

Practice #2: Connect with People:

One of the most effective ways to heal self-esteem is to focus on serving others. We start by owning our own life experiences. This requires honesty and transparency with ourselves about ourselves. No more pretending, impressing, avoiding and wishing for something different. This is our life, this is what is real and we embrace it, we choose us. Next we begin to create ourselves no matter how low the bottom to which we must go to find the truth. We do so knowing that there is also no ceiling to growth when we build on the bedrock of truth.

Bathed in truth and a determination to create the most we can with what we have been given, we unlock our natural gifts – our natural genius. Miracles occur in our life. The greatest of which is an increase in love for ourselves and thus for others.

With this new found and budding love, we make the conscious decision to serve others using our life experiences as reference points. We cannot change the past. Before we would drag these experiences behind us focused on how they caused pain and frustration and held us back from success. In short, we engaged in a blame and shame game. We were unable to let them go or move forward. Now these experiences will serve as our greatest asset having prepared us perfectly and uniquely to serve others. There will finally be purpose in all the suffering. Instead of holding us back, these experiences will propel us forward.

As a result of the commitment to create the most with what we have been given and our new focus on others, the power that governs abundance becomes our partner. We are now congruent with both this power's mission to refine and then bless us and this power's mission to lift and build and bless others. Before we tried to do it all on our own. Some of us did better than others. However with this power as a partner, there is no limit.

Next we recognize that everyone has a wall of resistance behind which a significant percentage of their cooperation and productivity is being held hostage. We know that there is usually a big difference between how a person looks on the outside and how they feel behind the wall of resistance. We will want to make the conscious decision to no longer create expectations or make assumptions based on outward appearances.

Next we acknowledge that when we throw up on someone's wall in our enthusiasm, excitement, judgment or need to fix them, most of what we project on the wall will be rejected and it tastes awful. In the past we took this personally. Now we know that it is not personal. It is not about us. It is just a wall!

Next and using our life experiences as an asset, we commit to master the art of connection by mastering The Seven Principles of Intrinsic Validation (Quality #1: Connecting with People). We begin to notice people and what is important to them even if it is not important to us and especially if we have judgment around it. We verbalize our findings.

We know that people unconsciously telescope what is going on behind their wall. Therefore we watch and listen for doors - expressions and verbal hints about what that person is really experiencing. We know that some of these doors can be annoying or even hurtful should we take them personally. Instead of ignoring, reacting or defending, we listen, consciously creating a safe place.

Telescoping means to project hints in a less than conscious manner that can give us clues about what is really going on behind their wall. It is one of the most fascinating natural attributes of most human beings and knowing it is a great secret. Let me share more by way of example.

Recently an executive from our company came over to my home office for an early morning debriefing. I heard the doorbell ring. Ramona greeted him and asked how he was doing. His response, which was just loud enough for me to hear, "I've been up since 4 AM working away." I heard it and smiled. When he entered my office, he sat down and with both hands outstretched made a huge yawn.

He was telescoping messages - sending out messages or hints out in front of his wall in hopes that I would pick up on the subtlety. There was the 4 AM comment and a physical expression usually associated with fatigue. What was he trying to say without coming out and saying it? What was on his mind? What did this comment and expressions have to do with what was really going on behind his wall? What was he hoping that I would notice, acknowledge, and appreciate? What was he almost unconsciously trying to say?

The answer was simple. “I am working very hard for you. I am tired and I want you recognize the sacrifices I am making in my life. I want you to thank me.” As with some doors that are hurtful, harmful or frustrating, it was hard to step into these. Why? I clearly teach that life is not about how hard we work. It is about the results we create. Employees focus on how hard something is and how long it takes. Leaders, focus on changing lives and a lot of them and work tirelessly to create this vision in tangible reality. I teach this and expect our leaders and coaches to live it. Nevertheless, could I see what was important to him? Could I hear his doors and meet his needs. Was this a time to be judgmental? Was this a time to “sit him down and teach him the truth” or was this an important time to validate a person’s experience? Was this a time to accepting even if I didn’t agree?

The answers to these questions are simple. Throw up and experience rejection and frustration or create a safe place where there is no need for a wall. This has been a little more than a brief explanation about telescoping. Become increasingly conscious of why a person might be saying what they are saying. Ask yourself, “What are they trying to say?” “Why would they be uncomfortable just coming out and saying it?” “Are they focused on my feelings and not wanting to hurt me? Are they focused on their needs but want me to notice and acknowledge? What is the message that they are projecting? What are they telescoping to me hoping I will look in the lens and see? What might they be experiencing? Even if it is personal, consciously let go, step into their world and create a safe place.

As we step into the world of others and feel what they are feeling our empathy is heightened. We can explore our own experiences more honestly. And, we will be placed in situations in which our unique experiences can be used to serve people experiencing similar unique experiences. We will know the questions to ask – they will flow from our own experiences. Our life, our suffering, our experience matters – thus we matter.

To sum up the process of connecting with people I want to share a difficult and poignant story. A good friend and one of the top network marketers of our time, Lon Wardrop, shared the story about a young woman in her thirties who came to see him. Ten days earlier, her husband had committed suicide leaving her and their three children penniless. After listening to this tragic story, she asked for advice. Lon asked if he could give her advice that would either crush her or free her. She agreed to listen. Lon looked her in the eye and said, “The truth is, no one cares.”

Lon was not saying he didn’t care. He did. He was saying that the world is so preoccupied with their own stuff that few, a select few will take the time to truly care about us. As my development partner, Harvey Schoof says, “We would be less concerned about what others think about us if we knew how little they actually do.”

When we drag around the past we run the risk of wanting others to notice us and often to feel sorry for us. We are often feeling sorry for ourselves. However, this changes nothing because almost everyone is

focused on themselves. In our seeking, we often drain people because they do not have a reserve large enough to give us what we need while maintaining their own walls and challenges. Healing begins when we make the conscious decision to step back and start focusing on others.

Listen to the wisdom of Og's words, "I will make love my greatest weapon and none on whom I call can defend against its force. 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 will melt all hearts liken to the sun whose rays soften the coldest clay. I will greet this day with love in my heart."

I asked this in an earlier Quality but it is worth repeating. When was the last time someone cared about you to just listen without having a need to judge or fix you? For most this is a rare experience. We love people who care enough about us to do this. Let us be one of these people in our interactions with others. As you listen and witness walls coming down and floods of cooperation and productivity washing over you, the sheer joy is a healing balm to a struggling self-esteem and great compensation for the painful experiences of your life.

This process of Intrinsic Validation includes both of the two critical element needed to access the Law of Attraction. First, we are in partnership with the power that created the universe and our partner will manifest ideas, impressions and solutions to problems as we seek to serve others. That power can endow us with more gifts when we choose the ones we have and magnify them. That power can put people on our

path who we can serve based on our very unique life experiences. And lastly, that power can put people on our path who can serve us.

Secondly, when we are a safe place, it is much like a vacuum. Review again the previous discussion regarding mirror neurons. In short, when we are real, genuine and authentic and focused on lifting and building others, a person's mirror neurons can discern the truth of this. The messages sent to a person's body are favorable. People are attracted to safe places.