to be right about it?

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Be the patient one. When someone has been hammered on, they have most likely reinforced their Walls of Resistance. It may take a few moments or even another time or two to encourage them to open the locks to their barricaded doors. We may want to take a personal inventory to make sure we are the cure and not the cause.

Og speaks to this in Scroll II, "My reasoning they may counter; my speech they may distrust; my apparel they may disapprove; my face they may reject; and even my bargains may cause them suspicion; yet my love (agape love - heightened level of awareness) will melt all hearts liken to the sun whose rays soften the coldest clay."

Invest in a week of listening for doors and stepping into people's worlds. Start with those closest to you. Focus and listen carefully. Be patient. As you begin to master this principle, you'll begin to hear doors everywhere. As you hear more and more doors, you'll also become acutely aware how seldom people actually listen. Until now, you may have been one of them.