

# The Everlasting Leader



Leadership is flowing with and against the water...

**RAGHURAM ANANTHOJ**

# Reviews

*"Leading Self session has helped me set a goal for my life. It has increased my self-confidence. I feel, I have an identity now and the self-belief to achieve my goal"*

K. Mamatha,

Class X, Venkat Rao Memorial High School, Lal Darwaza, Hyd.

*"The Theme Road to success given by sir is so interesting and valuable. We really got to know how to develop leadership qualities"*

G. Hiteja Reddy,

BTech 1st year, G Narayanamma Institute of Technology, Hyd.

*"Leading Self sessions are very good and much needed for students from low social & economic backgrounds. It helps them recognize their potential, enhance their thinking and become responsible citizens."*

Mr. Jameel Ahmed,

Teacher, Govt. High School, Tadbun, Hyderabad

*Leading Self sessions are very effective and should be included in the Intermediate Board Curriculum. Students will know how to train their minds to get happiness & success in life.*

Mrs. Chakravani,

Principal, Govt. Junior College, Falaknuma, Hyderabad

*I am very much influenced by the message that "we all get what we deserve not what we desire". Thanks to Raghu sir for the beautiful Leading Self session.*

Amjad,

Class X, Kendriya Vidyalaya CRPF, Chandrayangutta, Hyderabad

**What breathe is for body, education is to success; what  
education is to success, leadership is to a society!**

# *Everlasting Leader*

*Is the person who has no time, place or  
energy for negativity...*



*Great leaders are like ever flowing rivers;  
there is no one way or the other, all paths  
are their paths. They flow - come trees,  
turns, boulders, mountains, hot sun, rain,  
storms, twists, they move ahead until  
they reach the sea (goal)...*



# The Everlasting Leader

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RaghuRam Ananthoj

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email:[ananthoj1974@gmail.com](mailto:ananthoj1974@gmail.com)*

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**Leaders don't live like a switch which  
any situation / person can turn  
on & off!**



## Acknowledgments

Along with all the guru's, people, elements who helped me, I would also like to thank my friend Mahesh Dunukunala (Seattle / Nalgonda) for funding this edition of the book.

**Do one thing at a time wholeheartedly with commitment and you can accomplish much; do many things at a time and you will accomplish nothing...**



**Your mind is your greatest asset; if you  
don't nurture and protect, it will become  
your greatest liability.**



Humbly dedicate this book to my Grand Mother, Father (Late Shri. A Shyam Karan Chary), Mother (Smt. Padmavathi), Family, Team LS, Friends, Colleagues, Gurus, all the Authors books I have read, all the People & Entities who taught me and Mother Nature (Guru of all Gurus) for being a source of inspiration & support.

**- RaghuRam Ananthoj**





**Birds of different feathers should flock  
together for creativity and success to  
happen...**



# Author's Note

What makes a nation prosperous?

Who are the key elements that shape a society?

What makes a society evolve? And what impedes the growth of a nation most?

**Teacher & Leader** are the two most significant influences which shape a society.

It's indeed the quality of teachers & leaders that determines the prosperity and growth of a nation. It's their openness to newness with reason and inclusiveness makes it rich whereas the inability of a nation to create quality teachers and leaders turn it regressive.

Again to stay on course, countries need to put in place an "Education System" which is capable of continuously churning out quality leaders in quantity as the evolution of a society directly depends on its ability to produce and chose quality leaders. Quality Leaders = Happy Societies!

In essence - *Quality of education system builds a nation.*

\*Root cause of all failed, under developed, disharmonious societies is a failed education system. Hence, educators have the biggest role in shaping the humanity and must realize that in teaching the teachable there is utility but it's in teaching the unteachable (happiness, Success & leadership), the real value add which students carry forward for an eternity!

*Happiness, Success & Leadership is a unique personal journey and cannot be taught the same way as math, sciences, engineering or any other subject.*

Having said, happiness and leadership is a personal experience & solitary journey for every individual, its influence and propagation is contagious and widespread in the larger section of the society (One quality leader or otherwise can make a huge difference!!).

*\*Happiness & leadership is the essence of humanity.* However unteachable happiness and leadership might be, efforts must continue at every level to teach both. Though no definition, size, form, shape fits leadership, the efforts to sow, enhance, nurture happiness & leadership at high school and college levels should be taken seriously & included as part of academics. If the education system slips, growth & wellbeing suffers.

Leading Self leadership education is an endeavor to teach the unteachable, define the indefinable since realization can happen anytime in a person! As part of its social experiment to introduce “Leadership Education” into academics for High School & College, students, Leading Self organization ([www.leadingself.net](http://www.leadingself.net)) in the last 4 years or so has conducted 150+ workshops attended by over 25,000 participants from various walks of life.

“Leading Self” in partnership with Commissioner of School Education Andhra Pradesh (Sri. K. Sandhya Rani) has successfully completed a pilot program to introduce a 10-hour leadership course as part of academics. As part of this pilot, Leading Self team conducted 1 full day leadership workshops at over 20 AP Model Schools in as many as 12 districts of Andhra Pradesh attended by 5000 students and hundreds of teachers including principals. The pilot was hugely successful and the response was an overwhelming “YES” from students, teachers & principals for introduction of such a course.

In addition to that, Leading Self also worked with Commissioner of Intermediate Education (Dr. A Ashok), Telangana state in conducting a similar pilot in multiple variants to introduce leadership education for government Intermediate colleges in academic year 2016 / 2017. More than 3500 students, lecturers & principals attended the workshops and it was again an overwhelming “YES” from all participants.

This course of 15 hours called “*Leading Self for Happiness, Success & Leadership*” is now in implementation at Rajiv Gandhi University of Knowledge Technologies (widely known as IIIT Basar) under the guidance of Dr. A. Ashok, Vice Chancellor of RGUKT.

Happiness, Success and Leadership is a nontransferable personal knowing, a unique personal journey to be experienced by every individual. Knowledge without experience is like a flower without any fragrance. Only experience transforms information into understanding. It’s about teaching the process, the gateway to that experience. It’s about making students experience and live that journey makes “Leading Self” education valuable.

Also, it’s imperative to teach students how to protect their freedom & human essence from technological and divisive ideological invasions. Today’s students are the ones who go on to become future teachers, leaders and if not leaders themselves, they have a role to play in choosing their leaders in the times to come.

*The measure of an education system is in how well the system aligns and keeps pace with changing times and needs of a society!*

*->> What is the worth of education if it does not teach students the ability to conduct "Self" in happiness & positivity?*

Though leadership is hard to define and teach in words, the efforts in educating high school & college students on the importance & value of leadership should not be undermined.

*Nothing can be certain about how, where and when leadership can blossom but one thing can be said that leadership can come from anyplace, anytime, anywhere!*

**Path to success begins from love, failure,  
aspiration, necessity, passion, problems,  
adversities, rejection, learning &  
Openness to Newness!**





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**Two types of people in this world,  
educated and uneducated; knowing on  
which side of the coin we are, makes  
all the difference!!**



# 1. Why Leading Self for “Happiness, Success and Leadership”?

Who is the driving force in you?

“Self” the “I”

Why Leading Self is important?

What is the purpose of education?

Purpose of education is not just to help people earn a living or acquire new skills but to

- Empower people to live in happiness
- Help people understand the value of complementing non-logical thinking with logical thinking
- Enable people set direction & purpose in life (i.e. what one wants to do, why & how (use power of compounding)?
- Enable people to understand the power of self-trust, self-reasoning, self-effort, continuous learning & unlearning
- Enable people to realize the significance of time and team (air, water, earth, trees, animals, people etc.)
- Understand the difference between futility & utility, use and abuse of resources (nature, money, technology etc.)
- Finally, help people understand the value & joy of knowing and being “Self” to realize their true potential!

*\*What is the outcome of education if not behavior, happiness, & gratitude?*

***Measure of education is not in academics, grades or skill but how one behaves & lives...***

## **What is Leading Self education about?**

It's about enabling people to know "Self" and the "Power of Happiness" to realize one's true potential for a successful life!

## **Here are the key objectives of this course...**

**Obj1: Make students understand & realize the true potential of their own "Self".**

Focus of "Leading Self" is on making people aware of their inherent potential / value. Emphasis is on how to effectively guide students to their inner power. Help cultivate the infinite "Self" using the power of self-trust, creativity, non-logical thinking & self-remembrance to achieve growth.

**Obj2: Make students recognize & understand the significance of setting direction and purpose in life.**

Most students lack clarity on what they want in life & why? They don't clearly know their strengths, interests, likes & priorities. TEL is to enable students to dig deep & explore within to help them know or find the direction and purpose of their life.

**Obj3: Help students realize the significance & value of knowing fear, failure, rejection and openness to newness.**

Knowing fear, failure and rejection is a pre-requisite for success. Most schools / colleges are not teaching students how to convert fear, failure and rejection to success with the mantra called openness to newness. Unless a person is able to navigate fear, failure and rejections effectively, growth & success is not possible.

*Only true understanding of "Self" can lead to realization of infinite potential within.*



Students don't seem to realize that failure and rejection are part of the package called success & leadership. **Students don't seem to understand that the path to success always begins from fear, failure, rejection, adversities, problems & openness to newness.** The focus is to make students understand fear & accept failure and rejections as enablers for success and not as deterrents!

**Obj4: Educate students on value of cultivating positivity, teamwork, happiness & leadership skills.**

Educate students on what positivity, happiness, teamwork, success means and use the same to enthuse the journey of life.

*\*Education which cannot enable people to live in happiness & positivity is devoid of something fundamental.*

**Obj5: Educate students about human mind, value of learning, unlearning, essence of "Self", relationships, utility & futility of things, mental virus & antivirus for mind**

Emphasis of Leading Self is to make students understand the nature of *mind and its ability to induce forgetfulness about self and its infinite potential.* Educate whether a thought is a choice? Whether mind has a beginning or end? Train students on how to prevent negative energy / virus from entering one's mind. Educate how to deal with the virus accumulated in the mind. Finally, enable students build antivirus so that their freedom is not invaded.

*\*Antivirus is to take students out of the machine mode.*

*Both success & leadership is a journey of many wheels coming & staying together; even if one loses balance, the journey gets derailed.*



**Only education can help balance and  
sustain prosperity; without education -  
fame, material prosperity & success  
will soon turn regressive and  
eventually wane...**



## 2. Essence of “The Everlasting Leader is in - Leading Self”



Leading Self emphasizes on 6 key aspects mentioned below in a focused, simple, clear, crisp and experiential manner

- Power of self-trust & human potential
- Creativity / Non-logical thinking
- How to set a Direction and Purpose in Life
- Elements of Happiness, Success and Failure
- Antivirus for the Mind (teaches difference between **utility & futility of things; doing & doing things well**)
- Role of Learning, Unlearning, Openness to Newness, Habit of Reading, Time and Team Management

And is intended to

- Enable people to see the infinite potential within
- Introduce people to power of self-trust & self-respect
- Aid people set a direction & purpose in “Leading Self”

***All possibilities arise out of actions not thoughts...***

- Help people learn how to be happy in life and build a culture of openness to newness i.e. embracing diversity and inclusiveness in thought and action.
- Help students realize that learning & knowledge is a personal journey of every individual and borrowing information even from the greatest masters will never lead a person to real learning or understanding
- Align learning & living with changing times in the information age. Help students understand the value of learning to unlearn in sustaining success as new leaves can only happen when the old are let go.
- Help students *understand tricks of the mind, the forgetful nature of mind*. Educate students about the value of training mind so that mind becomes a vehicle we drive in life rather than a vehicle which drives us.
- Help students to safeguard their freedom and protect their minds from invasions / infiltrations / viruses.
- Enable students to understand what success & leadership means to them.
- Enable people to realize that life is not a problem to solve but a journey of evolution and celebration!
- Help people realize that million thoughts cannot give way to a single possibility but a single, committed activity can make way for millions of possibilities.
- Finally to let students know why a leader has to play the role of a Child, Guru, Mother, Father, Grandparent, Doctor, Friend, Cop etc. as needed to enable people!

*Greatest learning is also unlearning, letting go old (beliefs) for new flowers (ideas, thoughts) to bloom...*

**Path of conscious and continuous learning  
and unlearning is the way to realize the  
infinite potential within!**





### 3. Introduction

Fundamentally, Leading “Self” program is...

- **Education about education**
- About knowing human potential & infinite possibilities
- Knowing one’s passion, priorities, interests & likes
- Understanding the need to set a direction and purpose
- Knowing why it’s hard to understand futility of things
- It’s about teaching students how not live like a switch which any person or event can turn on/off in an instant
- Learning about how to lead a happy & successful life
- *A course which can change the course of life...*

Before getting started let’s once again thank our Parents and Teachers for laying the foundation for our lives. Without good foundations, no building can stand the test of time therefore we are forever indebted to them. Always remember their sacrifices and have highest regards for parents and teachers. Those who do no respect parents and teachers can never become successful in life.

Sun gives us light during day, moon and electricity during the nights but “Conscious & Continuous Learning & Unlearning” alone has the power in this world to give us light for life, be it day or night (24/7\*365, all life). Without “education” our lives would be filled with darkness even in the brightest of sun and greatest of electricity. Leading Self education is experiential & explorational, for all understanding happens through experience & witnessing. Leading self is a holistic leadership program which enables people to win with happiness, clarity, integrity & purpose.

*Leading Self is education for life not education in life.*

Always remember, your “SELF” and EFFORTS are the two biggest determining factors in creating your own path to success. There can be many contributors to your success but the “I” in you is the only road-block hence the premise that the path to happiness, success and leadership begins with leading “Self”. *Success is in knowing the difference between doing things (0-99% effort) & doing things well (100% effort).*

Let us take a look at some of the questions before we begin.....

What is the most important thing in your life?

That which is at the center of your life all the time?

That which is with you everywhere you go & everything you do?

**Some of the answers (from the “Leading Self” attendees):**

Family, Money, Power, Education, Values, Country, Patriotism, Relationships, Friends, Dedication, Self-effort, Hard Work, Mind, Heart, Self, Honesty, Integrity etc.

**Where do all these elements reside?** It’s your own “Self”....

Your own “**Self**” is at the center of your life, driving you all the time (wherever you go and whatever you do) and that is why “Leading Self” is so important. Good thing about leading self is that it is easy to relate and understand since everybody is “Leading Self” in one way or the other!

**Purpose of this course:**

**Is to encourage and enable leadership potential.**

**This course takes a simple 5 step approach i.e.**

1. Enable people to understand their priorities and interests
2. Enable people to understand their strengths
3. Identify their weaknesses & opportunities for growth
4. Get people on the path of conscious & continuous learning

*Light the lamp of positivity in mind to make way  
for happiness & success.*

5. Build Antivirus for Mind thru knowing & remembering “Self”.

*The path of happy and continuous learning through experience, awareness, experimentation and self-reasoning is the only way to growth and realizing one's true potential.*

Remember, it's not just getting on the path of conscious & continuous learning but also staying course all thru life. It's about having an eye for observation and understanding all the time. The moment you stop learning, you move on to the path of decay from growth. It's a thin line and we keep crossing it often. Unless we are observing our own “Self” all the time, we may not realize when we cross the line. Knowing through self-observation and self-reasoning is the key to growth.

This book is an attempt to make people understand the “Self – Body, Mind, Intellect, Emotions and Energy”. It's an effort to make people conscious of their energy, actions, feelings, thoughts & learning. It's an attempt to make people think & reflect on their own “Self”. It's important to know where you are, to be able to get to where you want to. From a known you can reach the unknown, never the other way around.

The path of conscious & continuous learning combined with right actions (actions guided with right motives) is the only way for growth. Remember, all your actions must be guided with right motives. Goal is to get consciously & continuously better from current state, even if it's 0.01% every day. The effort is to bring the focus on to your inner “Self”, the “I” in you. You are the best judge for knowing your strengths, passion, likes, priorities, weakness, aka your true inner “Self”.

*Drop of knowledge added happily everyday leads to ocean of wisdom one day...*

Discuss & take suggestions from your friends, elders, parents, gurus and people you trust but always make your decisions with self-reasoning considering your inner voice and instincts.

Remember, good qualities, values and elements can be learnt from any being, form or entity, living or non-living which is part of the creation and not just human beings. Keep your eyes, ears open and start taking your own decisions based on self-reasoning & what you feel is right inside. Put yourself at the center and analyze where you stand on the elements of success & leadership you want to cultivate.

Let's take a look at the list of examples below and see what stands out in these famous personalities who yielded considerable influence one way or the other on humanity. The list below is not in any particular order or consideration nor the intention is to rate them based on their influence. Also you do not have to confine your selection to the list below. You can choose any person; famous or otherwise, for their unique qualities (e.g. mother, father, teachers, siblings, uncles, friends, personally known, unknown to you and masses who you think are worth learning from).

It's not about the name or form but the essence, qualities and values one wants to cultivate in "self". This list by no means is a complete list. The goal of this book is to make people know, understand and realize the essence of everlasting self within. ***In the least significant is found the most significant!*** It is not about agreement or disagreement with the views of the book or elsewhere. In fact the author would be happier if people disagree with the views expressed here in earnest contemplation instead of simply disagreeing or agreeing without any review. Agreement or disagreement doesn't matter but what matters is the continuous learning and watchfulness to know why the "I" in you agrees / disagrees.

**Examples:** Gautama Buddha, Adi Guru Shankara Acharya, Guru Nanak Dev, Mahavir Jain, Ramakrishna Paramhansa, Swamy Vivekananda, Lao Tzu, Dalai Lama, Jalaluddin Rumi, Emperor Ashoka, Chanakya, Jhansi Lakshmi Bhai, Alluri Seetarama Raju, Bhagat Singh, Mahatma Gandhi, Sardar Patel, Rabindranath Tagore, Dr. B.R. Ambedkar, Lal Bahadur Shastri, Dr. Rajendra Prasad, Dr. Sarvepalli Radhakrishna, Mother Teresa, C V Raman, Abdul Kalam, Sri Sri Ravi Shankar, Baba Ramdev, Sadguru Jaggi Vasudev, Swami Rama, Osho, Aurobindo & Mother, Annie Besant, Anna Hazare, Atal Behari Vajpayee, Jawaharlal Nehru, Indira Gandhi, Sonia Gandhi, Dr. Manmohan Singh, L K Advani, Narendra Modi, Rahul Gandhi, Bal Thackeray, JRD Tata, Ratan Tata, Azim Premji, Dheeru Bhai Ambani, G. D. Birla, Godrej, Yusuf Khwaja Hamied, Munjals, Mittals, K, M, Birla, Abraham Vergese, M.S. Swaminathan, Charles Correa, Dr. Devi Shetty, Dr. S. S. Badrinath, Dr. Bindeshwar Pathak, Fali Nariman, E, Sreedharan, Dr. Verghese Kurien Amul, Venkatraman Ramakrishnan, Narayan Murthy, Jamuna Lal Bajaj, Indira Nooyi, T.N.Seshan, Shiv Nadar, Satya Nadella, Arunachalam Muruganatham, Ela Bhatt, Aruna Roy, Ramlinga Raju, Dhyan Chand, Pele, Jeev Milkha Singh, Kapil Dev, Sunil Gavaskar, Sachin Tendulkar, Mahinder Singh Dhoni, Anil Kumble, Virat Kohli, Rahul Dravid, V.V.S. Laxman, Leander Paes, Diego Maradona, Zinedine Zidane, Ronaldo, Michael Jordan, Magic Johnson, Michael Phelps, Tiger Woods, Oscar Pistorius, Usain Bolt, Asafa Powell, Carl Lewis, Vishwanathan Anand, Marion Jones, P.T.Usha, Ashwini Nachappa, Saina Nehwal, David Beckham, Yogi Adityanath, Martina Navratilova, Roger Federer, Steffi Graf, Serena Williams, Nikolai Andrianov (Russian gymnast who won 15 Olympic gold medals highest till date); Nadia Comaneci, Warren Buffet, Bill Gates, Steve Jobs, Martin

Luther King Jr., Che Guevara, Abraham Lincoln, Barak Hussain Obama, Mao Zedong, Winston Churchill, Napoleon Bonaparte, Nelson Mandela, Adolf Hitler, Saddam Hussain, Osama Bin Laden, Fidel Castro, Gaddafi, Yasser Arafat, Thomas Edison, Eckert Tolle, Jiddu Krishnamurthy, Jack Welch, Michael Dell, David Packard, Sam Walton, Charles Coffin, Sam Goldwyn, George Eastman, Walter Lippmann, Horace Mann, Susan B Anthony, Jones Salk, Albert Einstein, Walt Disney, Alexander, Tughlak, Jalaluddin Akbar, A. Graham Bell, Wright brothers, Andrew Carnegie, Henry Ford, John D Rockefeller, Thomas Jefferson, George Washington, Sir Isaac Newton, Socrates, Aristotle, Plato, Leonardo Da Vinci, William Shakespeare, Charlie Chaplin, Khalil Gibran, Hazrat Inayat Khan, Shiv Nadar, Narayan Murthy, Larry Page, Mark Zuckerberg, Pablo Picasso, John Locke, Epicurus, Avicenna, Ustad Amjad Ali Khan, Girija Devi, Pandit Jasraj, Hari Prasad Chaurasia, L Subramaniam, Aurangajeb, Lata Mangeshkar, Asha Bhosle, Mohd. Rafi, Kishore Kumar, Ghantasala, N.T. Rama Rao, Jyothi Basu, Mamatha Banerjee, Jayalalitha, Y.S. Rajashekahr Reddy, Chandra Babu Naidu, Kalvakuntla Chandrashekar Rao, Raj Kapoor, Dilip Kumar, Amitabh Bachchan, Kamal Hassan, Ranjikanth, Hrishikesh Mukherjee, Bimal Roy, Guru Dutt, Rajender Singh, Kailash Satyarthi, Shyam Benegal, Mani Ratnam, R. K. Laxman, Vikram Seth, Salman Rushdie, Tom Hanks, Dustin Hoffman, Robert De Niro, Clint Eastwood, Al Pacino, A R Rahman, Aamir K, Akshay K, Shahrukh K, Ajay Devgan, Salman K ....\*The list above is only an abstract reference of famous people who yielded influence one way or the other.

*Knowing and trusting "Self" is the first step on the path of success.*

## 4. Foundation of Success and Happiness



*Success is a package, not just a few qualities...*

Take a look at the picture above for a minute. What forms the core and foundation of successful people?

**- Foundation of Success - Be yourself with right motives & resolve!**

**Question:** What in your view is the most fascinating aspect of this world? World has produced thousands of leaders and successful people but not a single duplicate. All successful people are originals; hence never ever compare your-self or

copy someone or try to be like someone. Always, be yourself. *Being self is staying with one's inner instincts, interests, priorities, purpose (passion) and taking actions by self-reasoning & trust. No self-trust, no success.* Every being is unique and this very uniqueness is the essence of the whole creation (world). To be yourself, you must know yourself. You must know what your purpose, priorities, strengths, and weaknesses are. When you discover, focus & fire (energy) should be on being aware of it all the time. *With a learning mindset, everything (i.e. all situations, people, experiences, entities, acts, events etc.) become a tool / ladder for growth.*

Learn positives from everyone you come across, known or otherwise, every incident and experience that happens, but never lose your "Self". *Conscious and continuous learning* is the key to one's growth. Learn something good and new every day. Even if you learn something new and good equal to the size of a drop of water each day, you can mark that day of your life as successful.

**From a known you can go to unknown, never the other way round hence be conscious of your priorities, strengths, weakness & interests all the time for success to happen.**

Never ever imitate others even the greatest leader or role models, always act from the center of your inner intelligence (your purpose, self-reason & strengths). As long as you are learning something new every day and as long as all your actions & decisions are guided with right motives, you will be on the path of growth and success. The moment you deviate from inner purpose, right motives, self-reasoning and the day you stop learning, you inherently move onto the path of degradation. You may still become famous while you deviate but you will be known for wrong reasons e.g. Hitler was



famously known for wrong reasons. It is better not to become famous for wrong reasons. It's ok to not guide people instead of misguiding and setting a wrong example. Success is happy, healthy and harmonious living irrespective of the name, fame and material wealth a person acquires in life. Life is a journey and so is success, leadership and happiness. We must learn to put 100% focus & energy in everything we do, every time.

### **What is success? And why, it means different things to different people?**

Success is a relative term and means different things to different people. Success doesn't end when one achieves the goal of becoming a teacher, doctor, bureaucrat, policeperson, engineer, lawyer, cricketer, athlete, singer, technologist, actor, businessman etc. Success is a way of being not becoming. It's about keeping things simple and clear. Simplicity (state of being) is the city where all successful people & leaders live. When it comes to success and happiness, one definition does not fit all but there is one commonality about success that *"success is a flow, a moving wheel with journey & destination as its two sides / faces"*. Also for success, 1% or 99% doesn't matter, only 100% effort, every time, matters!

*It is for a great reason that success means different things to different people. Also nobody else can buy / give you success. If success were to mean the same to all the people, the whole world will be plunged into crisis because everyone would be running after the same thing.*

Can you imagine a world with only engineers or doctors or lawyers or farmers or industrialists or singers or athletes etc.?

*Hardwork without heartwork is like a flower without any fragrance!*

This world will be a disaster if success meant the same to everyone. For some, making a positive difference to self and others with happiness, good health and wealth could mean success but it need not mean the same to others. Is success all about having more, chasing more or doing what one wants to do? Though it's hard to define, success is a selfie. *Success is a way of life, a journey with clarity & purpose. Success is equally about knowing one's needs (size) i.e. what one wants in life, why? And what fits!!* Dig deep in your heart and mind to know what success means to you personally. All fame and wealth of the world put together without a state of happiness, inner fulfillment and harmony inside is of no use. Having said, the irony is most people tend to live in perceptions than in reality. Success is also relaxation & joy in effort!

Success and happiness is a conscious journey and a choice similar to some of the other choices one makes in life like the choicest color, food, sport etc. Remember, we cannot find something we don't know or understand hence it's very important to know what success means to you personally. **Key to happiness is in knowing how much is enough and how much is more. Reasoning and knowing what success means to yourself matters more than success itself else you will end up making futile attempts in trying to be successful all life. For success to happen, one needs to live life i.e. make conscious decisions, heartfelt effort with clarity & purpose.**

We happen to like a sport, type of clothes, food and music for a reason we don't know but when it comes to success you have to be absolutely sure about what success means else you will not be content and happy even if you are the most famous, healthy and wealthy person in the world.

*Success is elimination of fear through purposeful action*

Success is a continuous journey, a daily affair to keep things simple & clear and can be as simple an act of a student playing in the ground happily, eating food with joy & gratitude, watching a movie, teacher enjoying teaching, student enjoying studying with focus & purpose, listening to music, doctors treating patients, lawyers delivering justice, grandparents teaching morals, gurus sharing wisdom, leader of a company sharing insights with teams, watering a plant, reading a book, musicians, singers entertaining people, workers laying roads, labor building homes, maid helping with house work, playing with kids, spending time with family & friends, helping someone, playing the sport you love etc. **with 100% heart, focus, commitment and sincerity.**

Life is the biggest miracle and it has already happened to you and there is nothing precious than life itself. *Success in simplest terms is doing one thing at a time in totality.*

Do not simply go by others definitions or interpretations on success because every person's thinking, priorities, feelings, instincts are different. Know & live your own understanding of success. *Success is giving 100% in everything, every time and yet be relaxed @same time hence difficult to put in words!*

If you can find happiness in everything you do, success will find you but if your happiness is linked only to the outcome of your actions then your success and happiness will be like flashes in the pan. It's the intent, purpose, focus and heartwork (happiness) of a person in the act that drives success. Having said that, there is a distinction between a successful person and a leader - "All leaders are successful people but not all successful people make good leaders".

*Journey called "Success" is flowing with and against water and begins if you make happiness the boat!*

The key to leadership is clarity of purpose, fire (passion), learning, unlearning, focus, self-awareness “Self- commitment” and an unwavering “Self-trust”. The real foe of success is doubtfulness, fear, worry, unhappiness & wrong motives. We may take decisions based on wrong motives at times but when we realize we have, it’s about acknowledging and getting back to the path of right motives & purposeful action. When a person stops worrying and doubting, journey called success begins. *\*Success which cannot make a person better human being is good for nothing!*

It’s all about learning the lessons thru self-reasoning, experience and moving on by not wasting time & energy neither criticizing self nor others. **Remember, success rides on many wheels, all moving together.** Heart is happiness. Where heart flows, mind follows. With fire inside, for success to follow, doing everything wholeheartedly with clarity, simplicity & total focus should become a way of life.

*\*Realize the value of 1 grain, 1 drop of water, 1 Sec, for 1 Sec is what we get to live at a time for as long as we live!*

*Doing one thing at a time in totality should become an inherent habit, a way of being.* When there is fire (passion in heart) in the belly, when the heart and mind is focused on a single purpose, all energy gets positively channelized. Successful are the lot who have fire in belly, hunger for achieving one’s goal; a thirst for continuous purposeful action to make things happen and that fire becomes a constant source of energy & light inside which shows the path rather than turn into ego which burns “self”.

*Openness to newness (i.e. diversity of thought & action) is “fashion for being”.*

\*A divided mind, divides focus and hence the energy. Note, there are many elements to leadership but the key is balance & harmony of heart and head. It's about knowing that the visible is driven by the invisible. *What you have or what you do, doesn't matter, it's the being in the doing that matters!!*

*Be yourself (with right motives) to begin the journey of your evolution...*



*All acts performed being "SELF" without fear & doubt  
equals success irrespective of outcomes!*

Whatever manifests (behavior, acts, emotions etc.) outside of a person or whatever people see outside is driven by what a person thinks and cultivates inside hence **being self with right motives & purpose** forms the core of success.

**Disclaimer:** Author does not intend to equate happiness and success with fame and material riches. *There is a lot of difference between doing things and doing things well, living & living well.* Success and leadership is not just marked by

fame, material richness and recognition. Reiterating, success is a selfie. There could be hundreds of people who may be known only to a handful but could be far more successful than those who are known to millions of people.

Success is not synonymous to reputation. A guru can produce one student who may be known to millions of people in the world but guru himself could be known to a few. In reality happiness, success & leadership are hard to define and explain. Author is only trying to give pointers. Also it is just an attempt by the author to put some images and personalities against each of the traits described in the book to help people reason and connect. There is no particular order followed in selecting the illustrations.

*Whatever be the act or outcome, only right motive can ensure happiness, peace & success!*

Reiterating again, success is a package and not just a few qualities hence there should be no room to think that illustrated people possess only those qualities described under the respective chapters and not others described elsewhere. It is very much possible that the author has missed describing many leadership traits.

Also make no mistake; hundreds of others, living or otherwise are apt. \*Success is in realizing the value of one drop of water, one grain of food, one second, since life can only be lived one second at a time!

*Though success means different things to different people, it's a flow, a journey, a way of being.*

## 5. Self-Belief / Self-Trust

What is self-belief? Where to find this self-belief? Self-belief is one the most essential elements to be successful in life. Can we buy self-belief from any market or store in the world? *Life is all about what one thinks and believes.* The quality of our actions is an outcome of our thoughts & understanding. Unless we understand & believe in self, we cannot achieve anything in life. If we don't believe in our self, nobody else will. Leaders and successful people never doubt their own self no matter what circumstances they pass through.

Look at any successful person and you will see this element called Self-Belief in every act they perform. Not having the skill or knowledge to deliver something is different from not having the potential and doubting one's self. *Remember, success is always a team work and if you don't believe in yourself, the team (parents, teachers, friends, colleagues, forces of nature, corporates etc.) won't back or invest their time in you.* If at all you have to believe anything in this world, it has to be your own existential self. All other beliefs & systems only lead you to conflict & chaos unless you are fully convinced within after self-reasoning. Remember, any skill and subject can be learned by interest, training, practice and passion.

If a person wants to walk to a destination which is 5 kilometers away but doesn't believe can walk, he or she will not make it because the decision is already conveyed to the command center which is one's mind. If the control center (human mind) wants & is clear & convinced of something, the rest all will act as per the commands, be it positive or otherwise. Self-trust is taking self-belief a step ahead!!

*Leading Self is about igniting the inner self to light the journey of life.*

Similarly, if the same person wants to and believes can walk even 50 kilometers to reach a destination then the chances are that he or she will make it to the destination because the mind has already made the decision and is clear and prepared for the journey. \*Remember, the mind should be backed 100% by the heart and vice versa. Research proves that if a person lacks belief in self for accomplishing a task, the chances are 9 out of 10 times, he or she will not accomplish that task. Similarly, whatever action the human mind and heart performs with trust (zero% self-doubt) can be accomplished 9 out of 10 times. Human beings are all about how they see, listen & understand things. *We believe in what we don't know hence element of doubt is inherent to self-belief whereas trust is absolute - without doubt & fear. Trust is taking self-belief one step higher. Power of self-trust is the greatest enabler of human potential. \*\*Self-trust is doing what one wants to do wholeheartedly without any doubt or fear of outcomes.*

**Question:** Did you ever face a situation where you doubted your own ability to do something? If yes, how often do you get into such situations? What do you do in such situations? Reflect on your thoughts, whenever you get thoughts of self-doubt. Analyze objectively the reasons why you are not able to do what you want to do as a 3<sup>rd</sup> person and list out 2 - 3 actions that can address such thoughts and beliefs. Actions could be learning a skill, trailing, acquiring knowledge through books or people, getting practice or experience of a task, doing things differently etc. Consciously work on the actions for a reasonable time (i.e. 4-8 weeks or so) depending on the need and watch your thoughts thereafter. *We may fail our actions but actions never fail us as long we trust our self.*

*If you don't trust in yourself, nobody else will.*



Even if the thoughts of self-doubt reduce by 1% in a time period you will realize that the myth “I cannot do” will fade. Always remember, any skill, capability, experience and knowledge can be acquired using training and practice. Some people learn faster while some may take time but there is nothing a person with self-trust and self-effort cannot achieve or learn. \*Not having the skill, capability, experience or knowledge has nothing to do with your potential but everything to do with your mindset and belief system. Leadership is not just about leading people, it’s about inspiring human spirit in people. *\*Evolution of human essence in a person is the real measure of success & leadership!*

**Nelson Mandela – Well and truly an icon of Self-Belief, Courage, Determination and Inner Strength.**



Nelson Mandela needs no introduction in the world. He was the face of the Anti-Apartheid movement in South Africa. He was also the first democratically elected President of South Africa. *\*Great leaders have this ability to teach the unteachable without teaching!*

He stood for human values and waged a relentless fight against racial discrimination all through his life. Compassion, politeness & patience is a reflection of a person’s true inner power which comes from deeper self-connect & awareness!

*If not me, who else? If not now, then when?*

*“We are what we think and believe”.*

He served extensive prison sentences for his actions but nothing deterred him in his fight for justice and equality. He emerged as a true champion and led South Africa to freedom and democracy. When you don't believe in your own self, how can others? It takes extraordinary amount of Self-Trust (aka Atma Vishwas), courage, resolve, inner connect and inner strength to fight even after 30 years of imprisonment for what one thinks is right. *No trust, no leadership!!*

*Drop of awareness added every day leads to the ocean of consciousness one day.*

*Remember, all limitations belong to thoughts and beliefs otherwise the body; mind & life energy combination is boundless. There is no two things about success, either we persist in action or perish. Understand success never happens at the beginning of the journey; never has it come without its share of pain, strife and suffering for they are the wrappers, guardians and tutors of success.* We do not know when the results will knock our doors but surely for the one who doesn't give up, the doors have no choice but to open. Great leadership is not about outcomes / results / winning, it's about inspiring human essence in people & winning hearts.

*Path to leading others begins with leading "Self".*

As long as a person continues the march with "Self-Trust" without giving up, the journey is bound to be converted to success for there is no power on earth which can defeat a person of "Self-Trust", higher purpose and determination.

*No two things about journey called success, either we persist in action or perish in fear!*

## 6. Creativity, Human Potential & Non Logical Thinking



How we think?

-What we think!

-What we believe!

***\*And what we don't think!***

The ability to think new or different is a critical element to be successful in life. All successful people think different and act on what they believe, even if it is 180 degrees opposite view to a vast majority of people around them. *Doesn't matter whether you think from the box or out of the box, its thinking new, doing new, it's the openness to newness that matters!!*

Self is all about what we think and believe!! What we think & how we think determines what we believe. **Creativity** is "Non-Logical Thinking"- in simple words it's the ability to think new, unknown. Old is knowledge, new is creative. It's no miracle to think different but it works like a miracle most of the times. Let's test if creativity works in a simple way!!

**Question time:** How many of you think you can prove  $1=100$ ?  
 $1=100$ ?

$1=\text{Infinity}$ , using creativity? (\*No math, just think new, different or non-logical)

*No two things, either creativity (fashion for mind) or mental virus drives our life...*

**Observations from over 100+ Leading Self Workshops:**

Normally at the start less than 10% people in any audience feel they can prove  $1=10$ , less than 5% feel they can prove  $1=100$ , less than 1% feel they can prove finite = infinite. Let's look at some examples of  $1=10$ ...

- 1 computer can be used for 10 different applications
- 1 electric bulb can give light to 10 people
- 1 bus can ferry 10 people

Let's look at some of the  $1=100$  examples...

- 1 road can be used by 100 vehicles
- 1 teacher can teach 100 people
- 1 train can carry goods transported by 1000 trucks

Let's look at some of the finite = infinite examples...

- 1 Electricity = helps run countless gadgets, devices
- 1 Internet = Immeasurable users and usages
- 1 Sun = gives energy to all trees, animals and humans
- 1 Air = countless trees, human beings, animals live
- 1 Sea = Countless drops of water

\*When the mind starts thinking different it seems very simple but for conventional thinking one equals to ten seems illogical or even stupid to people in accounting and finance. It's all about the power of imagination which breaks the patterns of our conventional thinking. It is this faculty of mind called "imagination" that separates humans from others in creation.

**Question time:**

How many of you think you have potential of 10 people?

How many of you think you have potential of 100 people?

How many of you think you have infinite potential?

Let's look at some of the stats around these questions.

Normally less than 5% people of the audience in the Leading Self sessions (\*100 plus Leading Self workshops conducted

with over ten thousand participants that includes Corporate leaders, IT managers, Finance Managers, Lawyers, Students from Medical, Engineering, Business Schools, Arts, Commerce, Higher Secondary & High Schools) feel they have potential equal to 10 people, less than 1% feel they have potential equal to 100 people and a very minute % feels they have infinite potential.

Let's take the example of a fruit seed (Apple / Orange / Mango). Sow the seed & cultivate it. Take proper care and give it all the nourishment (sun light, water etc.). After 12 -18 months the apple seed will grow into a tiny little plant. Continue to cultivate the plant and that same plant potentially can grow into a tree in 3-5 years. Continue the good care, maintain the health of the tree; give it all nourishment, water, resources it needs to grow. 6<sup>th</sup>, 7<sup>th</sup> year or so the apple tree can give you 10 apples (everybody must have seen a tree with 10 fruits), which is  $1=10$ ;

7<sup>th</sup> / 8<sup>th</sup> year the same apple tree can give you 100 apples which is  $1=100$ ; Take all the seeds from those apples and cultivate them. You will have 100 trees which can give you 1000 fruits if you repeat the same process for 7 years. If you take those 1000 fruits and cultivate those 1000 seeds you will have 1000 trees in the time to come. If you continue to repeat the process, the cycle can go on forever and ever which is proving  $1 \text{ (One)} = \text{Infinite}$  i.e. Finite = Infinite.

Logically thinking, finite can never be equal to infinite but if you think non-logical / different / new/ use the power of imagination, impossible becomes possible. That is the potential of a tiny seed. *\*What makes us see that infinite potential in a tiny seed if not the power of imagination???*

*Understand the limits of logic, you become unlimited.*

**Question:** How many of you know or remember your great grandfathers, great grandmothers, fathers, mother's names i.e. 5 generations or above you? Hardly anyone knows or remembers that. Nobody can tell when one's family tree started and when their family tree can end.

Can one say its 1000 years ago or 10,000 years ago, the family started with certainty? No one can be sure about this and the only certain answer from 100% participants in this case is that nobody knows the answer.



*Seed (Passion, Aspiration, Interest) + Cultivation  
(Committed Action) = Fruit (Success)*

However, everyone is convinced with the answer “countless” i.e. that their family tree could have started some hundreds or thousands of years ago which they cannot trace back.

On top of that potential, humans are blessed with something called mind, which has infinite potential. Yes, every **human mind can generate countless thoughts and ideas** (1 mind = 10 thoughts, 1 mind = 100 ideas, 1 mind = countless or infinite thoughts as long as one lives). Can anyone ever say that they cannot think on anything they want to? Can anyone say there is a constraint on their thinking? Only constraint is self-induced in the form of logic. *Yes, logic limits thinking whereas non-logical thinking makes a thought limitless.*

Can someone from outside confine a person to think only a 100 thoughts a day or 100,000 ideas a year and not more? **Can anyone deny or disagree that their mind whether they use it or not has the potential to think about anything and everything and as long as they want to?** Can anyone disagree that every person born in this world can think *countless thoughts* as long as they live? *Does that not prove beyond doubt that every human being is gifted with infinite potential?* Does one need more evidence than one's own existential “Self” and “Mind”? The key is to choose new thought, new is fresh-life.

***\*Bear in mind, it's not somebody else's truth and existence, it's your own.*** You are free to agree, disagree or simply ignore this view if you feel so!! The choice is yours but always remember it is the ideas which rule the world whether we can see or not. It was the same resource which was available to all the successful people and leaders in the past and it is exactly the same human mind in the present bunch. The key differentiator is how one uses the resources available to them. Everything we see around us which is made by humans is a

result of human thought. **A thought can be the most powerful thing in the world if it's new and put into action!**

A single thought potentially can influence countless people. A vaccine (Polio, Hepatitis), cell phone, electricity, TV, airplane etc. invented touches countless lives around the world. Thoughts or ideas rule the world. Having said, it's a paradox though every single thought can potentially impact or influence countless beings it is still limited in capacity because it arises from the knowledge accumulated in the past and has an end of life unless enhanced continuously.

Remember, **"Ek Idea Jo Duniya Badal De"** – **One idea can change the world!!** **Anyone who doesn't agree with the above IDEA Cellular advert punch line?** Every human being is blessed with infinite potential; it's a matter of realizing and believing in that. All successful people and great leaders of the world had the same 24 hours & mind which they made use of to achieve their goals and purpose. *Again it's not "what you have in life but what you do with what you have". Our life is all about choices we make; what & how we think & act, makes the difference. Choose new, every second is fresh.*

A super computer can be used for playing games, browsing and the same can be used for high-tech engineering, medical inventions, rocket science etc. The single biggest difference between successful people and others is how intelligently and effectively they use **not** abuse the resources available to them.

**Carve it in your mind & heart:** All knowledge / logic is of the past whereas non-logical thinking, creativity is new hence can happen in the present only. *Logic is limiting, think non-logical, fresh, new or different to unlock your limits!!*

*"Self" in you equals to infinite in potential, be aware!*



“Resources are limited but creativity is unlimited “; if you make creativity a resource, you will have unlimited resources at your discretion. Mind is a global phenomenon without a beginning or an end hence you should think and live like a global citizen. There is nothing like an Indian mind, an African mind, an American mind, an Arabic mind, a Chinese mind, a European mind or a Latino mind. All humans have mind and it works the same for all the people in the world. Do not limit yourself to a region, a belief system or a community or a sect etc. You are a universal phenomenon and hence universal wellbeing & harmony is your obligation. Remember, realization happens only with awareness and understanding of the mind!

Can someone find the beginning or end of the mind? Can you tell where your mind (not the brain) starts and where it ends? Can you tell how deep it can go? *A thing which has no beginning or end is immeasurable. \*\*\*It's about remembering our infinite potential continuously knowing the forgetful nature of the mind.* If you ever start doubting your abilities, think of your favorite fruit seed and that will remind you of your infinite potential. Remember, the seed has to become one with earth to realize its potential. It's about the stream merging itself in the river and becoming a river. It's about the river merging itself to become one with the sea. Though it's the same water, the energy levels significantly vary in streams, rivers and seas. Can anyone differentiate between the stream water and river water when the stream is merged in the river? Can anyone differentiate the river and the sea water when the river is merged in the sea? Unless the seed is open to lose its limits and becomes one with mother earth it can never spread its roots & grow into a tree.

*When you lose the finite (“I “the ego) in you, you become “I” the Infinite.*

Unless the stream drops its own boundaries, it can never become the sea. The choice is yours whether you want to remain as a seed all your life or grow into a tree and realize the infinite potential within? Don't buy into other arguments or theories; watch and reflect on your own mind, existence and intelligence. You have it all inside you. It's the same mind with every human being. It's a matter of looking-in to understand. It's a matter of focusing & knowing "Self". \*Your continuous watchfulness of mind and remembrance of self, will lead you to great mysteries and energies unknown to you.

*Similarly, intelligence is the ability of a person to lose the thought of "I" in the "self" to the acts he or she performs with happiness. Point to note is that both human body & mind has limitations, though mind is immeasurable. The key is to understand the immeasurable that comes with limitations, the immeasurable element which is driven by the infinite called "Life or Energy or Mother Nature". Human is a combination of body, mind, intellect and energy. It's about body, mind and intellect aligning & complimenting life energy.*

The "Finite" in you gets dropped inevitably every time you put your heart to the act totally in happiness. Heart means 100% involvement & commitment. Knowledge can be the starting point for our thoughts and actions but not the end. Do not blindly follow knowledge even if it's from the greatest scripture or master without reasoning. Knowledge is known whereas creativity is unknown. Make no mistake; mind is an absolute necessity. Mind should become a bridge not a barrier for creativity to happen. *Understand the difference between logical, non-logical & illogical thinking.*

*Best of creative thought (seed) without action & commitment (quality cultivation) is good for nothing!*

Remember, **"Mother Nature"** never creates anything unimportant or unworthy. *Realize that creator blessed everyone with the mind for a reason. If we were all supposed to follow persons or scriptures, there was no need for a mind in all heads. Creator wants everyone to use their brains and not blindly follow systems, scriptures or people.* Blind beliefs are belittling creation. Learn to listen and see things "As-Is" and walk your path with reason & understanding from within.

Though knowledge often tends to make thinking repetitive it has its own utility. \*The key to success lies in one's ability to use instincts, knowledge, reason and creativity to one's advancement as complementary. Knowledge will become dead if not enhanced on a continuous basis. Innumerable products and technologies of the past, which were considered path breaking and great at one point of time, have become obsolete. Remember, creativity and knowledge is opposites. Creativity cannot happen in the past. Creativity is intelligence and intelligence only happens in present when you walk your own path, not others. Others path is information to you not intelligence. Being informed is not being intelligent.

Only an inquisitive, reasoning, open, alert, fear free, clear and all-encompassing mind can be creative and not a mind which fully operates out of knowledge and experience. Creativity is life, life is existential, existence in pure is intelligence, intelligence is in being happy, happiness comes from understanding and only understanding can lead to growth. Do not get carried away by mind's incalculable potential. Body gets tired but mind doesn't because of its unlimited energy. It's all about getting the body energy to complement mental energy and vice versa. *It's all about complementing non-logical thinking with logical thinking.*

*Creativity is freedom and unwinding from knowledge.*

Learn to respect body's limitations while using mind's immeasurable potential else the two will go out of sync and result in disaster. Mind should be used as an effective utility not as a master. Success and leadership is all about balancing body & mind energy.

Creativity can only happen in an open, enquiring, alert, calm and fear-free mind which is not bound by accumulated knowledge, theories, definitions, constraints, experience and beliefs. As long as thought originates from known it will be limited in capacity but when the thought originates from the unknown which is the intelligence & serenity within, then it will have creative imprint.

**On a lighter note**, computers are not creative, humans are. Machines can only be efficient. They don't do anything different or new; they only do what they are asked to do. If people think like machines, then years don't matter, yield will be the same. No wonder history repeats so much. Is it by accident that we love our history so much? Is it by chance so much history is taught in our schools?

*\*There is less of Peter's and more of Repeater's in this world. Peter will always be a Peter and a Repeater can never become a Peter. The choice is yours whether you want to become a Repeater or be your own creative self!!*

Author is not against historians or study of history, he only wishes a diverse history. World has had enough of violence; we don't want more, do we? Hopefully this generation and generation next will not be of Repeaters!! *Unless we understand the meaning of completeness in diversity, harmony in diversity, we cannot become creative & wealthy!*

*\*What we think & know is tiny compared to what we don't think & know hence openness to newness is key.*

*History won't repeat if people don't do the same things again and again. For history not to repeat, people should think new and adopt diversity in actions. For societies to thrive and resolve some of the long pending conflicts, people need to embrace more and more diversity / newness with compassion.*

Mother Nature, we are part of is hustling and bustling with all kinds of diversity i.e. variety of Trees, Shrubs, Flowers, Fruits, Grains, Mountains, Seas, Rivers, Lakes, Animals, Birds, Water beings, Reptiles, Human beings etc.). The world would be boring if it did not have diversity.

**In true sense, diversity is creativity. Mother Nature is the greatest example of creativity. Have you ever looked at the diversity on the planet we live without judgment? So many people, trees, animals, beings and yet all are different in one way or the other (forms, colors, substance, shapes, thoughts etc.). Diversity is the essence of creation.**

Mind is powerful than things known to most human beings, travels faster than light and more powerful than all the inventions put together. When you dismantle all fear, prejudices and opinions inside, when you are not afraid of walking the unknown paths, when you are fear free and unconstrained, you become vast enough to accommodate all diversity of thought and beings in harmony, it's only then you are making way for creativity to happen.

**As the sky above, there is enough space in every human mind to accept all possible diversity and yet be in peace & harmony. Where diversity meets in harmony, creativity happens naturally. Newness & diversity is Fashion for Mind.**

Be with people who think different from you and accept diverse view as just another view. When you are open and comfortable with the diverse view you become non-

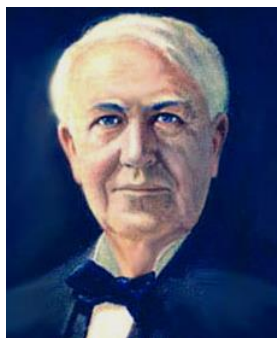
judgmental. Creativity can neither be forced nor taught. You can only make a fertile ground for creativity to occur. When contradictions become complimentary, when the body, mind, intellect and heart become complimentary, in that oneness & calm, creativity happens. \*Life is always moving into the new. Every second we live or move into is fresh, life is never stale...

*Something to sense >>* Thoughts are dependent on life (breathing, heartbeat) not the other way round. Take away life, there is no thought or body, at the same time take away thought and your life will be on song (an experience beyond words & expression). Knowledge (known) can be taught but not creativity (unknown). Creativity sprouts in a culture of diverse, non-logical thoughts and actions in practice. Logical thinking makes one's mind mechanical. Practice non-logical thinking and creativity will happen. Creativity is anything but thinking and learning. It's a happening like every new second we live is a fresh happening. Every minute we live is new. Life is never stale only thoughts can make it stale if freshness, newness, diversity is not allowed. \**Openness to newness is key.*

Living in the present moment is creativity. Practice of doing things differently seeds creativity. Life is intelligence and intelligence is creativity and *creativity happens only when the mind is made fertile with diversity, openness and calm but cannot be forced.* Creativity always happens in the present on its own without planning when the mind and heart is quiet, fear free, virus free, inclusive, clear, watchful and open. Cultivate diversity but not mental virus which eats into creativity.

*Logical thinking is needed to use the creations (cell phone, computers, machines etc.) whereas non-logical thinking is needed for new creations / inventions.*

**Thomas Alva Edison – One of the most technologically creative persons of all time.**



**Thomas Alva Edison** was one of the most famous and prolific inventors of all time. Thomas Edison holds 1,093 US patents which is highest till date by any individual. Edison was also a successful manufacturer and businessman. *\*Action is the most powerful tool available to people!*

Edison is regarded as one of the greatest creative beings of modern times. His inventions include electric light bulb, motion picture camera; power utilities, sound recording inventions, system of electric-power generation and distribution amongst others.

Edison is regarded as one of the greatest creative beings of modern times. According to some estimates, he has made **around 1000 different attempts** before inventing the electric bulb and others which is a testimony to his indomitable trust in “Self”, belief in creativity, heart work, diversity of action, effort and human potential. *Action can move mountains!*

It's not hardwork alone which produces great results, *it is right effort (100% focus & energy) combined with heartwork (passion, love for the work), purpose and willpower which leads to extraordinary achievements. It's walking your own path that creates success not waiting or walking in others path. Be yourself, your way is the only for your success.*

*It is the heart at work that determines your success not hard work alone.*

## Food for Understanding

Foundation of success & happiness in life is continuous learning through awareness of “Self” not self-awareness.

- *Success is not about doing things, it's about doing things well (100% focus & energy). Doing well has nothing to do with results, it's about living the act.*
- We all get what we deserve not what we desire. There is nothing called luck. If luck exists, god cannot exist, if god exists luck cannot because god cannot be biased!
- What is creativity, self-belief? How important is self-trust for success & happiness in life?
  - Never ever doubt you're potential. Human beings are what they think and believe. Whatever the human mind and heart can think and believe can achieve.
  - Known is knowledge, unknown is creative. “I” in you equals to infinite potential only if you trust “Self” 100%
  - **Success is the art of relaxation in action.**
- What is the most powerful thing in this world?
  - A thought is the most powerful thing in the world after silence since tiny is the capacity of mind we use!
  - An idea can potentially influence / change millions of lives e.g. TV, Cell Phone, Vaccines, Internet etc.
  - One mind can imagine / think 1, 100, 1 million, countless thoughts as long as a person is alive
  - *Greatest learning is to know what learning is!*

**Everything comes with a price; to grow, act from heart with commitment.**



- What is creative thinking? And how should we cultivate creative thinking?
  - Creativity is the ability to think, explore and act new
  - Every “seed” can give infinite fruits i.e. **1 seed = Infinite fruits; 1 Meal = Millions of cells** (\*Mind distributes nutrition & value of food we eat to millions of cells in the human body seamlessly; unimaginable is the power of mind!); **1 breath = millions of cells!**
- Break your thinking patterns every now and then; try new ways of doing little things.
- Encourage diversity without division and discrimination.
- *Passion without purpose and commitment is like a seed which will never reach fruition.*
- Learn to fly with your thoughts into the unknown every now and then. Resources are limited, creativity is unlimited. Diversity in harmony is creativity, choose new.
- *Greatest education is to know what education is!*
- A seed dissolves itself unto mother earth and only then the roots are spread and the tree gains infinite potential.
- Similarly, it’s the ability of a person to lose the “I” in the “self” to the acts he or she performs determines success.
- “I” in you can only be dissolved if you live the present moment fully (heart & mind) in the act with happiness.
- It’s the heart at work that determines your success not the hard work.
- When you lose the finite (ego) in you, you become infinite.
- *Remember, your essence is only as good as everybody else not more or less i.e. it’s the same energy inside everything!*
- Every human being is blessed with the same infinite potential, so no question of one being superior and any

other being inferior. It's only the usage of resources (mind & energy) that varies from person to person.

- Always, it's not what one has, but how one uses and lives with what one has that matters the most.
- Health needs no reason or cause to be good, ill health needs a cause / reason; to be healthy is the natural way similarly one needs reason / cause for unhappiness not happiness, happiness is the way / natural state of human.
- A reasoned happiness cannot be true similarly true happiness (joy) cannot be reasonable (come with reasons)
- Success turns into a journey cum destination when everything & nothing becomes a reason for happiness & when all acts are performed in totality (wholeheartedly).
- The journey called life, happiness, success and leadership cannot be defined but can only be felt or lived.
- Live life in a living mode, experiential, existential mode not problem solving / mind mode.
- Don't become a learned person, become free. All knowledge comes from outside whereas freedom comes from understanding "Self" within in silence.
- Accumulation of words / information in mind leads to chaos whereas silence within leads to clarity & harmony.
- *Creativity when not backed with action is of no use!*
- Fashion for mind is choosing diversity of thought.
- Silence is the greatest master ever.
- A person either lives or complains, cannot do both!
- Life is not a problem to solve but a journey for exploration. It is the greatest evolution & celebration!

*Every human being is blessed with infinite potential;  
it's a matter of knowing and remembering it!*

## 7. Purpose and Direction in Life

- **Purpose and direction in life:** Two most important questions in a person's life are, where one wants to go and why? I.e. what one wants to do & why? The biggest irony about human beings is; people know where they are going and why, when they step out of their homes every day, but when it comes to knowing the direction where one wants to go in life, most people are unclear and have no answers.

When it comes to journey of life, most people are just hopping from one road to another with no clear vision and purpose in their heart and mind. They are taking the road which is convenient and easy to pick without giving it any serious thought. This is one of the biggest reasons why most people are unhappy in their lives.



*Knowing ones interests, likes, passion and priorities early in life is fundamental to happiness and success.*

*Where there is love, passion, clarity of thought, purpose & heartwork, there is success & prosperity.*

How do we find a purpose & direction in life? Whenever you try to find answers for the two most important questions of your life, always look inside your heart and find out what you are most passionate about in life? What is that which fascinates you the most? What is that you like to do the most in life? What is that one profession, field, subject that is of greatest interest and love to you?

*Highest purpose in life is to live in happiness and peace with self, aka Leading Self.*

Before you make the decision of your life, make a list of all the skills, activities, fields, areas, subjects & professions that are of interest to you. List all the reasons you like against each of one of those. Gather info, discuss and debate those options with your parents, friends and people you trust and admire. Once you complete that exercise, prioritize all those options and select top 3. Look into your heart and find out what is the most important and interesting thing out of those top 3, the one you love the most?

Knowing your interests, priorities and what you love to do the most in life is fundamental to success. *Chose* that one profession or field which is dearest to your heart amongst the top three. The choice you make should not leave any doubt in your heart and mind. That one profession should be love of your life. At the same time, one must be also very clear on the purpose as to why one is choosing that profession or field because that is something which will fuel your actions.

The higher the contentment, the greater is the joy of success and working for it, every day. Take the decision with your heart and do not let your mind interfere in that decision. **It will be one of the biggest and best decisions you would have ever made in your life.** Once the decision is taken put your mind & all the energy at work on how to go about it. It is fine to take extra time to make that decision, but be very clear in your mind and heart about the purpose (passion) and direction you want to head for the rest of your life. Without passion (purpose), there will be no fire or hunger in your efforts. It is your passion for the purpose which acts as fire, fuel inside to give you that needed energy to do things.

*Daily action (using power of compounding) to achieve one's goal is the key to living a successful life...*

Decision on what aspect should always be of the heart (choice of field, subject, line of business, profession etc.) and how to achieve should be of both mind and heart whereas the effort you put in towards it, must be total which includes everything you have i.e. body, mind, intellect and heart.

Once the direction, purpose is decided, watch the TV series “Kaun Banega Crorepati - Who Wants to be a Millionaire” and lock your direction and purpose like how the host locks the answers. Write down what you want to become and why on a piece of paper and paste it in your room where you can see it big & clear every day. Say it to yourself every day when you get up first thing in the morning why you need to act, why your purpose is so important for you. This act not just trains your mind to focus but also seeds the subconscious mind which plays a huge invisible role in your success.

*Remember it's not just clarity about dreams & purpose; success is about daily action for achieving the purpose.*

Once what you want & why (purpose) is concluded, the focus should entirely be on action & dedicated action. At the end of each day before going to bed remind yourself what you did towards attainment of your purpose in life. *It's how strongly one wants success, how many hours one is willing to spend for the goal every day.* Success is putting 100% efforts with passion & focus every time, every day to realize your goal.

*Having said, single point focus & everyday action (commitment) is the key to accomplish things in life and henceforth what you want to do and why, should always be at the center stage of your heart and mind.*

*Our objective in life should be to help our “Self” first, if we can't help our self, how can we help others?*

If you can write down notes in a book as to what you did every day to realize what you set out to and also what can be done differently tomorrow to make the journey more progressive will help you a lot.

**Swami Vivekananda – A man of great purpose and determination.**



**Swami Vivekananda** is a renowned 19<sup>th</sup> century **saint** of India and is respected all over the world as a spiritual genius. He was known for spreading Vedanta and Yoga to the West and is accredited with raising interfaith awareness and the message that world is a family & diversity is its essence.

He is regarded as a great patriotic saint who worked for the empowerment of youth and poor in India. His birthday is celebrated as National Youth Day. Vivekananda is widely regarded as a man of action and great wisdom with a deep sense of purpose. He is remembered as a man who set out to change the direction of the nation. A man who truly believed in the philosophy that service to humanity is service to god.

His life and teachings continue to empower millions of people around the world. His popular saying “*You are the creator of your own destiny*” resonates with the masses across the world even today.

***“Arise, Awake and stop not until the goal is reached”.***  
**(Swami Vivekananda)**

## 8. Happiness

What is happiness? And what is lasting happiness? What is the difference? How and where to find it? What do we need to be happy in life? These are some of the questions most of us don't really think much though everyone is craving for happiness in life. The biggest irony of human race is that most of us don't seem to know or understand this thing called happiness. It takes a lot of effort, time to bring happiness home but as soon as it arrives it seems to vanish within a few minutes, hours or days at the most. It never seems to last long. Anyone remembers anything giving continuous happiness for more than a month or a year?

*Is it ever possible to find something one does not know or understand, even if one searches all his or her life?*

Fundamental to find something in this world is to know what one is looking for. Unless you are clear in your mind and understand what you are looking for, even if you find it, you may not realize you have found the thing. Most people make the mistake of linking happiness to things they don't have or wish to have because they don't understand the phenomenon of happiness. Material things, physical comfort, words and thinking is not true happiness, it is only convenience or comfort. Life is only in the experience. The higher and deeper the quality of experience, the greater is the joy in living be it through relationships, physical things or otherwise.

Happiness is in flowing with the heart, beyond materials, comfort, words, thinking and mind. Knowledge and words about happiness does not make one happy.

*When the heart is at work, no work seems hard.*

You can only understand happiness through your personal experience, by living and understanding that moment or state of being without words and thoughts. Knowledge without experience is like eating food without taste and smell. It's like smelling a paper flower. If the state of mind is to link happiness to what we don't have e.g. a luxury car, a house, good business, good job, position, reputation, money etc. then it's obvious that we will continue to be in the same state of mind (i.e. state of unhappiness) even when we find the so called objects of happiness because it's a state of mind. The state of mind in itself is not changing when the so called object of happiness or desire is acquired.

The object of desire or happiness simply moves to another object one doesn't have and the state of mind continues. *If happiness is just a state of mind then, can we not link it to what we have instead of what we don't?* Whether a person possesses a thing of desire or not, we are always in possession of the greatest treasure in the world called "life" as long as one can realize and understand that.

**Yes, life is the most precious and valuable gift one can ever ask for, be thankful and celebrate everyday...**

Have you ever heard of a financially rich man in the history of mankind, who was willing to give away his life for money? Go to any billionaire who's alive in the world and say I will give you a billion more, please give me your life and see what he has got to say!! At the same time, when the rich man is suffering and wants to live, he will be willing to give away all his wealth. A person can give away his or her life for money only if that money is of use to others, never for self.

*Being healthy, happy and positive is not everything,  
but fundamental to everything we do in life.*



Again a person can risk life for money only if he or she thinks can be alive but never when he or she is convinced will die in the act. Think why (all unhappiness is created by the ego)?

Let's look at what changes when we are happy? The air we breathe remains the same, the food we eat & water we drink, the people, the buildings, job, roads etc. seem to remain the same. Then what is that changing when a person is happy and where is the change happening? Is the change only in the mind? If it's just a mind thing then it has to be a thing of thoughts?

If it's just a thing of thoughts, do we not have a choice to think what we want to no matter what happens outside of us? Can we not control our thoughts? If happiness is an outcome of a thought, then can't happiness be reproduced with certainty if a thought can be? If it's true that a thought is a choice then happiness which is an outcome of a thought or no thought should also be a choice. If happiness is a choice then why shouldn't we choose to be happy all the time???

A thing of physical and mental comfort can only give you happiness momentarily while we use it, but not always. Can you think of a thing in your possession no matter how expensive or valuable it is, which has the ability to give you lasting happiness when not in use? Is it in the experience of material things or the material objects themselves or the identification or attachment to material things which gives us happiness? We are madly running after objects, one after the other and in spite of acquiring so many things which we didn't have in the past, we still don't seem to realize that objects of comfort cannot give a person lasting happiness. Is the way of heart the way for everlasting happiness...watch it?

***In every situation, Positivity & Happiness is a choice;  
learn to be happy and positive by choice not chance.***

Once the perceived objects of our happiness, be it a Luxury Villa, Car, Watch, Phone, Jewelry, Job, Business deal, so called Love, Money etc. are in our possession, the thing called happiness seems to stay only for a few hours or days in most cases and a few weeks in some rarest of rare cases but it's never the long lasting happiness a person craves for, why?

To be happy you must understand what happiness is through your own experience. All conflict and unhappiness in the mind is due to borrowing of somebody else's knowledge and understanding on happiness. Always, rely on your own understanding, existence and experience of things because experience and understanding vary from person to person. *Somebody else's experience can never become your own. Only your own understanding of things can lead you to real learning.* Agree it's difficult to find lasting happiness inside but it's impossible to find it elsewhere. When you have a choice, why not make the best? The approach should be to try and understand things be it resources, happiness, success, health, mind, power or love. ***\*\*\*All conflict and illusion ceases when you understand utility & futility of things.***

All unhappiness and ugliness originates in the mind before getting manifested into physical expression, emotion or action on the ground. No ugliness can ever happen without germinating in the mind. Making your own self happy & harmonious is the greatest gift you can give yourself and the whole world. **Remember, even the hardest criminal will not forget good done to him / her. Never stop being human.** Humanity touches everyone; it's only the lack of understanding of mind and "Self" which turns them astray.

***Human thinking is the greatest enabler and the only bottleneck to human evolution.***

Let's take a look at some of the causes of unhappiness. Most unhappiness is caused because of this inherent tendency to judge, compare and measure people. We tend to judge and measure almost anything and everything that comes our way or happens with us. Stop judging things and people unless it's a must or you get paid for it. Somehow the urge to judge & compare seems to happen very natural to most of us. Throwaway all your judgment hats and you would have thrown away 80% of your unhappiness. Don't always see things in terms of likes, dislikes, right, wrong, bad, good etc. *"Choices we make, makes our life (good or bad)"*.

Hold yourself for a few seconds before judging anything, just think about what good or benefits the judgment you are trying to pronounce will bring to you or to others? If you think your judgment or opinion does any good whatsoever, wear your judgment hat and deliver the judgments else see off the mental urge as you see off an unwanted guest at your party. People don't seem to realize that they pay a heavy price for judging and comparing unnecessary things.

We pay by two most precious things in this world i.e. our time and happiness to deliver judgments. Are the judgments we make really worth the price we pay?

How many times our happiness or someone else's happiness increases when we judge something or somebody? Do we have to see everything from the lens of good or bad? NO, we need not see everything from the prism of right or wrong. Everything is perfect in its own place. Things and people can stay as they are. They don't need our judgment.

*Key to happiness lies in seeing and understanding things "As-Is"; dropping all avoidable judgment, competition & comparison.*

First let's worry about what we have created in our own mind before others. All worry and unhappiness is our own creation. The creation outside of mind is already perfect. It doesn't need any help. If we stop imagining and creating unwanted things in our mind, all unhappiness will cease to exist. See things as they are not as you want them to be. Live in the present moment totally because that is the only thing you have.

*Don't miss what you have for what you don't. Unnecessary thoughts are the root cause for all the ills of life.*

Let's study what a thought is for a min. Every thought has a beginning and end hence thought is always limited and time bound whereas happiness is not. Thought is a choice and is always linked to time (past or future) whereas life is in the present. It has no beginning and what has no beginning has no end and hence life continues.

*Life happened to you; you did not start or create it. You have no choice about life per se. The choice is only about what you do with your life. The highest purpose of life is to live and let others (people, animals, trees) live in happiness and harmony.*

What you may have in the future is in the future. Present is all that matters because life can only be lived in the present. Future has no meaning or relevance in the present moment. Future is an imagination of mind. Mind can create thought, but not life. Most often, judgments we pass on things, events, issues, others & our own self tend to cause disharmony & grief. The choice and wisdom is yours as to what you want to judge and why? In any case, you are the best judge for assessing the urge and need for your judgments.

*If we have to judge anything more often in this world, it has to be our own actions, judgments and thoughts.*

Judgments are a symbol of authority, whereas life is in freedom. Acceptance of things As-Is leads to freedom. Another big occasion for unhappiness is people linking success to happiness but the opposite is true. Unless a person is happy doing what he or she is doing, he or she can never give his or her best. Unless one gets into the practice of giving the best in everything they do, they cannot be happy. Success happens everytime when you give the best you have with total involvement, wholeheartedly. ***Success is being the act in happiness.*** There can be reasons for unhappiness and disease but not health & happiness. Happiness & health are but natural. People don't ask why you are healthy? People only ask you reasons / cause when you are unhappy.

There will be times in everyone's life, where we all face bad news and there will be situations where we get upset many a times but the key is to see & accept situations As-Is and not reject or avoid. Avoidance and denial leads to unhappiness. The key is in staying calm when we face such situations? ***Simply accept and live all experiences in totality and not look away.*** Never escape or blame others for your actions.

For all the good that happens in our life, we seem to take credit most of the times but for all unpleasant things we seem to blame everyone / everything else except our own self. ***All experiences are equally important for our growth especially the bad & painful ones. They all teach us great lessons in life.*** Why accepting our own mistakes happen naturally? Is it because of self-love? But seems so much difficult when it comes to others? Why? (Find for yourself!)

***Next generation leaders are those who are able to inspire a happy, playful, stress & fear free work culture while enabling people realize their true potential.***

Leading Self is about facing and accepting facts with a free, calm & open mind and using all our energies to live in positivity, joy & harmony. It's not about scripting imaginary situations in mind which lead to conflict and chaos. All schools, colleges & education institutions in the world would do a great favor to humanity if only they start teaching students what happiness is amongst many good things they already teach. They are creating great many learned people but very few happy people. When education systems worldwide start producing happiness at schools and colleges, they will truly make successful societies, which will be rich both inward and outward. Remember, a happy person cannot indulge in violence or crime. The educationists have the greatest duty in this world in making our planet a better place. *All learning in this world without happiness is incomplete.*

*In life, it is not possible to be 100% happy all the time. Make no mistake; we cannot avoid illness, sorrow, anger or being emotional at times. Accept that we cannot drive everything outside of us but at the same time remember we can always control / drive things inside of us. \*\*\*If we don't lead /drive our lives, everything else will. Remember, it's neither good to drive others life nor to let others drive our own life. \* There will always be things and situations on which we will have no control externally though they will influence our internal state. At times, actions of others without our involvement; air, water polluted by someone else will impact us. It's the acceptance of anger, sorrow, negative thoughts, fear & inner conflict as they happen with openness leads to freedom from unhappiness not denial or rejection.*

*The freedom to be happy by choice is the greatest gift to the humankind by the creator.*

Why human life craves for happiness and harmony? Life is intelligence, intelligence is freedom, freedom is happiness and happiness is always unlimited. Intelligence has no beginning or end. Intelligence was, is and will. Harmony was, is and will. If you notice, all elements of creation live in harmony except humans.

*Every thought has a beginning and an end, not the mind. Mind has no beginning or end but is dependent on something for its existence. Whereas thought is time bound and dependent on knowledge. What is that something on which the mind is dependent?* It is something for each one of us to observe, explore and find out? We can only find that if we understand thought, mind and happiness!!

Whether we read one book or hundred, it makes no difference. It is not knowledge to be acquired by words but an experience which becomes an understanding only with self-reasoning, a realization to be felt with in. What is in the present moment has no beginning or end (psychologically not chronologically). You cannot be happy in the past or future. Happiness is independent of thought, words, mind and time and happens only in the present moment.

*The one who has learnt to celebrate life As-Is can only be happy. The one who has learnt to live happily and responsibly can only lead an intelligent and successful life. Your ability to live happily and responsibly leads you to success not the other way round.* Success doesn't bring happiness and responsibility to people, it only adds. Face and accept the facts "As-Is" for one day in your life. See and understand things with an open mind as they are, not as you want them to be. Drop all judgments, comparisons and measurements and you will be left with a free, happy and creative mind with full of energy. An unhappy person can

never be productive at work or sport. Remember, no matter what happens in life, you always have a choice to be positive & happy inside. Thought is material and hence dependent. All material things perish whereas things which are independent are imperishable. Dependency is a constraint. A thing of constraint is always momentary hence as long as you link your happiness to material things it will always be momentary. Reiterating, physical comfort is not true happiness. Happiness is independent of thought and material. When you are happy neither the material changes nor the way you think changes but what changes is the experience, state of mind and heart which becomes joyous.

Another major cause for unhappiness is relationships. Relationships tend to influence happiness a lot. Happiness and intelligence is not bound by anything though humans are bound by relationships. Life is relationships and relationships are life. Relationship with self, relationship with other human beings, relationship with air, water, trees, rivers (Mother Nature or Environment), issues, problems, emotions, challenges etc. The key to happiness is living all relationships independent of issues, beliefs, rituals, procedures, negative emotions and problems.

If you let issues, problems, beliefs, rituals, things (home, car etc.), shapes, forms and names take the center stage of any relationship then they all become our life. All relationships soon will be reduced to conflicting mindsets, negative emotions, forms, issues, problems impacting your happiness & decisions. Relationships and human beings can coexist independent of issues and problems only when you accept diversity in people and nature as an integral part of our existence. Relationships turn sour when we try to manage.

***Expectations replaced with Acceptance = Happiness.***



Accepting people & self “As-Is” and not managing is the mantra for happiness & harmony in life. We have a relationship with air, water, earth etc. without which we cannot live but how many of us ever think of managing those?

Human beings can live without relationships after birth but not without air, water, earth etc. How many of us think of air, water and trees unless we don't get enough of them? Why don't we think of them? We don't think because they are needed for our physical existence only not psychological. It's a paradox that physical discomfort can give you unhappiness but physical comfort can never give you happiness. *It's easy to teach utility of things but not futility of things! Knowing utility & futility of things & value of relationships is key!!*

As long as the harmony in the relationships (be it with self, other beings, air, water, trees, things etc.) is maintained our happiness is not impacted. Most of us live and die without doing anything for the air, water & tree's we use all our life. Though they are part of our existence how much does it matter in our psychological world where happiness lives?

Disharmony in relationships leads to unhappiness. What is physical can only give us comfort but not happiness. True happiness is beyond material & physical comfort. Happiness is dependent on what happens in the mind and heart with respect to our relationships. We don't care for air, water, trees as long as there is no pollution or discomfort in that. The moment it gets bad, the harmony in a relationship is broken then our happiness is impacted. Relationship and happiness are independent of each other and can co-exist as long as there is harmony inside our mind (logical) & heart (non-logical).

*All problems are seeded in the thoughts of becoming  
whereas all solutions are in being.*

The way one thinks and acts is the issue, never the relationship. You need to understand relationships, thought and mind to understand happiness. If you indulge in thinking you can never find out, but if you become aware of your relationships, thinking, thoughts, feelings and mind, then you can. Mind is a utility. Mind is not you but the actions are you; the emotions are you, the happiness is you and what you think and believe is you.

Observe and understand thought, thinking, things and relationships, only then you will be able to move beyond the measurable. Thoughts cultivated manifest into actions. No negative action can happen without a thought. Only positive actions can happen without thinking. We breathe but don't think. We get hungry and body tells us but there is no thinking involved.

We need to employ thought for getting to food but thought itself is not required for the body to let us know that we are hungry. Intelligence is built everywhere, we just need to see and understand it. All thoughts need not be translated into emotions and actions. Action and thought are in essence free of each other if you slow down thinking. ***\*It's about creating harmony inside with logical & non-logical aspects of mind!***

All unwanted thoughts (i.e. unnecessary imagination, thoughts of fear, misery, judgement, laziness, indecisiveness, greed, grudge, arrogance, ego, lack of self-respect, comparison etc.) in the mind create darkness. Darkness always begets darkness. Unhappiness begets unhappiness. Every thought has the potential of a seed (remember any seed in itself has infinite potential).

***The only way to be happy is by being happy through understanding happiness (utility & futility of things!)***

Seed begets another seed. Thought begets another (good or bad). Mind per se does not have the intelligence to differentiate between good or bad; right or wrong, happy or unhappy. It's we who introduce and feed that decision mechanism in mind. Mind is only about known or knowledge. Mind cannot comprehend the unknown.

Less or more darkness never removes darkness. Arrival of light negates darkness. Darkness per-se is never removed. In fact darkness per se does not exist but is there everywhere where there is no light. Darkness is absence of light. Similarly negative thoughts per se cannot exist unless we hold on to them and cultivate them. Negative thoughts can induce unhappiness and similarly positive thoughts can lead you to happiness. When you can hold on to negative thoughts, can you not hold on to positive thoughts? So long as we don't bring in light, darkness will be, but the moment you bring in light you cannot see darkness. Similarly, bring in positive thoughts and it will drive away unhappy thoughts. Happiness always happens when the mind is positive.

Unhappiness originates from looking at what you don't have and what you wish to have whereas happiness originates from what you have. The choice is always yours whether you chose positive over negative or negative over positive!! Mind cannot feel happiness; it only records the knowledge and memory of happiness. True sign of happiness is absence of thought. Mind always wants to be something and cannot accept what is. Ever noticed, when you are very happy you feel like time has passed in a flash and that is because you are not thinking of being somebody or something. Thought is anything but happiness. Happiness is a state of being not a state of thinking but the state of thinking can make way or become a bottleneck for happiness to happen.

Is happiness something to be picked up on the way to place at some destination? Is happiness is a journey in itself? Is happiness life itself or a way of life? *\*What is life without happiness?* If life is independent and not bound by all the things / situations we face, how is happiness different? If happiness is an inner state of being, why should it be bound by outside? One cannot chose life but can one not chose happiness in life? Having said mind cannot create happiness only a positive mind is conducive for happiness to flow in or happen. Happiness happens when we simply live in the present moment without fear & unnecessary thinking. Not thinking is a “No-Mind” state, which simply means “Mind” is not being used unnecessarily, not that mind has gone out.

*\*5 F's - Fun, fire, focus, feeling & fitness (healthy body, positive mind & energy) in an act @ same time is success!!*

*Only human beings can have everything and yet be unhappy – why? (Mind?)* Mind is anything but happiness. When you live in the mind, you live either in the past or future thoughts. Mind is a past record trying to correct future. If you think you are happy remembering past or imagining future then you is being fooled by your own mind or thinking. **Become a CC camera and simply watch your own mind in alertness, with patience & calm, surely you will understand its ways.**

*Mind is the greatest trick on earth.* For your own mind don't rely on others knowledge. Does it make sense to ask others when you can watch yourself in the mirror? Others reality and experience cannot become your own no matter how intelligent that other person may seem. *Always, rely on your own understanding, existence and truth for your happiness.*

*Happiness as a choice is only available to human beings in this world no other species has it!*

Don't be fooled by smartness / functioning of mind. Mind based on usage, functions out of either left side (logical) or right side (non-logical). The more logical / calculative a person thinks the more unhappiness / disharmony in life. It's about using minimal of left side and maximal of right side.

Don't be caught in the highlights of the past events of life or future planning all the time. If you are caught watching past match highlights all the time, you cannot watch a live match which is only in the present. Highlights will give you same results no matter how many times you watch it. Mind is always craving for the known. Mind (efficiency) wants same situations but better results whereas heart (grace, creative & adventurous) wants to explore and live new things.

Think of any new adventure? Heart says yes, it wants to try whereas mind says no. Mind says there is a risk, don't do it. *Happiness is always in living with the heart but not blindly. Your intellect, self-reasoning must be ever alert to assess the associated impact, outcomes, risks & decisions objectively.*

Heart has feelings whereas mind has fear. Mind is lifeless whereas heart is alive and kicking every second. When heart stops beating, mind has no existence but when mind stops thinking heart is so much better. Your life feels light and blissful when not thinking. No mind is a rarest of rare experience beyond words and thoughts. Happiness is a heart thing and heart knows only living in now (beats every second).

You either live or think but you cannot do both at the same time. Heart can never beat in the past or future. All heart knows is to beat in the present because present is all what we have. Heart is happiness; happiness is intelligence and intelligence is creative. Thinking after the experience at times helps to feel the difference. Planning is needed for future but

you need to know how much thinking is needed for planning. Happiness and intelligence go together. One begets another. They are complimentary. Thought (mind) and happiness are opposites because thought is always of the past or future whereas happiness can only happen in the present moment.

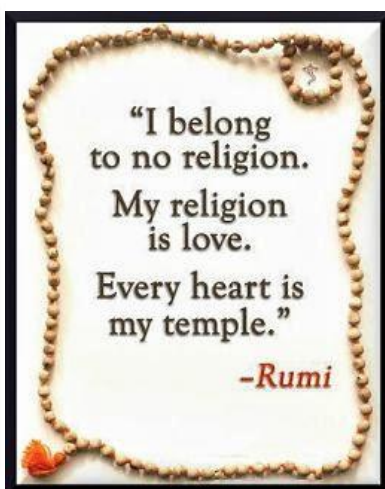
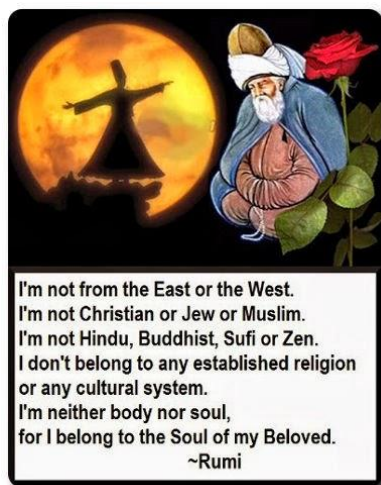
Let's try to enquire why we crave for harmony and happiness? Creation is the most intelligent phenomenon in this world. Analyze Mother Nature and you will be amazed at the perfection of this creation. So much diversity in creation but yet there is harmony and joy. We have to understand that we don't exist; we only coexist. We are part of creation, not separate. In fact, we are creation (air, water, trees) and hence the craving for harmony and happiness. All answers to ones issues and so called problems can be found if one aligns living with the ways of Mother Nature or creation.

The unintelligence and imperfections we see in this world are the result of only one thing, which is human thinking, rest all is perfect. Human being is the most intelligent of all beings yet the thought makes us most stupid. Yes, it is the thinking which makes us both great and stupid. Nothing part of creation is more sophisticated, refined, magical and powerful than a human being.

***Simply watch and understand "Mother Nature" without judgment*** and you can find answers to all your issues. Mother Nature is the greatest of all teachers in this world. All unhappiness in life is due to our own thought cultivation. The only way to change this is through de-cultivation of negative thoughts by our own efforts & actions through watchfulness.

***The greatest blessing to human beings in this world is the freedom of thought and no thought.***

Creation As-Is is a delight and joy in itself. The fact remains that we have a choice when it comes to thoughts no matter what happens outside of us. Watch the way you think for your thinking to change as your world is in your thought. Think less, live more. Is happiness in the belief systems, thoughts or external things? Why things or actions (food, swim etc.) which give happiness at times cannot give at other times? Is happiness in experience itself? Watch and think!! Is it in the inner state of joy & comfort in the middle of every action (eating, drinking, walking, talking, work, workout, sleeping etc.) and no-action? Where the heart goes; body, mind, happiness & energy flows.



**\*The above versus of the famous Sufi poet Jalaluddin Rumi sum it all. (Ref - <http://sologak1.blogspot.in/>)**

When false identification and attachments in one's mind with sect, creed, caste, money, power, position, religion, nativity, beliefs and ideologies etc. are dropped; heart takes center stage and drives our life. Follow your heart always with checks & balances from mind but never follow mind with or

without checks from the heart. Though it's hard to explain, *happiness is not in the act or things or relationships per se but in the quality of our experience whatever maybe the act, relationship, situation, position, path or material thing.*

**Food for thought, on a lighter note >>** the two greatest mysteries of life are birth and death. Success of a movie no matter how good the beginning or the middle is; is also dependent on the end. You will never be happy with the best of a meal if the last bite you take is sour. Every end has its own significance. An end which is an equally fulfilling experience as life, a rich death which is happy, painless, disease & fear free!!

When you live each moment happily in the present you will not fear for death because life and death are inseparable, both are happening together, one after the other in the present. Physically, breathing keeps us alive and the process of breathing is twofold (breathe in - living, breathe out - death). Forms and shapes (human, animal, trees etc.) change but life goes on. Death is an unavoidable event to be witnessed by every person. The born cannot experience the beginning or birth but has to witness and experience one's own end. The quality of end has to be a true testimony of the quality of life a person has lived.

*In life, everything good comes with a price be it a good living or the end, we need to earn it. Most people do anything and everything for a happy living but mostly nothing for a happy ending. If you spend 95% of your time, effort and resources for a happy living, should you not spend at least 5% of your time, effort and resources for a happy ending? **The choice is yours!!***

***The highest being is the happiest and harmonious in just about everything though not always!***



## 9. Positive and Healthy

Successful people always have a positive outlook on life no matter what situations they get into. It's all about looking at what can be done with what we have instead of what can't be done. Positivity in mind generates positive energy overall and opens doors to unthinkable opportunities. Positivity is about how to make things happen instead of waiting for things to happen. *Positivity is absence of doubt & distrust within!*

*We can either live or complaint!!* Focus all your energies on doing the right things and not worry much about the outcomes (future). Always link your mind and heart to giving your best no matter what you do and not to what others think. It's all about how we cultivate our self. The quality of the fruit is only as good as the quality of the cultivation.



If something is worth doing, it's worth giving everything. In any and every situation, always give your best and keep moving forward because that is the best one can ever do. As long as one is learning the lessons and taking all the positives from the actions, situations, incidents and outcomes, one is on the path of growth and wellness. True leaders learn to enjoy the journey irrespective of what challenges life throws at them.

*Being positive, happy, harmonious and healthy is not everything but fundamental to everything we do in life.*

One must understand that we can never control 100% of what happens outside of us, but we can always control 100% of what happens inside of us. Life is all about give and take. It's the law of nature, "As we sow, so we reap". Sow positivity in your mind and reap positivity in your life. Only unwanted things, disease and ill health come for free.

As we think, we acquire things & habits. Easiest way to test this is to stop exercise, stop eating good food, stop learning, stop working, stop taking bath, stop cleaning your mind, stop taking care of yourself, very soon you will be converted to a useless, unhappy, stinking and unhealthy being (100% guaranteed results). Bad comes to you for free whereas you need to go to good. You always pay a price for good to happen. We go to School; the School doesn't come to us.

It's no different when it comes to your physical health. Good health doesn't come for free. You need to earn good health. You need to respect your body for the body to reciprocate. Give respect and take respect. For physical health, we must exercise; spend time and efforts to stay healthy. When it comes to mental health, we must learn to be happy by choice. If a person cannot to be happy or healthy in life, he or she can never be successful.

We don't really think about breathing, we just do it all the time. Similarly one should make positive living and exercise a way of life not something one should try to do. Life without positivity and happiness is like an empty vessel. An empty vessel cannot fill another. Only that which has something can fill another. We can only give what we have not what we don't. One must understand the natural link between health, positivity and happiness. All three co-exist but never alone.

***Being happy, healthy, harmonious & positive should become a way of life like breathing.***

Never think of life as a problem to be solved. Once such a mindset is cultivated your whole life will pass in trying to solve one problem after another. Remember, a wrong step can never lead you to right. Live life in the present as a mystery to be unveiled at every stage. Live and enjoy life as a journey for evolution and celebration with all its colors in totality.

**Edson Arantes do Nascimento known as Pele – Considered as one of the all-time greats in soccer.**



**Pele** was born to a poor family. His family was so poor that early on in his childhood he could not even afford a football.

At times, he worked at tea stores to make extra money. At the age of 17 he made his first world cup appearance for Brazil and rest all as we know after that is history. He was declared as **“National Treasure”** by the Brazilian president subsequently. Winners live & cherish life, rest complaint!!

He was voted as the **player of the century along with Diego Maradona, Athlete of the century** by IOC & was also named in TIME list of the **100 most influential** people of the 20<sup>th</sup> century amongst many other awards & recognitions. Pele from hardships of poverty achieved pinnacles of glory through positivity, self-belief & good health. **Only a positive “self” inside gives one the strength to overcome the challenges and adversities of life.**

*Quality in thoughts and actions is quality in life.*

## 10. Listener and Learner

Unless we learn to listen; we can never learn. Listening and learning go hand in hand. *Only empty can be filled, when you start with "I don't know", listening & learning is possible.* The more one learns to listen, the more one learns. Remember, the world always works in give and take mode. Hence unless you learn to listen to others, nobody will listen to you. Learning is not just from others or outside entities but the biggest learning happens when one looks inside & listens. Knowing and understanding "Self" is the greatest learning. All knowledge can be mined inside of you, if only you can turn the tables on to yourself. Listening is an art. For knowing self, quiet and empty mind which doesn't interfere while listening is the key.

Sustaining success and leadership is not just about people following, power and fame, it's about listening without thinking (hearing). *Listening is sound, hearing is content / message.* Unless you are willing to listen patiently without prejudice and discrimination, people will not open up before you. Openness & acceptance is the key to building trust. *No trust, no leadership.* Learning is a journey. Learn not just from one's own experiences but also other entities. All learning, begins & ends with listening. For a person who has learnt to listen, no teacher is needed, everything becomes a teacher. *The greater the success & leader, the greater is the appetite for listening, learning and reading.* Learning means flowing and growing. A flowing river is always fresh and lively. Stagnant water can never be fresh on its own. Understand that everything in this world is a process, a cycle, a flow, be it learning, happiness, success or leadership.

*Patience is a pre-requisite to listening and listening is a prerequisite to learning.*

If you look at Mother Nature, the process is simple – Begin (create), continue (sustain), End (dismantle). It doesn't matter from where you look at this process. If you start from "End", it will be followed by a "Begin" and if start from "Begin" it will be followed by an "End". The law is a cycle; Cause followed by Effect or Effect followed by Cause i.e. Day after Night or Night after Day, Breathe in – Breathe out.

Try and understand the process of learning – Listening / Observation / Experience leads to > Learning. You can either start from the cause i.e. "Listening", "Observation", "Experience" and reach effect i.e. "Learning" or create the effect i.e. Intent to learn inside, then cause will happen. Do not wait for opportunities to come your way to learn. You cannot create the cause on your own but you can always create the effect and with effect cause will follow. Effect (fire for listening & learning) can be created inside you whereas cause (teacher, situation, incidents, information etc.) is outside of you. *If you create the fire / passion for continuous learning inside then everything (every situation, incident, person, experience, element of creation) will become a tool for hearing, observation, experience and learning.* Remember all learning has a life span (start & end) hence continuous learning is the key for success. Listening is one step deeper than hearing!

True learning happens through listening, openness, inquiry, observation, experience and reasoning and finally culminates in understanding. Mere information gathering is not learning. Putting that information to practice, exercise, self-reasoning and experience converts it into understanding and awareness. *\*Listening, watchfulness and openness to newness are the most defining qualities of sustaining success.*

*Nothing comes for free, everything must be earned!*

*The one who realizes that books /gyan /guru  
is the 4<sup>th</sup> necessity after food, clothing &  
shelter is well & truly on the path of  
growth...*

# 11. Guru or Teacher

Guru is a Sanskrit word and is formed by the syllables “GU” and “RU”. GU indicates darkness, and RU indicates destruction, guru means "dispeller of darkness". *Without guru's, our lives will be filled with darkness even in the brightest of sun.* Those who do not understand the importance of education / books can never become successful in life. Always have the greatest of gratitude and respect for parents, teachers, mentors & books.

*Reading books & self is the pathway to growth!!*



*Creator cannot teach everyone everything hence he created gurus.*

Candle, electric bulb, moon etc. are sources of light outside in the dark while sun in the day but education / knowledge alone in this world has the power to give you inner light all thru your life i.e. 24/7\*365 days, nothing else.

*All successful people & leaders in the world are readers.*

## 12. Temptations

A person who has not learned to resist temptations can never become successful. Not just the ability to resist temptations till one becomes successful but also guarding self from temptations all along is very important to stay successful and happy in the long run. Staying successful is much tougher than becoming successful on occasions.

Temptations are the nature's means of disciplining the leader. Temptations and tough times are life's exams which every person has to take. Temptations are the attractions and distractions which try to drag one down from the path of growth and success. The more the success, the greater are the temptations on the path. One needs to be aware & alert all the time to deal with temptations else it's not possible to stay successful. It's the ability to stay course during the journey ensures longevity of success.

**- Tough times, Obstacles, Opportunities:** A leader is someone who never gives-up on tough times & obstacles; is the one who doesn't give-in to temptations, at the same time, has the courage to face challenges head-on, accepts & learns from mistakes and is always willing to do the course corrections. Tough times and obstacles are life's exams and they only happen to strengthen you. Nobody is an exception to this and there is no discrimination either, be it the king or the pauper, everyone has to take these exams. The determining factor is the ability to endure tough times with poise and cheer. A balloon flies or goes up with the help of air inside not the outside, in fact outside doesn't really matter.

***"Mother Nature" never errs, we all get what we deserve not what we desire; always focus on deserving aspect!***



A king may become a pauper and the pauper the king depending on the inner strength but the exams called tough times will continue to happen all through life. Whether one accepts it or not they are the mechanisms to make you stronger and better. All successful people understand the importance of utilizing the opportunities that come their way.

They are always alert & ready to grab the opportunities that come hidden in the form of tough situations & obstacles. Where the rest see challenges and difficulties, the successful people see opportunities & growth. \*One of the biggest differences between leaders and others is the ability to spot & utilize the opportunities that come their way in the form of obstacles or otherwise. Being open to new things is the key. Underscore - suffering, obstacles and unknowns in life bring the greatest opportunities for self-advancement.

A diamond is tough for the reason that it has learnt to resist tremendous pressure, hundreds of meters below earth's crust with a smile (shines always even in the greatest of darkness, **a light unto itself**) and that's why it's precious. It takes a long time for a diamond to form because toughness (**strength from within**) doesn't happen overnight. A stone which has not learnt to take stress can be easily crumbled whereas a gemstone which has learnt to sustain tough conditions and pressure cannot be crumbled so easily. Only a diamond can cut another unlike a stone on the surface of earth which can be easily crushed by standing on it or with a hammer. It's the person who learns to endure tough times with enthusiasm and cheerfulness (like playing one's favorite sport) sustains success. A mind with negativity can never be home to success. Tough times, pain, suffering is nature's way of strengthening us hence be thankful to creator for that.

*It's the ability of the person not to be impacted by negativity around like how a lotus leaf is untouched by the water around where it grows or how sandalwood tree don't lose their fragrance even if it's frequented by snakes makes them stand apart. A sandalwood tree gives its fragrance even to the axe that cuts. That is how intact the fragrance of positivity is in the everlasting leader! \*Remember, what we give is what we get.*

*You cannot control 100% of what happens outside of you but you can always chose 100% of what happens inside of you.*

### **Dr. B. R. Ambedkar (Architect of Indian Constitution)**



**Dr. Bhimrao Ramji Ambedkar** popularly known as “Babasaheb” was independent India's first law minister, noted economist and is regarded as father of Indian Constitution. Dr. Ambedkar faced a lot of obstacles in his life. As a child, he was also a victim of untouchability.

He along with others students from lower castes were not allowed to sit inside the class rooms along with higher castes. The students from lower castes were forced to sit outside the class room. Even if they needed to drink water, the school peon would have to pour that water. They were not allowed to drink water on their own. If the peon was not available at school then he had to live without water for that day, "No peon, No Water".

**He was a man of great inner strength, learning, positivity and toughness, who sustained the test of time.**

He did not let the negativity around impact him at the same used obstacles as an opportunity for betterment. All great leaders understand that suffering, tough times, pain etc. are “Mother Nature’s” resources for teaching and strengthening us. The greater the suffering and pain, the greater is the scope for learning hence always be thankful to creator for those opportunities and experiences. Success is in living every situation wholeheartedly without negativity!

*What differentiates an ordinary with an extra-ordinary leader is their ability to use suffering, pain, challenges & tough times as a ladder for growth.* Real growth is when we flow in balance in all seasons & weathers accepting all events & things with openness & gratitude. It’s Dr. Ambedkar’s ability to learn and use those extra ordinary situations and experiences early on in his life as a means for his growth & strengthening made him a leader of such a high stature. It’s his ability to keep the light of positivity “ON” all the time helped him burn all the negativity which came his way.

The greatest skill a person can ever acquire & possess in life is the ability to live in happiness & harmony for that is the only light (positivity). *No two things in life, it's either the light or darkness inside which drives us.* He was a symbol of hope, endurance and social justice. He has saved millions of people from discrimination and untouchability. He is one of the greatest leaders India has ever produced. His vision and work continues to empower & inspire millions of people more so the marginalized and underprivileged section, even today.

*Successful is the person who has no time, place or energy for negativity.*

## **Food for Understanding**

- What is the importance of direction & purpose in life i.e. significance of a GOAL in one's life?
  - Life is a journey, so is success. A life without direction and purpose is a life without any meaning.
  - Unless you set direction and GOAL's, you cannot achieve anything in life. We all get what we deserve not what we desire.
- What are the two most important questions in everyone's life?
  - Where one wants to go and why?
  - Purpose of life i.e. why you want to become what you want to become?
- What should you consider when you set the direction and purpose for your life?
  - You must know your inherent interests, priorities and likes in life
  - Listen to everyone but always chose the field or area of your prime interest which you love the most
  - Use your heart when you decide what you want to do & why? And the mind for how aspect!
- Importance of staying positive, happy & healthy?
  - Being healthy, happy & positive is not everything but fundamental to everything we do in life
  - If you cannot learn to be happy in life, you can never be healthy and successful.
  - Similarly, if you cannot be healthy, you can never be happy and successful. **Worry ends, success begins!**
- Why is listening so important?
  - Patience is a pre-requisite to listening and listening with calm mind is a pre-requisite to learning

- Unless you learn to listen, you cannot learn
- Learning is a conscious and continuous process
- Why do we need Guru's / teachers?
  - Knowledge alone in this world has the power to light your way all thru life
  - Only guru's / teachers can lead a person to that light called understanding / education
- What is the role of temptations, tough times & the ability for course correction in happiness, success & leadership?
  - Temptations & tough times are exams which every human being has to face in life without any exceptions
  - A person who doesn't give-in to temptations, never gives-up on tough times at the same time has the courage to accept mistakes, learn from it and willing to do a course correction is a true leader.
  - One must learn to embrace tough times and understand temptations to become successful in life.
  - Gyan / Vidya (real knowledge) is very subtle (thinner than water) hence can only be received thru openness, alertness, sensitivity & gratitude.
  - *Greatest learning is to know what is unlearning, what & why to unlearn, what to learn and how to learn!*
  - Success & leadership is a selfie, a personal experience for everyone and cannot be borrowed from others.
  - Greatest learning happens in stillness of mind.
  - *Greatest knowing is to know what we don't know!!*
  - A diamond is tough because it has learnt to resist tremendous pressure & temperature hundreds of meters below earth's crust with a smile (shines always) and that is why it is precious

*Understanding is the magic light that can dispel the darkness within...*

*Science & technology give power to human  
while education gives wisdom to use things  
beneficially hence power without wisdom is  
dangerous like a missile without any  
guiding system...*

## 13. Antivirus for the Infinite Mind

– **Mind:** What is mind and how does it work?

To simplify, Mind is a tool which generates thoughts and acts as a bridge between various sense organs which connect the body & “Self”. Mind is also a device or a process which records and stores information about all the responses, memories, events, experiences, actions, reactions of the sense organs and the associated emotions. All thoughts occurring in mind have a life span of a few seconds or minutes if not prolonged. Thoughts are like the seeds of tress sown in the ground, or sparks of fire. Unless the seed is given water to become a plant or spark the oxygen it dies naturally.

The mind in itself has no beginning or end like a sky mirror but it’s in the very nature of the thought to die on its own unless there is interference from “self”. Mind is like a chain of thoughts (series of clouds, layers of smoke etc.). Unless one holds on to a thought and continues further thinking, the thought itself cannot survive on its own. To begin with, mind as such does not differentiate between negative or positive thoughts similar to how air, water, trees treat all human beings and animals. In one aspect, mind works very similar to the computers i.e. garbage in garbage out.

Mind simply propagates anything and everything one feeds it directly or otherwise through sense organs, without differentiating. It is we who introduce the judgment mechanism in the mind, the good and bad, right and wrong in the form of intellect / reason. Mind in itself is an amazing experience, a phenomenon & mystery beyond words.

*No things in life, either we drive out mental virus or let  
mental virus drive our life.*

If you were to understand mind you should understand thought. Remember, though mind doesn't, **a thought has both a beginning and an end**. Only in stillness of watching mind in great admiration can one know and understand the ways of mind. As long as you indulge in words and thinking you cannot comprehend the beauty & potential of the mind.

*Mind is the only mirror in the world which shows you everything you are, both inward and outward.*

If without mind life becomes impossible is true, then it's equally true that with excess, it becomes miserable. Having said make no mistake, mind is an absolute necessity for living. It's a miracle beyond expression. It's the effective and optimal usage of mind that determines the quality of living.

**- Mental virus:** What is mental virus and how do we protect our mind from various viruses?

All negative thoughts present, entering or getting generated in the mind are mental virus. Even the seeding of one negative thought can potentially destroy our life for good. A bad thought is like a seed which can grow into a tree and before we even start realizing, we will be in the middle of eating the bad fruits, which gets into our blood, corrupting the whole human decision system. It's in the very nature of creation that all things in this world start acquiring dirt over a period of time if not cleansed and properly used on a regular basis.

The home needs regular cleaning, the human body, cars need regular wash & proper usage and trees if not cleaned by rains will also look dusty and dirty. *It's a fact of life that unless a regular cleaning mechanism is employed, anything and everything in this world acquires dirt.*



Majority of people in the world seem to understand that for all the things except the mind. It's important to understand that mind also on its own acquires dirt or virus. Unlike human body, cars and home etc. most people don't even think or feel the need to cleanse one's mind because they don't even realize that mind also acquires dirt like any other thing in the world. We eat good and fresh food every day but a part of that intake gets converted into unwanted. Body has the intelligence in-built to get the shit out.

*Understanding mind is the basis for winning in life.*

*\*The key difference between the mind and body is that the mind on its own does not differentiate between the wanted and unwanted; there is no signaling mechanism in mind whereas the human body has an inbuilt mechanism to get the waste out through its signaling function. All nature's calls are preceded by a signal when the time is ripe.*

Remember, the basic nature of mind is to create need & greed. The mental virus could come from any quarters i.e. people known or unknown, events at home or streets, TV, posters, news, commercials etc. for various known and unknown reasons. It's not from where it comes but how we deal with it that matters! Learning to ignore trash in mind is the key.

**Examples of mental virus are >>** Wrong motives, Fear, Confusion, Indecision, Panic, Laziness, Anger, Ego, Unhappiness, Procrastination, Indiscipline, Temptations, Bias, Shortcuts, Greed, Over attachment, Impatience, Grudge, Anguish, Anxiety etc. Letting go such thoughts is mind cleaning.

*All negative thoughts are mental viruses which can potentially destroy your life.*

*It's not the situation, people, body, mind,  
energy, money, power or things, the only  
issue is not knowing how the mind  
works and how to use it!*

### – Building antivirus for mind:

In simple terms, antivirus is an act of washing one's own mind on a real time basis to rid mind of acquired dust and junk. This is similar to taking bath, washing clothes, cleaning home, washing cars etc. *Fundamental to building effective antivirus is to know and acknowledge the fact that there is virus in our minds else all efforts in this direction will become useless.* \*Inaction is the biggest virus a person can cultivate!

**Mind** as such does not differentiate between negative or positive thoughts similar to how air, water, trees treat all human beings and animals. Air, water & trees treat a human being, animals and rest all alike without any difference. Mind generates and stores thoughts like a machine so long as it gets the feed from sense organs. The discriminating intelligence to identify good and unwanted is not inbuilt in the mind originally. That intelligence mechanism needs to be developed in the mind unlike the body where the intelligence is already present. Unlike computers, we cannot buy antivirus for our mind. We all need to develop our own antivirus which is strong and ever alert 24/7. So this brings us to the question, what is antivirus for the mind and how does one build it?

*Antivirus is a protective / cleaning mechanism which identifies, prevents / removes negative thoughts from our mind on a real time basis i.e. as and when negative occurs. To simplify, Antivirus is the discriminating intelligence of the "Self" which*

- Differentiates between positive and negative thoughts
- Eliminates the negative thoughts leading to cultivation of positive thoughts and calm in the mind

How do we build it? The first and last step is to understand the mind. Watching mind leads to understanding. We must

become an observer of our own thought constructs, watch and watch mind, understanding will happen on how the thought process works. What and how a *person thinks is the only variable in this world, rest all is a constant.*

Everything else, part of this creation other than a person's thinking remains a constant all through. Air, water, lakes, seas, animals, human body, mountains, a carrot, banana, apple, vegetables, seasons remain the same all over the world. Take example of human body, the eyes of any person in the world can only see, the ears can only hear, the mind, heart, liver, blood, bones etc. work alike.

Skin deep, parts of human beings perform the same functions irrespective of where they live and what they do. Yes, only thinking varies. Your "self" must be ever alert with your thoughts because mind is the most powerful and smartest of all the creations in this world. The "self" gets easily fooled by mind's cleverness / rationalization and the irony is we don't even tend to realize that most of the time. Let's take a look at how to build antivirus for the mind.

**Steps for building antivirus for the mind (no order is being prescribed here, chose your own that fits you best)**

- Keep an eye on your thoughts and become a watcher to everything that happens in your mind i.e. be aware and alert of your thoughts 24/7
- Constant watch on thoughts without indulgence slows down thinking, less thoughts more happiness!!
- Whenever negative thoughts occur in your mind, identify them and see thru

*No virus (ego), no problem!!*

- Watch those negative thoughts in mind as one looks at the traffic on the highway as a passerby without any interactions. *\*If someone said something unwanted to us, we don't have to act / react unnecessarily. We don't have to live like switches or machines which anybody can turn on / off at will, knowingly or otherwise.*
- The traffic on the highway never stops for long similarly, all thoughts happen and disappear over a few seconds or minutes unless we hold onto them and extend them by thinking further
- Thoughts are like the seeds of fruits sown in the ground. Unless the seed is given water & nourishment to become a plant it dies on its own
- If you give a seed water and sunlight, the seed grows into a plant and tree, similarly thought gains strength with further thinking by holding on to it and replaying.
- Every time you think again about the negative thought post occurrence, it's like you are giving water and nourishment for the negative seed to become a plant / tree.
- That tree will give fruits in the form of negative emotions; feelings which we are made to eat as long as the tree with negative seeds exists in the mind.
- Every negative thought is like the weed in the garden which grows faster in no time. If you do not get rid of the weed in the lawn regularly you will be left with only weed and no garden. That is the character of weed or negative thoughts. Virus multiplies very fast if not checked and removed.
- All the nourishment provided to the garden (Mind & Intellect) will be consumed by the weed (negative

thoughts / virus) and very soon the weed (mental virus) will consume the garden (Mind and Intellect) and will start driving your life.

- Understand the difference between generation of thoughts and the discriminating intelligence though they both exist in the mind.
- The stronger the discriminating intelligence, the better is the control on proliferation of negative thoughts.
- Positive thoughts are like trees of fruits and flowers which make our mind a garden of peace and happiness.
- Generation of thoughts (positive and negative) happens for various reasons. You may not control the generation of negative thoughts completely but can always halt the proliferation and subsequent actions you take.
- On positive thoughts, think more, the more you cultivate the positive thoughts the better it is.
- Cultivate thoughts of right motives, courage, honesty, integrity, good behavior, tolerance, heartwork, creative thinking, focus, concentration, discipline, team work etc.

*At a given point in time mind can hold only one thought. Human mind cannot hold two thoughts at the same second. One cannot experience sadness and happiness at the same moment. Understanding mind is fundamental to winning.*

If one second your mind generates a pleasant thought which results in making you happy the next second another thought generating due a sad news, a bad event occurring could lead to grief but both emotions or thoughts cannot happen at the same time. *That is how the mind works!*

Get into the practice of saying to yourself “**no virus please**” when negative thoughts happen in the mind, detect mental virus at the entrance and watch them die naturally by not

further holding on to them. Watch and see-off mental virus like inconsequential TV ads, vehicles at traffic signal, traffic on the road without any engagement, like a passersby with whom you don't know or like a phone call you don't want to answer, let it ring and become silent on its own. The mind phone keeps calling you. The phone (thoughts) can ring but cannot force you to answer. *Do not answer unwanted calls.*

Mind never becomes calm in thinking. Calmness of mind is the key to learning. *Understand that mental virus which is also part of mind in the form of thoughts has this amazing tendency to convince self of its validity & need.* It is about "self" isolating itself from the other unwanted self. Only true understanding which comes from watching mind through personal experiences can help one shield self from tricks of mind, rest all is imagination, words & information.

*Remember, negative thoughts (mental virus) cannot hold on to you, it's you who holds onto them. Dropping such thoughts is always a choice for you. Unwanted thoughts get dropped only in the present on its own when you watch mind in calmness or by means of positive actions.*

On the other hand, if for some reason a negative thought has already entered and is bothering you continuously, the only other way to deal with it is to replace the negative thought with a happy thought, a positive thought. When people pass demotivating comments at you; your antivirus must be alert to detect and block them right there at the entrance of your mind. Don't accept anything which is undesirable. Make not accepting unnecessary and junk gifts from situations and people a way of life.

*The key is to be watchful of your thoughts, feelings and actions all the time.*

What situations, experience, incidents, people offer is not the key but what you accept and what you don't is the key. Remember, getting angry and losing your balance is also virus (negative) hence a **"No thank you"** must be handy in your mind to such thoughts or emotions.

Just face & watch the virus in stillness. Make it habit to say "no virus please" in the mind. Do not accept unwanted gifts from people or situations. Whatever people may offer, positive or negative is their choice but whatever you accept is always yours. Always remember, thoughts are a choice.

Replacing negative with positive thought is the simple remedy if you fail to detect some virus but a little hard to implement in the beginning. It's more or less same like learning to ride a bicycle. Initial few times it seems so tough to ride the bicycle but eventually with practice you learn. It's the same with blocking and replacing virus (negative thoughts) as well. ***Play it as your favorite sport and enjoy because that is the only way you can play it all your life.***

***You can run, but never, from your own mind.***

Remember, it's either you or virus is in control of your life. Without antivirus protection, your life will get corrupt and lose direction and purpose. Building antivirus for mind is like a 24/7 football match, play it like your favorite sport and enjoy; health, happiness and success will follow. Exceptions in the form of virus sneaking in once a while are ok, but that should not become a norm. Your "self" or the discriminating intelligence must always be alert. As soon as such thoughts come to your mind, **kick it or block it.**

***Observation of thoughts leads to quietness and control on mind; control on thoughts is harmony in life.***



Again kicking and blocking is a symbolic gesture. It's about making negative thoughts insignificant in your mind just like many activities happening on the streets, schools, office etc. which don't draw or need your attention.

To do so, you have to understand the process of thinking. You have to understand mind and its functioning. Only when the mind becomes quiet, human intelligence and creativity comes onto the fore. Mental virus will keep coming at you stronger and you got to keep blocking playfully. There are no two things in life, either you control virus or let virus control you. It's a continuous play in your head and you got to play football with those negative thoughts. *Remember, thoughts cannot contain thoughts but positive actions can. Use action!!*



*Mind is the only problem and solution to everything.*

If you miss one of those balls it will be a self-goal for you. Even one negative thought penetrating your antivirus can cause harm to you. It's like one bad fish which can spoil the entire lake. Unless you develop a strong antivirus, you cannot stay successful and happy for long. At times, it is like holding on to one positive thought while ignoring a thousand plus junk in a stream.

**Thoughts which have the seeds of potential virus** >>Thoughts of fear, unhappiness, panic, sorrow, self-doubt, disbelief, frustration, lack of confidence, lack of self-belief, self-esteem & determination, lack of direction and purpose, thoughts of greed, deceit, self-praise, arrogance, ego, I am smart and can get away with wrongs, I'm in good health & it's ok to eat & drink junk a few times etc. contain inherent seeds of virus, so be mindful of such thoughts all the time. The eyes, the blood, the heart, the lungs, the ears, the tongue, the mind of all human beings essentially do the same thing. The cats, the rat, the lion, the fish everywhere in the world remain the same. The air, water, mountains, trees, animals etc. remain the same. The way we use the collective whole i.e. the body, mind, intellect & self is the only difference.

If you go further deep, the only difference is due to quality of thoughts. Quality of the thought defines quality of life. At the lowest level of detail it is the understanding of self (watcher) and mind (watched) that defines the quality of life you lead. When one watches the mind closely only then one understands the difference. Watch the ways of mind, the tricks of mind to understand the nature of mind. Think minimum (reduce thoughts to only the needed) and live maximum. Remember, thoughts can exist only for future or past things. Thoughts cannot exist for the present moment. Present moment can only be lived not thought. Always live

the present moment totally because the rest all is imagination, wishful thoughts of future or of past memories. It's not the quantity of thinking but the quality that makes the difference. Remember, every needless thought is robbing you of your life & energy.

### **What can help in building a strong antivirus!**

\*Readers should adopt their own paths for building Antivirus, make choices based on what makes sense experientially with reason and not blindly accept others.

- Sitting and watching your mind in silence for 15 minutes every morning after your getup and every night before going to bed.
  - Being watchful of all your thoughts, feelings and actions.
  - Do not try to understand the mind, in trying the mind is still in play hence you cannot understand. Understanding will happen on its own only in observing the mind in calmness. For rest all, be it Technology, Science, Professional Skills, Language etc., you need to try to understand but for mind it's the opposite. It's the un-trying which works in the context of mind.
  - Whatever you eat, part of it will always get converted into waste. No matter how well you cultivate your mind, negativity will emerge in the mind from time to time. One needs to watch and clean the mind, regularly.
  - Remember, no matter what happens outside or inside of our mind, we always have a choice on actions (knowing on what to act, how to act, whether to act or not is the key).
- \*Knowing our weakness is our biggest strength whereas not knowing our strength is our biggest weakness.**

*Even for the greatest leaders, just a few seconds is enough for the fall from glory to gutter!*

- *Negativity will continue to happen in the mind. It's not about negativity per se; it's all about not getting impacted by it just like the human body where it's continuously segregating the waste from the needed and showing the exit on a regular basis.*
- Discovery and remembrance of "Self" leads to clarity of thought. It's never the quantity of thoughts; what matters is the quality of thoughts & silence of mind.
- Cultivate positive and eliminate negative thoughts. Learn to be consciously positive and happy by looking at what you have rather than what you don't.
- Judge yourself always and others when must. When you can chose to be unhappy by looking at what you don't have then you can also chose to be happy by looking at what you have.
- Remember, you have the greatest treasure in this world called "life". Understanding the forgetful nature of mind, continuously remember that "Life is the most precious and beautiful thing ever happened to you in this world".
- *Extremism in thoughts & beliefs is the source of all mental virus & disaster in the world whereas moderation, self-reasoning & self-awareness is the cause of its elimination!*
- The quality of input and processing determines the quality of the output. Try to think for a few minutes with eyes wide open looking at "self" in front of the mirror.
- The thinker becomes the thought, the analyzer becomes analyzed, the observer becomes the observed and the watcher becomes watched.

*If we can't find an outlet for the mental virus, nobody else can!*

Most of the time, our state of mind is like keeping the lights on during the daytime. It only results in wastage of energy. Similarly, usage of power in the form of electric bulb has great significance after the sunset. Mind is like energy, power or electricity when used effectively and efficiently has great value. Use mind only where required else it drains your creative energy. ***Watching mind leads to dropping of mental virus. In the stillness of mind, is hid, the greatest wisdom!***

\*Health & happiness is normal; reasons & causes exist for unhappiness & disease only. Antivirus is the mechanism to remove all the dust, filters, veils the "I" has accumulated in mind in the form of info, beliefs, and false knowledge over the years from eyes, ears, nose, touch, sense organs & other minds etc. Everyone knows when to keep the lights on but not many know when and how to turn it off, in the mind's context. Do not keep the lights "ON" when not required (during day time) meaning don't use mind when not needed. Most of us don't even realize that the lights are on (18 out 24 hrs.) since we are lost so much in the world of thoughts and imagination. If not alert, mental chatter goes on endlessly consuming us.

For an effective antivirus, be watchful of your "Self" and mind's rationalization & justification, at all times. Justification is not intelligence, understanding is. Persevere in watchfulness (same alertness one shows while crossing a busy road where there is no Zebra crossing / signals) of thoughts, clarity & understanding will happen else the flow with confusion & justification will continue. **To summarize >> Rest in watchfulness & flow with heart (gratitude).**

***Antivirus for mind is not the best way but the only way to lasting success & leadership.***

**Example: Buddha – The greatest explorer and researcher of human mind.**



**Gautama Buddha** is considered as one of the most intelligent persons ever lived in the history of mankind post Vedic era. Being born into a princely family, he quit all luxuries to find the root cause of human misery. *Measure of a person – more ego, less evolved; less ego, more evolved; no ego, a Buddha!!*

Buddha is famous for his research and findings about matter, mind and self. His findings continue to positively influence and show the way to millions around the world every day. In modern day civilization, he is widely perceived as the man who cracked mystery behind body, mind and intellect and beyond.

He epitomizes infinite success and joy. Mankind will always be grateful to Buddha for his teachings on mind management and self-realization. *He is the greatest example of everlasting leadership.*

*“Mind is the root cause and solution to all problems -Buddha”*

### **Food for Understanding!**

- What is mind? How does it work?
  - Mind is a tool which generates thoughts; it takes the inputs from sense organs and records them. Records all events, incidents and emotions attached to self.
  - Mind as such does not discriminate between positive and negative thoughts
  - Thoughts manifest into emotions and actions

- What is mental virus?
  - All negative thoughts happening in the mind are mental virus and can potentially destroy your life
- Every negative thought is like a seed which can grow into a tree and before you even start realizing you will be in the middle of eating the bad fruits which gets into your blood and whole system.
- The virus could come from any quarters i.e. people known and unknown, events at home, events on the streets, TV commercials, voices from inside, outside for various reasons. It's not from where the virus originates but how we deal with it, is all that matters.
- What is antivirus for mind?
  - Antivirus is discriminating intelligence of the "Self" which differentiates between positive and negative thoughts real time. Understanding "Self /I" is the key.
  - Enables cultivation of positive and elimination of negative thoughts in the mind
- It has to be a conscious and continuous effort to minimize thinking and maximize watchfulness of the mind and self.
- What you can think / create, you can un-create / un-think.
- At any given point in time, mind can hold only one thought. Human mind cannot hold two thoughts in the same second. One cannot experience sadness and happiness at the same moment.
- Quality of the thought defines quality in life. Know that mind is a marathon runner, always chasing one thing after other hence restless all the time. Happiness is in living the act not thinking. Happiness leads to success.
- Our ability to live in the present moment creates success.
- *The one who knows he or she is everything (with the team) and nothing (without the team) is a leader...*

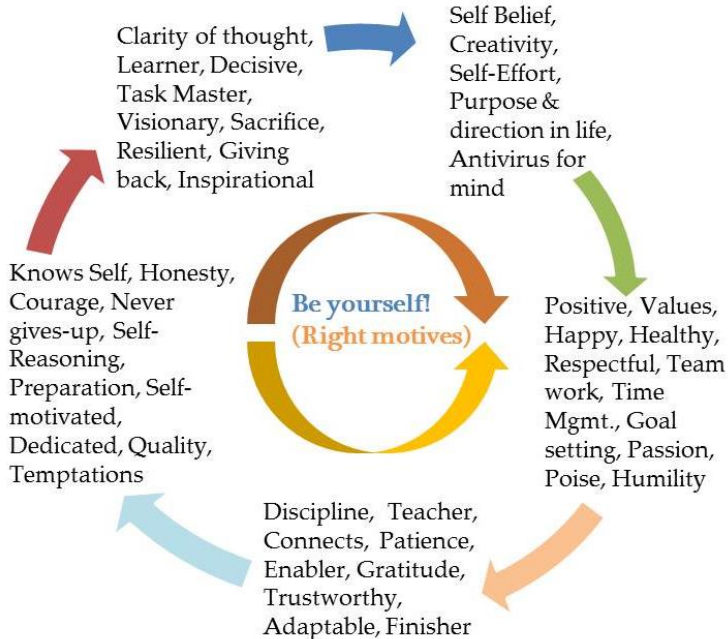




*A person who can be nothing and everything at the same time is a leader therefore leaders must know what they cannot do to understand what they should focus on doing in any situation!*



## 14. Elements of Success and Leadership



*\*The Everlasting Leader is someone who is traversing from the top to bottom with openness in all directions. When at top, should be like "SUN", giving light (clearing darkness) & energy to all without discrimination and interference; when at bottom should be like "SEA" lying low than others and having the depth & vastness to welcome and dissolve all streams (muddy & clean) for the common cause!*

**Respectful, Humility and Values:** Great leaders are known to be very respectful towards others. Unless a person learns how to behave well and act respectfully, he or she will never become successful. Even if a disrespectful person becomes successful as an exception, he or she may not stay successful for long unless the person learns to behave. Always remember that the world works in give and take mode. No

matter how talented a person is, if that person doesn't have a strong value system, he or she cannot remain successful for long. Bear in mind what we think is a variable and hence changes with a change in thought process or mindset but the constant called life in all of us never changes.

Remember, you can discount people's thoughts and mindset but you must always learn to respect the constant called life energy. Give respect and take respect. Not just what you win but how you win is equally important. Winning with honesty and humility is the hall mark of great leaders.

### **Ratan Tata – One of the most respected business leaders in India.**



**Ratan Naval Tata** is one of India's most respected business leaders. Started his career from the shop floor of Tata Steel, went on to become the chairman of Tata Group. He was the driving force in the development of Tata Nano, hailed as the world's inexpensive passenger car.

Under his leadership, Tata group acquired Tetley, Jaguar Land Rover and Corus which made Tata truly global with 65% revenues coming from abroad. Ratan Tata is a man of great respect, responsibility, values, integrity, inclusiveness and humility. Humility comes from knowing our own self!

*The greater the humility, the greater is the trust and respect for the leader.*

If you do not learn to respect people for what they are, people will never respect you for what you are. The deeper the roots go down the higher the shoot (tree) goes above the ground. Leader is the person who understands that people don't like to be managed by others and that includes him or herself. Maybe cattle & sheep can be managed with happiness but not humans. All management is through power hence breeds misery. Whether a person can realize it or not all the time, but every person feels at occasions that there is an unconquerable spirit, power hidden somewhere inside which resists control. It is not the exclusive, elitist nature or behavior of the leader that connects people but the inclusiveness. *It's the leader's inclusiveness which makes them exclusive not the other way round.* People can be led happily but not managed. Energy cannot be controlled; it can only be guided or channelized.

After all freedom is the greatest gift to human beings by the creator. Even kids don't like the parents to manage them. It's the ability of the person to show the way and make others a part of their agenda, process, system, values & journey with humility defines a true leader. Leadership happens only with self-consent of others where they see inclusiveness at the core of the person.

As a leader, you don't have to like or dislike people for what they do but it's necessary to make people feel the oneness in journey you are making together. Oneness stems from the ability of the person to embrace diversity, differences as a part of self-existence like Mother Nature. With leadership comes great responsibility and power hence the stronger the self-connect, the value system, respect & inclusiveness in a person, the greater is the ability of a leader to stay grounded and humble. Remembering all our food (energy) is a gift from creation keeps us humble always. Though it's tough to

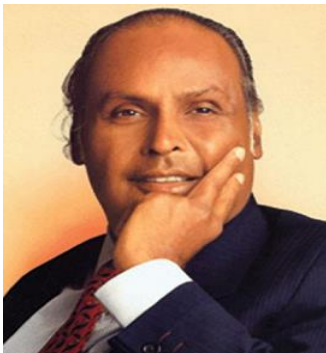
become a leader it's far more difficult to sustain leadership because of the ever-changing expectations of people. Funniest part is that expectations only go one way and that is up!!

*Learn to respect & accept people for what they are if you want people to respect you for what you are.*

**- Self-Effort, Think Big, Dream Big, Persistence and**

**Focus:** There is no substitute for self-effort. Take example of any successful person, they all are energetic and action oriented people. No matter how smart one is, no matter how creative one is, it must be complemented with self-effort to be successful. No matter how many times you sharpen the axe, you still need to cut the wood to have it.

**Dhiru Bhai Ambani – A story of rags to riches, a story of dreams, a story of indomitable human spirit.**



**Dhirajlal Hirachand Ambani** popularly known as Dhirubhai Ambani was an Indian business tycoon who co-founded Reliance Industries, India's largest private sector companies. **He was a man of vision, focus, self-effort, action and perseverance.**

From a 17 year old boy who worked in a gas station in Yemen, he went to create one of India's largest private sector companies. *Water cuts stone not with strength but persistence & drive within.* Dhirubhai was a man who always **thought and dreamt big.**

According to estimates Reliance group pays almost 5% of India's total central govt. tax revenues. **Dhirubhai** will always be remembered as one of the greatest examples of self-made, "rags to riches" stories in India.

You can substitute one creative idea with another but not heart-work. That said, its Self-Effort (Body + Mind + Emotion +Energy) combined with Self-belief, big thinking, resolve, courage and focus which paves the way to one's dreams. Courage to think and dream big opens up un-chartered paths. Work done with single point focus; wholeheartedly in happiness is more productive than any amount of hard work.

It is not hard work alone but the happiness (heartwork) and fulfillment you derive from work that determines productivity and success. No amount of work seems hard or tough when you do it happily. Success is well articulated by this phrase *"Winners don't quit and Quitters don't win"*. Your smartness, courage and creativity should complement your self-effort, joy & enthusiasm not replace.

**- Clarity of thought and Quality in effort:** Knowing your "Self" will bring about clarity in thought. Clarity in your mind as to what you want to do, why and how is the most defining factor in journey called success. The sooner one knows what they love to do the most in life & why, the higher & faster can be the rate of success. With clarity of thought, it's all about quality in efforts. Quantity without quality is like dead meat. Doesn't matter how many fruits you have if they are not of good quality. Only quality efforts matter. Giving everything one has with 100% focus & involvement is quality effort.

Highly successful people are very clear in their minds from an early age as to what they want and, why. You are the

best judge for yourself since nobody knows you better than yourself. Being connected with “self” and conscious of one’s purpose and direction all the time is the hall mark of successful people. The higher the purpose, the higher the quality of effort, the greater is the success.

### **Dr. Devi Prasad Shetty – Surgeon with a golden heart.**



**Dr. Devi Prasad Shetty** is the founder of Narayana Hrudayalaya. He reformed the process of delivering heart care at affordable prices through innovative techniques. He has performed over 15,000 heart operations.

At Narayana Hrudayalaya, heart surgeries are performed at one-tenth of the cost of surgeries in the developed countries.

He was also instrumental in setting up a micro insurance scheme to increase the healthcare spending power of the rural population.

**Success mantra** – He is a man who knew his priorities and what he wanted to do in life since 5<sup>th</sup> grade in school. Amongst many, clarity of thought guided by passion and a sense of purpose that he was going to become a heart surgeon to serve the needy (“Selfishness for Selflessness”) is the core of his success story. *Quality of thought & purpose determines success not just quality of efforts!*

*Clarity of thought in purpose is quality for life.*



**- Team Work and Collaboration:** Human body is a perfect example of team work. Eyes, nose, ears, heart, lungs, blood, bones, hands, legs, veins etc. they all do distinctly different things but when a person moves they all move like one entity. Human beings are a product of team work by existence.



All successful people understand the importance of team work. It's not about getting ahead; it's about getting ahead, taking everyone along. Success is an orchestra where every instrument has a role to play. Successful people understand that even if they are very good at playing all the instruments, they cannot play them all, at the same time. Success is a synonym for team work. No great work can ever be achieved without team work. ***Realize leader is nothing (without team) and everything (a thread holding team) at the same time!***

Success happens when the efforts of the team are tied to common good with impersonal motives of the leader. It's all about knowing, learning & complementing each other's needs, strengths along the journey as one unit. It's all about connecting each other's diversity and moving together as one unit to fulfill needs and aspirations of people.

***Human beings are a product of team work by existence.***

It's about being just and inclusive in everything you do. Leadership is all about tying people with common purpose and helping them fulfill their needs and aspirations. It's about building the team & tying up the efforts to need & aspirations of the people involved. A team is only as good as the need and purpose which ties them together. *Doing one thing at a time, a team & leader can achieve many things but by focusing on many things at a time nothing can be achieved.* \*Remember, success, leadership is a continuous orchestra not a one-time play. Persistent action whether there is support or not is key!

The biggest motivator for the team is the common need & purpose combined with a trusted (inclusive) and able leader. A leader is only as big as the needs & aspirations of the people he connects.

### **Rajender Singh – Popularly known as “Water Man of India”**



Rajender Singh has won many awards including prestigious *Ramon Magsaysay*, Stockholm Water Prize known as “*Nobel Prize for water*”. Compassion & service to humanity is the mark of his identity.

*It's a classic example of team work & leadership linking efforts to the needs & aspirations of people.* Rajender Singh who runs the NGO TBS (Tarun Bharat Sangh) used to be an Ayurveda doctor before turning into a water conservationist.

*Biggest motivator for success is the tying up of efforts to the common needs and aspirations of the people.*

He has brought back water to 1000+ thirsty villages of Rajasthan, India with construction of JOHADS (rainwater storage tanks), check dams and other ancient Indian water harvesting techniques through community efforts reviving multiple rivers. It's never easy to make diverse communities work together. TBS has helped build over 8,600 johads and other water conservation structures to gather rainwater which helped increase ground water levels, agricultural productivity & green cover.

### **- Task Master, Never Gives-up, Discipline and Goal**

**Setting:** All leaders and successful people are task master themselves. Unless you deliver yourself, you cannot command work from your team. No matter how good the team is, if you don't work or deliver, the team will reflect the same. A leader is as good as his team. Every team is a reflection of the leader's attitude and qualities in one way or the other. *Leaders are not the least working but the longest & hardest working people hence they command respect.*

All successful people are surrounded by task masters. If you don't deliver you are out of the leader's team. Successful people and leaders understand that leading from the front is important to gain team's trust and respect. Success happens when the talk is backed by the walk. Leadership is not established by setting expectations but by setting examples, by being the person you want your team to be. *Leadership is established by actions taken with 100% effort & commitment.*

There is a thin line between the ordinary and extra ordinary. That little extra is when you hold on to your gut when things don't seem like moving forward. Ordinary quit action when things don't move forward in tough times but

the extraordinary keep moving ahead by multiplying actions without giving up. *The secret of success is in multiplying action & not giving up in tough times. Whether its 1% or 99% makes no difference, it is always 100% effort, every time in every act, which makes the difference.* It's the air inside the balloon which takes it up. It is not how many battles one wins or loses outside, but how many one quits inside, defines success. For a leader, winning and losing is only a thing but giving 100% and living the acts totally is everything.

**- Discipline:** If you want to speed away on the roads and be safe at the same time, you got to follow the lane system. No matter how smart and hard you work, it's got to be matched with relative discipline else you will not achieve desired results. To be in good health, you got to have the discipline in food & life style habits. No matter how many hours you spend in the gym / fitness, you still got to eat good food to stay healthy.

Discipline truly means learning; learning through self-observation and experience. Learning through self-understanding is discipline. It is not imposing rules but going to the bottom of things through inquiry. No amount of self-effort can fill the tank if there is a leak. Indiscipline is a leak which can bleed you all your life. You need discipline in thoughts, discipline in actions, discipline in planning and execution, discipline in finance, discipline in communications, intellectual discipline and discipline in behavior amongst all. If you eat junk food all the time & don't rest well, no amount of exercise and fitness will give you good health.

*Self-effort minus happiness and determination is like a flower without fragrance and form.*

**- Goal setting:** Why do we go to a movie or watch news on TV? We watch movies for entertainment; we watch news for information, in the same way, try to think why you are doing what you are doing? Is it just to make a living, earn degree or there is more to it?

Why do you go to school? What are you studying for? Why do you go to work? What is the objective of your work or education? Are you learning things for the heck of it or for your parents or just to get a degree? What is the end goal? Well, whatever the reason, when you have already chosen a direction, a path, focus on learning and understanding the subjects keeping the end goal in mind not just read to get through the exams.

**Kiran Mazumdar Shaw – From Garage to Glory, India’s Biotech Queen is nation’s wealthiest self-made woman.**



Kiran Mazumdar Shaw is the Chairperson & Managing Director of Biocon, India’s largest biotechnology Company.

She is also the 1<sup>st</sup> female chairperson of one of India’s top business schools (IIM, Bangalore). Biocon is focused on delivering affordable innovation in health care industry. Biocon makes low cost drugs for chronic diseases from cancer to diabetes to manufacturing enzymes to many more.

***Woman are natural leaders who are blessed with compassion & tolerance which makes them inclusive!***

She has won many eminent awards in her career including the PADMA SHRI, PADMA BHUSHAN (one of India's highest civilian honors), featured on Forbes' 2014 list of '100 Most Powerful Women, Economic Times placed her at India Inc.'s top 10 most powerful women CEOs for the year 2012.

*She started her business from a garage in Bangalore, has faced many a challenges in her career early on in an area which was entirely a male bastion. She is a person of enormous self-confidence, self-belief and grit. She is a great task master with a never say die attitude, a champion in setting expectations and goals. Determined and disciplined in her pursuit of delivering affordable and quality drugs. Well and truly an inspiration to millions of people in India and elsewhere.*

Remember, achievement of your goal depends on how **strongly you want success** and how many hours of your everyday are you willing to sacrifice for your goal? Time is very critical during student life. When you are spending life of your time on something, make most of it. Enjoy the journey.

*Remember, the goal is also the way, if you don't enjoy the way (what you do), there is no way you can enjoy the goal.*

Get into the practice of setting small goals every now and then. Set a small goal for the day and measure how you did on that at the end of the day. Make goal setting a habit and that habit will set your life. Realize goal setting is both a journey & destination.

*Habit of setting small goals and achieving makes one a task master and strengthens the resolve to achieve bigger ones.*

- **Trust, Honesty and Integrity:** Nobody wants to be friends with or work for people who are not truthful or trustworthy. Have you ever heard anyone say he or she wants to be friends with someone who is not trustworthy? Honesty & trust are two sides of the same coin and one cannot exist without the other. It's not the words but deeds that earn trust. Honesty is one of those rare priceless elements in this world which touches human beings faster than any other emotion. We know it when a person is being honest. As the saying goes "Trust is like a glass built over a long period of time and can be broken in a few seconds". Like all precious things, honesty & trust comes with a heavy price. You can fool some many times, a few sometimes but not all the people all the time.



A leader's greatest strength is the trust in self & others. ***Nothing is as powerful as power of trust. When a leader earns trust of people, people are willing to sacrifice anything. Only power of trust can accomplish extraordinary things.*** Honesty is the gateway for trust. Both honesty & trust are absolute hence NO amount of creativity or smartness can replace them!

***The power of trust & honesty is the most powerful force in enabling leadership potential.***

## Lal Bahadur Shastri (2<sup>nd</sup> Prime Minister of India) – Rich with Honesty.



Lal Bahadur Shastri was the second prime minister of India most famously known for his **honesty, Integrity and humility** throughout his life. First person to be posthumously awarded the “Bharat Ratna” (Highest Civilian Award), and a memorial "Vijay Ghat" was built for him in Delhi.

Although Shastri had been the prime minister and a cabinet minister for many years, it is said he at times did not have money to pay for his electricity bills, when not in office.

All he owned at the end was an old car, which he had bought in instalments from the government and for which he still owed money. He left a rich legacy though was short of money.

*\*The most valuable is the person whom we can trust!*

*The good thing about honesty is that there are no two things about it; a person is either honest or not!*

- **Sports, Music and Art:** All successful people are fond of sports because it teaches the all essential spirit of accepting defeat gracefully. Also staying connected with sports; music or art ignites the creative spirit and refreshes the heart and mind. *Every child must play at least one sport to practically understand the importance of practice in learning (acquiring skill).* If not sports, one should learn music or stay linked with some form of art everyday even if it's for 10 mins. Sports, Music, Arts have this tendency to light-up life.



*A win is as good as a loss when you don't enjoy & learn anything from a game while a loss is as good as a win if you learn something & enjoy the game. \*In the larger game of life, it's not the outcome of the games but your ability & openness to live the situation fully & learn continuously makes you a winner!*

Only sports & music teach this all-important lesson in life that it's how you play / do things that matters more than winning & losing. Sport teaches a person & team how to cope with defeat, rejection & challenges and at the same time importance of using failure, rejection, practice, strategy & humility as tools for growth. *\*If you play like a champion, even when you lose, you lose like a champion else you win like a champion.*

**- Passion, Commitment and Dedication:** Successful people are not just interested but very passionate about what they do. Unless you love doing what you do, you cannot put your heart into it, unless you put your heart & soul into it, you cannot enjoy it and unless you enjoy what you do, you cannot be at your best. Passion is the fire, fuel for success. The only way to be successful is to give your best, whole heartedly all the time. Successful people are fully committed to the path they choose and are not afraid of failure, people or circumstances.

In fact, they don't consider unfavorable outcomes and results as failure. Their dedication is so resolute that nothing else matters in pursuit of their cause except the march ahead. Their passion (fire & hunger) not just challenges themselves, but also people around them to greatness. Successful people know everything comes with a price, and if you are willing to have something, you must be willing to pay the due price.

For them, giving 100% in what they do matters more than anything else. They understand they will have to live with both favorable and not so favorable outcomes. It is making the effort with all sincerity that matters more than anything else. Their sheer love, passion and happiness for the cause take them above failure and success. Also one must understand and be aware of what one is doing and why? The opportunity

to do what you want to do is the greatest reward in itself. There is no happiness in winning a gold medal or an award in the role you didn't enjoy or like to play.

- **Risk takers:** Successful people understand that there is always risk associated with doing something new and challenging. They accept uncertainty as a way of life. If you were to trend new paths there will always be unknowns on the way. Successful people are constantly challenging themselves and the status quo. The risk of failure does not deter them from being themselves and trying different things. They see opportunities where people see difficulty. They see what can work while others see what cannot work. There is always a great opportunity where there is no competition but the new exploration is always associated with inherent risk. Opportunity and risk are the two sides of the same coin. Where there is risk there is wealth.

The greater the opportunity the greater is the risk associated because it's a path less travelled. Great leaders see the light where ordinary see darkness. They have this inner urge to take challenges and tougher terrains. It's the consistency by which they create success out of new opportunities defines the leader.

It's never a blind risk; it's always a well thought and calculated risk that succeeds. Success lives in passion, details and courage; success means a lot of purpose, preparation and ground work, it's never by chance.

*Facing fear straight-on in the mind (in stillness)  
dissolves it on its own enabling us to understand the  
imaginary nature of thoughts which create it!*

**Laxmi Niwas Mittal – Steel baron of the world with unmatched risk taking abilities.**



**Lakshmi N. Mittal** is the Chairman and CEO of ArcelorMittal, world's largest steel making company. He is the founder of Mittal Steel and is widely recognized for the role he has played in consolidation of steel industry worldwide.

He has received many awards which includes Padma Vibhushan (India's second highest civilian honor) Dwight D. Eisenhower Global Leadership Award, was named Man of the Year by the Financial Times, Business Person of the year, Newsmaker of the Year, European Businessman of the Year and Entrepreneur of the Year by the Wall Street Journal. L.N. Mittal is famously regarded for the ability to take sick plants and turn them profitable. **He has a bachelor's degree in commerce from University of Kolkata but a master's degree in managing risks and challenges from the Global Steel Industry.**

*Success and leadership never happens by chance. It is a contradiction, it is like flowing with and against the water at the same time.*

**- Adaptable:** Change is the only constant in this world. The ability to anticipate and adapt to change ahead of time is one of the biggest strengths of successful people. Leaders understand the importance of being alert to change. One

needs to realize that no matter how good or bad the situation is, it will change & pass. If the present is bad you have to be prepared for the next good ride. If the situation is good one must start preparing for the next new thing because everything in world has a shelf life. Successful people accept change as constant & work towards getting the best out of every situation preparing for the next new thing.

Everything which begins must change and end. Everything which comes must go. World is a cycle of change. No point fighting with the facts' just accept change as a reality, as a way of life and work your way forward. Success & creativity finds those who embrace and enjoy living the change.

Everything is rightfully in its place. You got to learn to respect the law of time, law of change and keep walking. End of the day, everything in this world is a passing phase. It's not about changing the world outside; it's all about changing the world inside you.

***"It is not the strongest of the species nor the most intelligent that survives, it is the one that is the most adaptable to change." (Charles Darwin)***

**- Performance:** All successful people are great performers. A great deal of respect and recognition is earned from their performance. Whatever field one chooses, you must give it all to make a decent living. There are no exceptions to practice. Practice and performance can be termed as two sides of the same coin. As a leader, unless you perform and deliver, you can never command performance from others. There is no substitute to good performance no matter how talented you are it must be translated into actions and results on the ground. When you demand, people may listen to you in front

of you but they will not respect you on your back. The only way to command respect from people is by being a high performer yourself. Success is synonymous to practice with totality. No amount of smartness and talent can substitute performance on the ground. Success is the ability to wholeheartedly practice & perform consistently. True performance can only happen by living the act totally / heartfully!

*Lata Mangeshkar – Melody queen of India, a name synonymous to performance.*



Lata Mangeshkar is popularly known as the melody queen, to some she is the nightingale of India. She is unarguably one of the most respected names in Indian music industry. Not many know that she too was rejected in her early days as meek voice. Rejection adds fire to the fuel of performers!

From thin voice to a famous household name, her songs mesmerized millions of people across India. Who can forget her famous song “Aye Mere Watan Ke Logo” as long as India celebrates Independence Day!

She is estimated to have sung over 25,000 songs in as many as 20 different languages. She has won many prestigious awards which includes “Bharat Ratna (India’s highest civilian award)” and “Dada Saheb Phalke” award.

**\*Lata Mangeshkar is performance personified.** Performance excels only if you put your heart and soul in the act. Great performance comes through when you lose / surrender your “Self” in joy to the actions you perform.

**- Time Management:** Time is the greatest & most precious gift one has and the best part is, it's the same 24 hours for everyone. Unless one understands the importance of doing things at the right time, one can never become successful in life. All successful people know how to manage their time well. If you are late yourself, you can never command punctuality from others. Successful are those who are relaxed in the middle of a busy life. Without prioritization, proper planning and utilization of time, you can never manage success even if you become successful on occasions.

Plan & live one day at a time to begin with and you will fast learn to manage your life and success. Every time you feel you don't have enough time for doing things, pay attention to your time management aspect because it's an indication of poor prioritization of tasks / to-do list. The ability to take time and prioritize activities to balance health, family, work and friends is the hall mark of all successful people.

**- Visionary, Challenges Status Quo:** Successful people develop this ability to look through future. They anticipate things ahead of time. They think different & and believe in their gut feel and instincts. They are not afraid of thinking and venturing in to the unknown. They are always trying to get into new territories challenging the status quo. They are the ones who have learned to conquer their fear through action.

They are not afraid of failure and what people think about them, they are just focused on doing what they believe is the right thing following their heart. Their efforts and thoughts are directed towards the work they want to accomplish rather than the outcomes or consequences

thereafter. It's their selfless efforts for larger benefit of humanity empowers them to achieve great accomplishments!

They are action centric not self-centric. Unless a person understands the importance of time, he or she can never be successful and happy in life. A self-centric person can never achieve greatness because the fear of losing is always alive whereas in the heartwork centric person the self is dissolved in the work. The way to success is to direct all thoughts, energies on what one is pursuing with 100% heart and focus.

*\*A leader's biggest contribution and challenge is in creating a culture and system of producing successors.*

**Dr. Verghese Kurien – Father of white revolution in India.**



Dr. Verghese Kurien is better known as the “Father of the White Revolution” in India. He was the architect of the largest dairy development program in the world and recognized as Milkman of India.,

In Anand, Gujarat, KDCMPUL, was involved in the battle of survival with the privately-owned Polson Dairy, a leader in its field. **Inspired by the challenge**, Dr. Verghese Kurien quit his govt. job and offered to help. This led to the creation of AMUL and the rest as we all know is history. “He was a visionary in true spirit and form”. ***Under Dr. Kurien's tenure, India became the largest producer of milk in the world and brand AMUL continues to rule India even today.***



*Amul is an unparalleled legacy and leadership culture created by Dr. Kurien.* During his renowned career, Dr. Verghese Kurien won numerous honors and awards. *Vision, Self-commitment & trust are the biggest enablers for leadership. No vision, no trust; no trust, no leadership!!*

*The ability to look beyond and challenge status quo makes successful people think and try different things.*

**- Willpower, Flexibility and Judgment:** Dreams backed by persistent action is the key to great success. Without a STRONG WILL no dream can be turned into reality. Same time, willpower and flexibility are two sides of the same coin and must be exercised with judgment.

All successful people understand the importance and difference of using will-power and flexibility to their advantage. Lack of strong will is one of the biggest reasons attributed to non-achievers. A leader must know when and where to hold the ground (willpower) and when to yield (flexible). It's a judgment call and comes with learning.

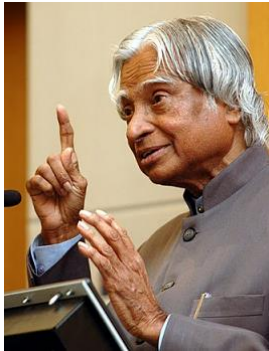
*The secret to success is to have the will, the hunger and fire for success burning strong inside all the time so that it incessantly burns the fear of failure and thoughts of self-doubt as and when they happen inside.*

*Great leadership is also knowing where to let go (flexible) & where to hold on (show resolve)...*

So long as you are conscious of your actions, with experience you will learn to apply willpower and flexibility prudently. The guiding light however is acting with right motives.

*To realize what we can do with human potential & willpower, we must know what we cannot do!*

**Dr. A P J Abdul Kalam – Renowned scientist and Former President of India.**



**Dr. A. P. J. Abdul Kalam** was an eminent scientist who served as the 11th President of India. He has received many awards in life including Bharat Ratna, India's highest civilian honor. Dr. Kalam was the project director of India's first indigenous Satellite Launch Vehicle (SLV-III) which successfully deployed the Rohini satellite.

Dr. A. P. J. Abdul Kalam was born in a family of a boat owner. He was from a poor financial background and made his way to the top against all odds.

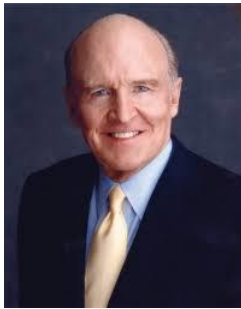
From distributing newspapers to delivering satellites to becoming the President of India, he is a man of tremendous determination and judgment. Well and truly a man of inspiration to millions of Indians.

*The key differentiator between a successful person and a successful leader is the ability to live by example and bring out the best in others.*

**A good strategy always looks at how things can succeed and fail with equal focus. Similarly, a good leader while preparing for the success of a task gives equal importance to what can cause failure & keeps measures ready for prevention!**

**- Strategy, Planning and Execution:** All successful people understand the importance of having a good strategy and plan to accomplish things. They are either good strategist themselves or surrounded by people who are good at strategizing things for them. Again, the greatest of planning & strategy is of no use if you are not able to execute it. It's all about getting the priorities right and managing them all well.

**Jack Welch – Ex- CEO of General Electric Corp – Master of Strategy, Planning, Execution & Perseverance.**



Jack Welch is a world renowned transformational business executive. He was the chairman & CEO of General Electric between 1981 to 2001 during which the value of the company went only upwards for an incredible 20 years in a row. His success as a CEO is unmatched in the world biz history.

**He is considered as one of the greatest business strategists of 20<sup>th</sup> century.** Though he is criticized for lack of compassion for the working, middle class due to his unconventional ways of job cuts, cost cuts, business policies etc. but the fact remains he saved and created more jobs and wealth for the deserving.

Many people may not praise him in the public but appreciate his uncanny ability to deliver growth for such a sustained period of time inside the closed doors. **It takes extraordinary foresight, gut, strategy, planning, execution, perseverance, and tolerance to bring about changes in cultures ahead of time. Remember, it's impossible to please all. Sometimes pain paves the way for pleasure. It is the intent that matters!**

It's an unparalleled achievement by a non-founding CEO of a company to manage expectations of shareholders, customers, stakeholders & employees for such a long time. Founders of the company have an added advantage whereas a non-founding leader delivering such results consistently for 2 decades is unimaginable because by the very nature human beings and their expectations keep changing. It's very hard to manage expectations of humans for they keep going upwards all the time. Strategies must change in line with changing times!

*A good strategy is always a new one. Failing to prepare for new is preparing to fail.* Leaders and successful people put even more energy and focus in preparation and execution after planning. They all understand that strategy and planning is a closed door thing with few people compared to preparation and execution which involves taking along a lot more people who are not part of the strategy & planning process.

***Only we are responsible for all that happens to us, not others or situations; change strategy before EOL!***

*The greatest of planning & strategy is of no use if you are not able to execute it. Execution needs lot more efforts, focus, monitoring and attention since it entails mobilizing more number of people who are not part of the planning & strategy process. Leaders must be enterprising & execution focused as there is a huge difference between selling an idea / product and bringing product / idea to life!*

Though the trust of team members in leader holds the key, the leader should make team members comfortable and an integral part (owners) of the agenda & journey else executions

fall apart since all executions are often time taking and laborious.

*It's one thing to have a strategy and plan in place and another to execute it.*

**- Objectivity and Accountability:** Successful people think objectively. They are not biased or prejudiced when they make decisions. There are only 2 sides to any perspective i.e. the partial and the impartial (right motive) view and the rest is all debatable.

Great leaders always take ownership of their actions and results. The one who shy's away from ownership and accountability can never become successful in life. Success happens only when we take ownership of things and bring in accountability into everything we do. A person who is not objective in decision making, who doesn't own up his or her actions can never become successful. The results as such don't matter in the long run as long as one takes a view with right motives.

There is room for judgmental errors but not the motives. As long as all your actions are guided with right motives, people accept judgment errors. Progressive and healthy societies and relationships always thrive on tolerance, respect and moderation. If you don't pay attention to your team, resources, staff, family, kids, friends, colleagues the chances are, you are going to get the same treatment.

Attention and due consideration to people's views and expectations is necessary to connect. Learning to deal with others imperfections in an objective way is key to establishing trust. Attention not just to people but also to details where it matters is needed in resolving conflicts and issues because the devil lies in the details most of the time.

Never make decisions in haste based on scant data, always hear all sides of the story. *\*Greatest strategy after all is to have right people in the right place at the right time and give freedom to be themselves, wholeheartedly!*

***Be just in everything you do so that everything else will have the opportunity to be just with you!!***

**Defender:** Successful people must know when and how to defend their teams. At the same time a leader cannot afford to be overprotective and irrational in their defense of self or team. It's about playing the defender and enabler with the right balance and judgment. It's about being consistent and transparent in both criticism & support of self and team. *A leader has to wear many hats i.e. parent, grand parent, guru, friend, child etc. as needed to defend the team. It's about not giving up on the team.* What role to play & when is a personal judgement which comes through experience & learning!

**- Responsibility and Righteousness:** Successful people are clear and conscious of their responsibilities all the time. Great leaders understand the need of owning-up things and being righteous in their actions. Remember, where there is no responsibility there is no change, i.e., ***No responsibility, no results.*** Success, leadership, responsibility & righteousness go hand in hand. If one goes off, others fall apart. *\*If you start with the premise that I am responsible then you can right every wrong in your life else \_!* You are not required to agree with anything and everything others think and say but it's always important to learn to agree, to disagree, responsibly and respectfully.

***Not just the end goal but the path you chose is equally important.***

**- Self-motivated and Resilient:** Successful people and Leaders are self-motivated people with full of resilience, confidence and energy. You talk to any great leader; you will realize they have this ability to make you feel good and comfortable. Great leaders come across as natural motivators. All successful people acquire this ability to motivate themselves and others when the going gets tough. Great leaders are the ones who accept and overcome failures with poise. It is their ability to recover and bounce back every time they are down and out differentiates them from others. Their motivation and resilience stems from the inner connect and strength. At the same time leaders are quick to pass the credit where it's due and take the blame on their head and handle it gracefully when the outcomes of their team's actions yield unfavorable results. Though I have been using success & leadership as interchangeable at some places I must say, all leaders are successful people but all successful people may not make good leaders.

***Success = One thing at a time with 100% commitment***

The premise only talks of the beginning in this context "the road to success and leading others begins with leading self". It doesn't end there. You got to understand the difference between leading self and others. Unless you are able to lead yourself you can never lead others.

***Leading self is living existentially (facing facts) every time and not living in thoughts and imagination.***



Leading self is a pre-requisite not a passport to become successful in life. For any strong building to stand the test of time you need good foundation. Similarly, leading self is the foundation on which one can build the building called success and leadership. It is the launching pad for your leadership flight. The foundation for leadership can only be built with trust and trust can only be earned through actions pursued with right motives. Results don't matter much as long as the intent & motivation behind the actions is right.

*Great success is often established when a person owns up failures, learns and continues the march with responsibility and grace.*

**- People Connect and Communication:** Leaders learn this knack of connecting with people. One must realize that connecting and communicating with people are two different things though linked to each other. Leaders understand that communication becomes far more effective when you are able to connect with people. Communication without connect is ineffective. Successful people understand that every individual is unique and hence one approach doesn't work for all. If you want to be successful as a leader, you must find your own ways and approaches to connect with people. The surest way to connect with all kinds of people is thru the voice & acts of heart. A person either acts out of head or heart. The difference between head & heart is that head is a divided house.

Head creates divisions within and between other people whereas heart is a connecting agent. Ego is the creation of

head / mind and hence voice of mind, acts committed from the head can never be selfless. It's the voice spoken from the heart, it's the acts committed from the heart that connects other hearts because there is no distinction between two hearts. We have no choice when it comes to heart. Phenomenon of heart is inclusive whereas mind is exclusive. All hearts in the world feel the same irrespective of region, sect, creed and color but minds think different. Heart communicates whereas mind gives out information.

**Martin Luther King Jr. – American civil rights activist is considered as one of the greatest orators of all time.**



**Martin Luther King Jr.** is one of the most highly regarded civil rights leaders in the history of America. His ability to connect with the people was the hall mark of his communication because his way was the way of heart.

The voice coming from the heart is always honest hence the instant connect with hearts. The inner connect and higher purpose paves the way. The key differentiator between an ordinary and an extra ordinary leader is the capacity to connect and articulate the purpose, vision and mission.

*"Our life begins to end the day we become silent about the things that matter – MLK Jr."*

*Communication without people connect is like a flower without any fragrance.*

- **Courageous:** Successful people are anything but courageous. They never shy away from difficult situations. True leaders are people who believe in doing the right things irrespective of the situations they pass through. They pursue the cause they believe in undeterred by the consequences. They understand courage can only be cultivated in facing difficult situations.

### **Rani Lakshmi Bai (Queen of Jhansi) - Epitome of Courage.**



**Maharani Lakshmi Bai** is accredited as one of the foremost figures of the Indian rebellion which started in 1857 against the British invasion. Because of her courage, intelligence, sacrifices and her liberal views on women's empowerment in 19th century India, she became an icon of India's freedom movement.

Rani Lakshmi Bai is widely acknowledged as the epitome of female bravery in India. During Indian independence struggle, when Netaji Subhas Chandra Bose formed the Indian National Army, he named its first female unit after her.

*A heart where fear resides can never be home to success & leadership.* Fear is in thoughts whereas success is in action. Thoughts can never drive away fear, only actions with resolve can. Only acts of courage in pursuit of a higher purpose in life can create new history else our actions will only be repeats of history. Fear is the worst enemy of success.

*No worthy success can ever be achieved without sacrifice, courage and higher purpose.*

**- Self-Assessment, Feedback and Follow up on actions:**

Leaders and successful people do continuous self-checks to ensure they are on track of growth not just financially but overall. They know it's important to stop by every now and then to monitor how they are doing in the journey of life. They are pro-active seekers of feedback. Introspection and feedback are two great instruments to get a check on what's working and what is not. Only introspection and self-awareness can lead to knowing of the "I" don't know. *Remember, those who say "I" know cannot grow, only "I" know not individuals can continue to grow.* Key to growth is openness to newness!

They are always inquisitive and looking for ways to get better. They understand the importance of the other view because we may not see our own flaws while we are focused on the journey and destination. Leaders don't just take feedback but also chart down actions on improvements and follow-up on actions be it for themselves or their team. Having said, feedback is of no use if not followed up with actions.

**- Sacrifice and Selfishness:** More often than not greatness is achieved through sacrifice in pursuit of "Selfishness". A "Selfishness" deep down to be happy & harmonious. Greatness is all about living the purpose of the "Self" every day, which is to live in happiness & joy. A dedication to self for the cause of "Self" not through force but through love & joy which arises inside through understanding of the true "Self". Sacrifice and 'Selfishness' is two sides of the same coin

joined with inner voice & love not for the sake of earning fame or money but for the sake of self-love.

*One must know & live the purpose of life (Self) every day.* Selfishness is a synonym for “Sacrifice” in reality but not in books. The greater the joy in purpose, the greater is the success. It is a choice which becomes a way of life and not something to be forced upon people. Success is a journey linked to “Selfishness” which is the highest purpose in life.

**Mother Teresa – Known for her selfless service and sacrifice to humanity.**



**Mother Teresa** started Missionaries of Charity in Kolkata. Her mission was to care for all those people who feel unwanted, unloved, uncared and rejected by the society. Mother Teresa was admired worldwide by many for her love & charitable works to the most needy.

*Mother Teresa was awarded Bharat Ratna & Nobel Peace prize amongst many national and international recognitions. She will always be remembered for the higher purpose she lived, through her selfless service to humanity.*

Understand the word “Selfishness” well because it will mean different things to different people based on their knowing of the “Self”. Remember, no greatness can ever be achieved without selfish motives. Every person is born selfish. Out of your selfishness arises a selflessness which is natural and not

artificial. All great leaders are products of that “Selfishness” and gratitude which arises out of knowing the “Self”.

**- Inspirational:** Leaders and successful people by virtue of their achievements become inspiration to many people. Like trust begets trust, love begets love, success begets success, leadership begets inspiration and inspiration begets leadership. Leadership is all about inspiration, trust and empowerment. People like being with inspirational people who are driven by higher purpose. People like to follow leaders because they see them as role models.

**Example: Mahatma Gandhi: One of the greatest examples of inspirational leadership...**



**Mahatma Gandhi:** A leader who inspired a nation to fight British Empire (world's most powerful army then) through non-violence. Mahatma Gandhi was as a man of kindness with steely grit. Compassion is the measure of a person's evolution.

Can we imagine fighting with non-violence!! His enormity was in his simplicity & truthfulness. His famous quotes “**Satyameva Jayate - Truth always triumphs**”, “**Be the change you want to see**” resonates across the globe, even today.

Leaders are already where people want to see themselves and hence the natural inclination to learn from them. Leaders come across as natural mentors and hence the tendency of

most people around them becomes one of a listener and follower. Good leaders turn great because of their humility and selfless acts. Leadership is all about living the higher purpose every day in spirit and form. It's about being the change and inspiring the human essence to bring about the change in others. The greater the leader, the greater is the compassion!!

**The true value of leadership is in the ability to inspire human essence in people.**

**- Knowledge and Skill:** One of the key components to be successful in any profession is working domain knowledge and expertise. One should focus on acquiring the right knowledge rather than getting good marks in the exams or getting things done at work.

The emphasis should be on understanding the domain, learning the subject, learning the skill, gaining competence in specialized areas, becoming subject matter experts' rather than securing sensational numbers in the report card or appraisals. All knowing starts with premise "I do not know". Only empty vessels can be filled hence stay open & empty for learning. A calm & quiet mind is a fertile ground for learning!

***Skill (/ Merit) doesn't go to money, money goes to skill.***

Marks will have no meaning in life after the day of results if one does not know the subject. Skill or subject matter expertise is about knowing & feeling the nuts and bolts. Every person should acquire at least one skill or expertise in any one subject else life becomes redundant. Without any skill or

knowledge, a person is rendered as useless in a world dominated by commerce.

**The greatest skill & art a person can ever acquire is the ability to live in happiness & harmony!**

*One needs to understand the difference between information learning, education and knowledge. Information is reading and hearing about apples whereas the process of seeing, smelling, touching and eating apple is learning and once learning is complete then information gets converted into knowledge / understanding!*

*Knowing effort is needed to maintain information while knowledge becomes part of the being is key to understanding the difference. No amount of information and books can ever give you real knowledge unless you see, feel, experience & reason things for yourself. \*Success is not just about making your knowledge & skill a tangible asset and putting it to effective use but also about exploring into uncharted paths without fear while education is the ability to conduct "Self".*

***Ability to stay calm & focused in the storms; staying grounded & humble during peaks of success is the hallmark of a true leader...***

**- Decisive, Sets Expectation, Go-getter:** Leaders are anything but indecisive people. They are not like a cat on the wall looking to jump both sides. It doesn't matter which side you take but you must always take a position on things. Leadership comes with a price, at times the decisions one takes may not yield the expected results but that should not

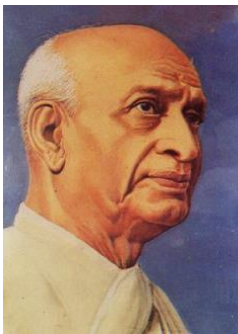


deter them from taking decisions. All successful people and leaders are good at setting expectations & communicating.

Unless one tells people what is expected from them and where they need to go, you cannot get the team there. When leaders take a decision, they go for it all the way even if there is no one to back them up. To be able to rally people behind you, you must back your decision with substance and 100% belief. Ability to define goals and objectives clearly and setting expectations is the most critical and defining aspect of a leader.

*\*One of the golden rules for team work is to have no assumptions. No assumption is the best assumption. Leaders must learn to clearly define and communicate the direction, purpose, vision, mission & goals for all stakeholders.*

### **Sardar Vallabhbhai Patel – Architect of India's integration, post-independence.**



**Sardar Vallabhbhai Patel** was one of the most eminent social leaders in India's freedom struggle. He was the first home minister of India. He is widely known as the "*Iron man of India*" and was the chief architect behind India's integration and

He has integrated over 500 princely states into the Indian Union. A humongous achievement! His ability to set expectations marked with astute diplomacy of advocating the option of using dialogue, force where needed with decisiveness, convinced every other princely state to merge with India.

He will always be remembered as *a decisive leader, as a master in setting expectations and a go-getter in tough situations*. He is also called as the "Patron Saint" of India's civil servants for instituting modern all-India services.

**- Preparation, 100% Involvement, Finisher:** Leaders and successful people are anything but unprepared lot. They understand the importance of preparation. Not preparing for success is preparing for a failure. Fortune favors the prepared and brave. A prepared person is better equipped to face the uncertainties than the unprepared. Research shows most companies who do fire drills handle real situations better.

*Action is the only tool available for success.* Understand action and you will understand success. It is the greatest of the preparation combined with total involvement, determination and focus that makes most great tasks achievable. Successful people don't let go anything unfinished if they take up something.

They develop this uncanny ability to finish things. Leaders are winners because they don't stop till they reach the finish line and it is this ability to cross the finish line more often than not sets them apart from the rest.

It's the ability of a person to give 100% wholeheartedly every time sets them apart. 100% involvement is only possible if there is inherent joy in the activity, if there is love & passion for the act one performs. *The act is all that matters!!*

Only love generates happiness and positive energy. A person cannot give 100% when he or she is unhappy doing what they

are doing. The key is to do things that make you happy or find happiness in things you do.

Without being happy, a person can never become successful no matter how hard one tries. The following adage sums up the winners very well - Winners don't quit and quitters don't win. As long as one continues to play wholeheartedly, there is always a chance to win. Himalayas can't get any bigger than what they are but human spirit can and that's why many people have conquered the Mount Everest. The distance to moon can't get any bigger than what it is and that's why man has landed on the moon in spite of all odds.

**- Patience and Tolerance:** All successful people understand that to achieve a great feat it takes maturity. You must understand it takes nine months for the baby to develop fully, no matter how much you feed the mother, you got to still wait.

Everything takes its own time and it is for a reason. It is better to fix the screws of the aircraft on the ground even if building aircraft takes a few days longer rather than fixing the screws mid-air. Also big things are never achieved alone; it has to be a team effort. If you are working with others, you must always have the patience and poise when dealing with others divergent views. It is easy to convince and tolerate self in the event of mistakes but it's always difficult to convince & tolerate others for their misjudgments, misdemeanor & errors. It becomes easier when you learn to accept and *see people and situations as they are, and not as you want them to be*. When something has happened there is nothing you can do to reverse it. *Learn and see how to take the best and move forward from every situation.* Learn to tolerate others imperfection like we tolerate

our own if we want people to tolerate our imperfections. Intolerance of diversity, cultures, mannerisms, beliefs, others imperfections or so called imperfections is one of the major causes of bad relations and unrest in organizations and societies at large.

With patience and openness, you will understand diversity of thought & creation and only by understanding diversity can one accept it wholeheartedly. One must respect law of time and law of sequential evolution and try not to bypass the established nature's laws which govern us. Maturity comes with understanding.

Like the saying, Rome was not built in a day; all great things take time, effort, patience, persistence, tolerance, will and poise to accomplish. The art & skill of living in happiness & harmony is the greatest trait and proficiency a person can ever possess. Only when a person is truly happy can he or she truly understand the importance & acceptance of diversity. Be patient, watch "Mother Nature" & its ways with openness and gratitude, understanding will happen as a natural consequence! Patience and tolerance is the measure of a person's evolution.

*Do not bypass the laws of nature which govern us.*

*Always respect law of time and law of*

*"Sequential Evolution".*

**- Simplicity and Quality:** How difficult is it to simplify life? What is simple living? What is quality living? Why quality is an important aspect of success and leadership?

Simplicity is the greatest city in the world and yet the most uncommon city in the world. Only people with evolved thinking can think and live simple. Simple living is most soothing to see and hear and yet most difficult to accept for the mind. Never ever underestimate the power of simplicity.

Quality of life lies in simplicity. Only the greatest can live simple. Deep understanding and connect with self can lead to simplicity. Ironically, not many seem to understand the value of simple thinking in modern age. Simplicity referred to here is not related to material riches. You can live a rich material life and yet a simple one psychologically. There is nothing wrong in material richness. Material richness can give you physical comfort to the point where the body needs are satisfied but not psychological. It's the simplicity and quality of thinking that marks the real richness in life.

Quality is the ability of a person to stay grounded when she or he tastes success and assumes greater responsibilities. With greater responsibilities comes power. With power comes authority. With authority ego gets nourished as a side effect.

Ego is an amazing mental phenomenon (virus) which convinces people of its need. *Ego is nothing but the imaginary image created by mind of the "Self". It's all mind made, there is nothing existential, original or positive about it. It's a negative phenomenon (false identity) in the garb of security, beliefs and rationales in the mind.*

Power of anything be it position, be it authority, fame, reputation, success tends to hypnotize a person into believing he or she is bigger and above others. Power also injects a shade of selfishness in the person.

A person when tastes success, fame, power, authority tends to develop an attachment for it and wants to hold on to it hence the fear of losing arises in one's mind. Once tasted success and leadership, people tend to crave for more of it which leads to greed. Greed is again a mental virus. Greed makes people do funny things. Greed destroys the antivirus mechanism in a person and the person becomes susceptible to thought disorder. Remember, your mental balance and poise is the biggest determining element in your journey called success.

A person in awareness of self understands that everything comes to an end. Everything will change in this world. Nothing is permanent. Change is the very essence of this creation. Time is always ticking.

Everything will pass no matter good or bad or great. Realization that it takes a lot of elements and people to make you what you are, keeps one rooted to the ground. No successful person who understands success can ever solely claim success as theirs.

There is a team involved in making you successful whether you agree or not. Your parents, teachers, mentors, friends, guides etc. have played a role in your growth and success. Not many people can stay grounded when they taste success. Success, leadership, fame, reputation comes with a lot of energy. Unless one knows how to channelize energy in a positive way it may go astray. Energy when not guided turns negative. This is where the quality of a person comes into play.

*Tolerance of other's imperfections is the measure of a person's balance & strength.*

**Warren Buffet – Man of simplicity and Quality.**

Warren Buffet is an American business magnate, investor, and philanthropist. He is widely considered as the most successful investor of

Warren Buffett is the chairman, CEO and largest shareholder of Berkshire Hathaway and is consistently ranked among the world's wealthiest people. Warren is also considered as one of the most influential people in the world because of his simplicity, investment acumen and philanthropy. He has made the largest charitable donation in history till date. Being one of the richest in the world, he lives a very simple and frugal life. Many call him a living sage.

Success when not understood becomes the biggest instrument of failure. At the same time if one becomes aware of the nature of energy success brings in and channelizes it positively, he or she goes on to become even more successful. Humility comes with a deep sense of connectedness and understanding of the self. When the inner self takes control of the wobbling mind, modesty happens.

*Sustaining success is far more difficult than becoming successful. Arrogance is a weakness in the garb of strength whereas humility is strength in the garb of weakness. Success is a journey and it has to be walked with a great deal of responsibility and humbleness to sustain.*

*The greater the awareness and understanding of self, the greater is the humility and simplicity in a person.*

**- Gratitude:** What is gratitude and why is it important in life? Gratitude is the emotion we express when people help us or give us something very significant in need. It is much more intense and deeper than conveying a simple thank you for help received from outside. It's about being aware of other's contributions in our life.

Just going back in time for a minute, when we began our life, we were a white board. Eating, walking, talking, love, teamwork, friendship and some of the fundamentals of living were taught by our parents, grandparents, uncles, aunts, teachers, siblings, friends and those who were around us. We all grow up by watching people around us. Whether people explicitly tell us something or otherwise we learn a great many things from them. How often do we think about those people and their contributions?

*Understand "Air", Air is an everlasting leader – colorless, odorless, invisible, and ever-present, on the move always & yet silently does the most important job (keeps life alive & refreshing!!)*

How often do we express our gratitude to them? It does not mean that if everybody gets that same thing, the significance of the things goes down. Most of us don't think much about the ones who helped us with the basic things which are fundamental to everything we do in life. Those fundamentals are like ABCD of life.

We all understand the importance of learning ABCD to learn English language. How often do we take a moment to express our gratitude to juniors, support staffs & critics who help us indirectly? Quality & success is not a surface game, it's a play



at depths. Only in understanding how human beings are interconnected and interdependent on each other's, animals and all entities of Mother Nature arises deep gratitude. Things usually on the surface and at depths are very different (\*Sea on the surface is very restless / in motion / continuously generates one wave after the other whereas the same Sea is calm & motionless at the depths).

Only the educated understand and appreciate the inherent diversity and contradictions life offers!

While success is letting go the old ideas & beliefs for the new, venturing into the unknown from known, a successful person is the one who not just recognizes and remembers the help, contribution, value and support received from other people, entities but also expresses gratitude wholeheartedly by returning the favor. Even if a person becomes successful for a while, he or she will not remain successful for long unless his or her gratitude touches people and entities around through their actions. Having said, I don't mean to say we should thank them all the time we see them, it's enough if we are just aware of others contributions & support in our life. In that self-awareness emerges gratitude & respect for the whole.

*\*Measure of a leader is in the way he or she deals with a person who does not know how to deal with "self" & others!*

*Successful is the lot who acknowledges & expresses  
gratitude to every entity that touches them.*

**- Stress Management:** What is stress? What causes anxiety or tension? How to manage stress? How to get back to happy ways?

From children to old age, everyone seems to be a victim of stress in one way or the other at some point or the other in life. Stress has become part and parcel of our daily lives. There seems to be no exceptions when it comes to escaping stress.

Everyone, no matter how educated, rich, poor, knowledgeable one is, no matter where one works or what one does, we all seem to feel stress. It has become a part of the package a job or profession seems to offer these days. Even those not employed seem to feel stress at homes, schools & colleges for various reasons.

*When the mind space and energy is over focused on the dependencies and outcomes of the acts we or others connected to us are involved, we seem to feel anxiety, tension and stress.*

Only physical stress or pain happens in the present, rest all is the creation of mind which is either imaginary future or unwanted past playing in the form of thoughts. Funny as it may seem but most of the times, stress is an outcome of the perceived situations or outcomes. Mental stress can be linked to past or future but never to the present unless it's bodily or physical in nature.

You can never feel the stress in the present moment unless there is physical pain. The irony is human beings worry more about what they don't have at hand rather than feeling happy with what they have on hand. Strange as it may seem, stress in most of the cases is a worry on something which is non-existential. It may seem stupid but that's the underlying fact about stress. Are we stupid to worry about things that are non-existential and imaginary?

*Practice relaxation in action.* \*Relaxation in action is not being casual or taking things for granted, it's about enjoying the act / moment without worrying about the results or anything else. It's about losing the "I" to the act and yet performing the act totally, a contradiction in itself which is hard to explain in words!! To be candid, I was stupid for most part of my life to feel stressed about imaginary things though such occurrences have reduced significantly in recent times.

The reason is that I am able to see the falsity of this because of some watcher inside me who surfaces when the mind is calm and is apart from the "I" known to me earlier.

Remember, it's a continuous self-observation not a onetime search for the watcher inside. Watcher seems to surface only when the mental chatter stops. Rare is the appearance of watcher because rare is the absence of traffic in mind. It's about connecting with the light inside, watcher, the awareness, the "Self" inside which is a part of "I" and yet apart, which sees all and yet is completely untouched, serene and fresh from all the chaos inside the mind and outside of the "I" or the "Self".

Paradoxical as it may sound; worry seems stupid only after passage of time in the form of realization but very real until then. It's seems natural to get caught in the games mind plays at the beginning but with watching one's own mind constantly with alertness over a period of time, you happen to see through the disconnect between existential and imaginary.

*The key is to understand the energy which gets generated from fear of failure, success, fame, power and channelize it for growth.*

At times there could be genuine reasons like unbearable bodily pain, disease which can cause worry but it's on rare occasions. Apart from genuine reasons, stress and tension is mostly self-inflicted agony through imagination, falsity. Stress is an outcome of worry.

What is worry? Worry in simple terms is imaginary unpleasant thoughts happening in mind. It is only a state of mind. Worry is almost always non-existential but strangely seems real. Thoughts leading to stress could be fear of failure, fear of losing something, losing someone, guilt of not having something, lack of self-belief, self-respect, fear of insecurity, physical pain, disease, lack of clarity, lack of understanding of self, ignorance, self-imposed family pressure, peer pressure etc. Can we ever get any benefit out of worrying about something whether we can do something about it or not? Does worrying help in any way?

Is giving the best not the best we can do in any given situation? Just think about it!! Can we not afford to be less imaginative about future situations? When we can choose to be stressful and unhappy, we can also choose to be happy!! Can we not??

**We are what we act and not what we think because thoughts are imaginary and need not be converted into actions but actions are tangible. Remember, thought & action is always a choice whereas fruits of our actions are not. The greatest gift to human kind is freedom of thought & action.**

The best way to deal with stress is to reason, analyze and understand the element causing it. You can solve the problem only if you understand what's causing the problem. When you identify the element causing the stress, analyze objectively and think new to address it. Is your energy (food grains, fruits, meat etc.) coming from outside of you - Earth??

Objectivity lies in seeing and accepting things as they are and not as you want them to be. Think about what is the best you can do under the circumstances? Keep thoughts and actions simple and informal. Don't ever forget that resources are limited but creativity is not. Formality binds thinking whereas keeping things informal leads to freedom and creativity. Make a conscious choice to either accept stress or happiness wholeheartedly.

Why cook something which you don't like to eat? Why carry unnecessary baggage in the mind when it's of no use? Does it make sense to worry about situations (whatever they maybe??)? Why human mind is more worried about past, future things than present? Why mind is more focused on results than actions? Think of last few occasions when you were faced with worrisome situations and how long they lasted? Look at how much perceived damage they caused to you and what you gained out of that worry? You will realize that 9 out of 10 times worrying is stupidity more than anything else. Simply say to yourself, this too shall pass like the many in the past.

*No matter what, situation will change & pass hence keep enjoying the journey, because that is the best you can do.*

There are many reasons for the current result orientated mindset in the society. One of the biggest reasons is conditioning of mind at home and schools. The entire education system is result oriented not learning oriented. We are told from childhood that we must become something special else we will end up as nobody. Strange as it may seem but the fear or feeling of being nobody seems to be the biggest worry in most human beings. Worry and stress are two sides

of the same coin called “Ego”. The fear of being nobody gives rise to the urge of becoming something noticeable. Irrespective of where we are born, what we do, we all seem to crave for one thing called recognition. Everyone is in a race to prove their specialty, worth.

How can you prove something you already are or something you are not? Hence every effort one puts in this direction is bound to go waste and cause more agony. In the blind race, everyone is trying to establish something which is not. The whole problem is in trying to be somebody. You can never be somebody else other than yourself. Stop trying to become somebody instead simply be your-self.

You can never be happy being somebody else. A white color wall in your house or elsewhere need not prove it is white. It is there for everyone to see. The very idea of proving or trying to prove your-self for somebody else is meaningless. A sales person wearing his or her name plate makes sense in Retail Stores since people who don't know the person can address the person with the name but do you see such people other than at work place putting a name plate on their dress?

The real issue is not what we can prove or what we cannot. The real problem is the thinking behind it. We are all groomed at home in such a way that without trying to become something our life seems waste. It feels like an inconsequential life without recognition, adoration and praise. The urge for praise and being something is so strongly cultivated that if someone fails to recognize our presence we feel hurt. The whole education system and the commerce around it are driven by glorification of results and sense of pride associated with recognition. There is an exaggerated sense of competition created everywhere in the society not

just educational institutions. The whole commerce in the society has been created on a false sense of pride and grandeur around results. Competition and results have taken the center stage of debate and discussion everywhere in social and family gatherings.

Results are important but we must remember that actions leading to results are far more important than the outcomes. What is more important than results is the joy we derive from the actions we perform because that is the biggest determining factor in success. Our actions, efforts, focus, dedication etc. are the inputs and processing elements to our outcomes. The quality of any product is only as good as the quality of the raw materials and it's processing.

When the focus of the human being is split on the actions one performs and the anticipated results, then it is natural to have productivity loss. The focus should be 100% on the actions alone not less or more. Results are an outcome which is dependent on quality of action.

*In trying there is always stress but in being there is none.*

Being is the heart way!! The more in something will lead to less in something else. In life it's not more of something verses less of anything. Understand mind means more, mind is unlimited wants, that's the very nature of it.

*You cannot prove what you are and what you are not.*

*Giving everything, you have, to every act, every time and not worrying about results is success.* Tons of money & fame packaged with stress cannot be called as success. Success is stress-free life!! It's all about the right action performed in the right way. Line of sight of the end product should act as a guiding star but not as a distraction or worry. It is the total



focus on the actions we perform which is directly responsible for the quality of the outcomes than anything else. It's the mindset of putting too much emphasis on results and dilution of focus in the act leads to stress and loss of quality. Again, too much emphasis on results gives birth to fear in one's mind. When fear of failure and insecurity takes shape in the mind, people tend to over stretch themselves. Overstretching leads to mental and physical imbalance resulting in stress and unhappiness. An unhappy person can never be at ease and peace. Success and happiness is to be at ease and peace in everything you do. What is the point of striving and acquiring a thing (100 million \$ or fame) which does not give you happiness and peace? End of the day everything is transitory!!

It's neither the craving for greatness nor the fear of failure or insecurity which drives productivity but the power of self-effort in happiness. Work hard only if you are happy doing so. It's the power of self-effort with inherent interest and passion that drives great results not hard work alone.

It's the ability of a person to revel in the self-effort; it's the ability of a person to lose track of time in the act, it's the ability of the person to lose the "I" in joy to the act i.e., the "I" which houses pride, ego, fear, insecurity, stress, worry, tension to the act while keeping the line of sight one is headed for. "Mind means Me In the eND". Don't live in the mind (thoughts) always; mind is another name for ego (false identity). *In fact, all worry (virus) is of the ego, for the ego and by the ego. Understand ego and all worry ceases.*

Use mind to live all acts with heart (peace & joy) and you will have no worry. We can either live in peace or worry, we can't do both.

*Don't just work hard, work happy.*

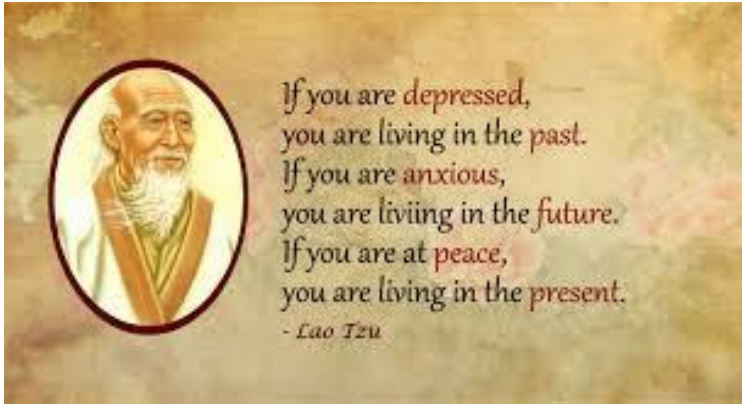
This idea and mindset of focusing more on the results must be dropped and the mindset of doing things with 100% involvement and happiness must take the center stage for a successful society. Total result oriented mindset will only breed tension and anxiety in the society leading to disharmony. Always watch your mind for mind is where all mischief / anxiety gets created. Ignore mind when not needed!

Focus on results alone should never become the driving force for an organization. Results are important but how you play the game, is everything. It's the essence, amount of joy you derive out of playing the game, more important than winning or losing. Can you be grateful to "Mother Nature"? All your energy (derived from food, water, air) is but her gift / blessing!!

**Remember, you cannot manage stress because of its imaginary nature; you can only manage your existential self. You can never manage something which is non-existential or imaginary in nature. Stress is a choice and so is happiness to all of us. It's a personal choice (conscious or otherwise), whether one picks stress over joy or joy over stress. It's the ability of the person to take the unnecessary "I" i.e. the ego out from thinking, paves the way for happiness & success. Imagination cannot contain imagination, negative imagination must be stopped completely.**

**\*To sum it, all stress is of the ego, for the ego and by the ego. Understanding ego is the key to dropping all stress & worry!**

**Winning and losing are both part and parcel of the journey called life. One cannot win all the games one plays, it's all about celebrating and cherishing the game called "journey of life". Every breadth is gift and celebration in itself. Life itself is the greatest celebration & joy.**



- Nature does not hurry, yet everything is accomplished.
- The Tao (truth) that can be told is not the real Tao (truth) because truth can only be felt and can never be captured in words or expressions.
- Mastering others is strength, mastering yourself is true power.
- When the best leaders work is done the people say we did it ourselves.
- When I let go of what I am (ego), I become what I might be.
- At the center of your being you have the answer; you know who you are and what you want.
- *Your "Self" is the traveler, journey and destination.*

"Lao Tzu"

*Everlasting leader follows and flows with heart...*

## **Food for Understanding!**

- Importance of good manners and why being respectful matters in life?
  - World works in give and take mode. Unless one learns to give respect he or she cannot expect it back
  - One should always learn to respect diversity of thought and opinions
  - Being respectful and tolerant towards others is a necessity not a choice for success.
- Why acceptance of others imperfections and diverse views is essential in life?
  - Success is also about learning to accept others imperfections and be comfortable with them. It's only through diversity, creativity happens.
- Intolerance breeds negative feelings in the mind whereas acceptance ceases negativity
- Leadership is all about getting along with people not getting above
- Intolerance and disrespect for dissenting views, cultural and thought diversity is a major cause for lack of creative energy in the society
- Smart work and creativity is no substitute for self-effort
  - Your creativity and smartness should always complement self-effort not replace
  - One smart or creative idea can be replaced with another but not self-effort. You may change the brick shapes and design of the building with another but someone still needs to build the house to have one.

***Honesty is not the best policy but the only policy.***

- Role of discipline in success and happiness
  - No matter how smart and hard you work, you still got to match it with discipline to achieve best results
  - Doesn't matter how many hours you spend on fitness in gym or elsewhere, you still got to eat good food to stay healthy
- What are we without a team? Why is team and team work important in life for success?
  - Human beings (eyes, ears, heart, lungs, blood, bones etc.) by existence are a product of team work.
  - Even if you learn to play all the instruments, you can't play them all at the same time. Success is a continuous orchestra not a one-time play.
  - It's about all about get ahead by taking people along.
- Trust, Honesty & Integrity play a vital role in one's success and happiness
  - Nobody wants to be friends or work with a dishonest person. A person who lacks integrity will lack respect.
  - You can fool some people all the times, some people sometimes but not all the people all the time.
  - Honesty is one human quality which touches people faster than any other human emotion.
- Why is clarity of thought, patience, tolerance and being connected with “self” important in life?
  - Knowing and being self is fundamental to success & happiness
  - Being clear and aware of the goals, priorities, interests, strengths, areas of improvements in mind all the time is the essence of success and growth in life
  - **Leaders don't panic** and are the most patient & tolerant lot in testing times!

*Don't become the doer, just do it!*

- Importance of association with sports and games?
  - Being associated with a sport teaches us the essence of sportsman spirit
  - We all know when we play or watch a sport while one wins the other loses. It teaches us how to handle successful and unsuccessful outcomes with grace
  - The one who cannot handle failure gracefully and learn from it, he cannot climb the heights of success
  - Always play sports if not be associated with at least one sport
- Importance of challenging self, taking risks, being passionate and enjoying everything we do?
  - Unless you love doing what you do or do what you love, you cannot put your heart into it, unless you put your heart into it, you cannot enjoy it and unless you enjoy what you do, you cannot be at your best
  - The only way to be successful is to give your best whole heartedly all the time
  - One need not worry about the outcomes of ones thoughts and actions as long as ones actions are guided with right motives. Leaders are not afraid of failure, people or circumstances
  - Complaint not and be thankful to everything in life because what one achieves or not is only a passing thing but how one lives (contentment), is everything!
- Goal setting - Get into the habit of setting small goals and achieving every now and then. It's all about doing something with a direction and purpose in mind.
- Education helps understand the contradictions of life.

*Lack of understanding of "self" is the root cause of all failures.*

- Make goal setting a habit and that habit will set your life to success and happiness.
- Being adaptive - Change is the only constant in this world. Leaders and successful understand the importance of being alert and responsive to change.
  - The ability to anticipate and adapt to change ahead of time is one of the biggest strengths of all successful people.
  - It's not the fittest of all but the most adaptive to change that survive.
- Performer - The only way to command respect from people or your team is by being a high performer yourself.
  - As a leader, unless you perform and deliver when it matters, you cannot expect the same from others.
  - Always, be the change you want to bring about in people.
  - In life, always your actions command respect not words. Words go everywhere but for nothing unless matched with actions.
- Time is the greatest & most precious gift one has and the best part, it's the same 24 hours for everyone. Unless one realizes the importance of time and learns to manage time well i.e. doing right things at the right time without wasting time, one can never become successful in life.
- The ability to look beyond traditional confines combined with the urge to challenge status quo makes successful people think and try different things.

***Building antivirus for mind not just builds your road to happiness and success but also sustains it.***

- There are only 2 sides to any perspective i.e. the partial and the impartial (right intent) view and the rest is all debatable. The results as such don't matter in the long run as long as one takes the view with right motives
- Failing to strategize and plan is planning & strategizing to fail.
  - It's one thing to have a great plan and strategy in place and another to execute it.
  - The greatest of planning & strategy is of no use if you are not able to execute it.
  - Execution needs even more focus, energy and attention.
- Will power and flexibility are two sides of the same coin and must be exercised with judgment.
  - All successful people understand the importance and difference of using will-power and flexibility to their advantage.
  - A leader must know when and where to hold the ground (willpower) and when to yield (flexible).
  - It's a judgment call and comes with experience. As long as you are conscious of your actions, with experience you will learn to apply willpower and flexibility judiciously.
- Leaders must be clear and aware of their responsibilities all the time.
  - All great leaders understand the importance of owning-up things and being accountable for their actions.

*Lack of knowledge and understanding of "self" is the root cause of all unhappiness and ill will.*



- At the same time leaders must learn how to take the blame in their stride and handle it gracefully.
- Successful people must know when and how to defend their teams. A leader cannot afford to be overprotective and irrational in defense of himself or his team.
  - It's about playing the defender and the enabler with the right balance and judgment.
  - It's about being consistent and transparent in both criticism & support of self and team.
- Leaders must learn the ability to connect and communicate effectively with people.
  - One must realize that connecting and communicating with people are two different things though linked to each other.
  - Communication without connect is like a flower without fragrance.
  - You are not required to agree with anything and everything what others think but it's always important to learn to agree, to disagree, respectfully.
- Leading self is a pre-requisite not your passport to becoming successful in life.
  - Leading self is the foundation on which one can build the stamina and character to walk the journey of success and leadership with happiness.
  - The key differentiator between a successful person and a successful leader is the ability to motivate and bring out the best in others.
- Leaders are self-motivated people with full of confidence and energy. Talk to any great leader; you realize they have this persona to motivate and make you feel good
- *Know that the, invisible is driven by the visible & vice versa!*

- Great leaders come across as natural motivators because they are genuinely interested in wellbeing of people.
- Successful people have this uncanny ability to motivate themselves and others when the going gets tough.
- Every person is born “Selfish” but the understanding of “Self” & “Selfishness varies from person to person. No greatness can ever be achieved without sacrifice (“Selfishness”) arising out of “Self” knowing. Selfishness & Sacrifice are two sides of the same coin bound by self-love & gratitude.
  - Being “Self” is being happy & harmonious and it is but natural. Selfishness is joy & harmony in flow.
  - There are no short cuts to success but many to failures. Not being “Self” is the biggest failure in life.
- **Selfishness is another name for success & sacrifice.** The greater the success the greater is the joy & selfishness.
- Successful people are anything but resilient and courageous people.
- Any achievement worthwhile will offer tough and challenging situations.
- Successful people understand that the only way to gain strength and toughness is by walking & enjoying difficult situations.
- Leaders develop a liking for demanding situations. A diamond is tough because it has learnt to handle extreme pressure hundreds of meters below earth with a smile (shine)
- Leaders and successful people by virtue of their success and achievements become inspiration to many people.
  - Like love begets love, success begets success, leadership begets leadership.

- People follow successful persons because they see them as role models. Good leaders turn great because of their selfless and benevolent acts.
- Leaders and successful people do periodic checks to ensure they are on track.
- Feedback is a great instrument to do a reality check on what is working and what is not.
- They understand the importance of the other view because we may not see our own flaws while we are focused on the journey and purpose.
- Leaders don't just take feedback but also chart down actions on improvements and follow-up on actions be it for themselves or their team.
- Knowing your-self, your strengths, interests, priorities & weaknesses is the first step towards success & leadership. Clarity in your mind and heart as to what you want to become, and how, is the next biggest thing.
- You are the best judge for yourself since nobody knows you better than yourself.
- Being aware all the time of the direction and purpose in life and playing to one's strength is the hall mark of a successful person.
- Leaders are anything but indecisive people. All successful people are decisive, good at setting expectations and are go-getters. They don't wait for things to happen, they make things happen.
- They are not like a cat on the wall looking to jump both sides. It doesn't matter which side you take but you must always take a position on things.

- Leadership comes with a price, sometimes the decisions one takes may not yield the expected results but that does not drive them away from taking decisions.
- Learn to set expectations and measurable goals.
- Leaders are anything but unprepared lot. They understand the importance of preparation.
- A prepared person is better equipped to face the uncertainties than the unprepared. Most companies who do fire drills handle real situations better.
- It is the greatest of the preparation combined with persistence and focus that makes most great tasks achievable.
- Leaders develop this uncanny ability to finish things. It is the ability to cross the finish line more often than not sets them apart from the rest
- Everything takes its own time. One must respect law of time and law of sequential evolution and not try to bypass the established natural laws which govern us.
  - Big things are never achieved alone; it has to be a team effort.
  - If you are working with others, you must always have the poise when dealing with others imperfections and divergent views.
- It is easy to convince and tolerate self in the event of mistakes but it's always difficult to convince & tolerate others for their errors.
- Fortune favors the prepared and brave.

*All learning & success in this world without happiness is incomplete.*

**15. Failure and Rejection:** What is failure? and why do people fear failure? Is failure is a myth in the minds of quitters? Is there something called failure in reality? Or is it a self-induced road block in the mind? Is failure a point in time event accepted as eternal by a person who doesn't understand human potential? Leaders understand that failure is for the efforts, actions, strategy & path chosen by the person and not the person per say. A leader is the one who sees the lessons it offers and knows how to use them as ladder for growth. Leader is the one who sees *failure, rejection, challenges and problems as food for success & leadership.*



Failure has meaning for those who have cultivated fear. Rejection & failure are two of the greatest tools Mother Nature offers for growth. No success can ever be achieved without experiencing failure and rejection. As long as a person doesn't quit action, doesn't lose focus, he or she is always in with a chance to succeed. **Failure is waiting for things to happen while success is heartfelt action to make things happen.**

*Success is a journey of courage, commitment and persistence in action...*

*What breath is for body, education is to  
success; what education is to success,  
leadership is to a nation...*

It's like winners don't quit and quitters don't win. Failure is also a journey like success. People continuously fail themselves every day not because of their potential but because of lack of action & purpose. The deeper the roots go below the earth; higher & stronger the tree goes above the ground. Similarly, the more one is grounded in continuous & purposeful action and learning; higher will be the rate of success. A person cannot be failed unless it is a self-inflicted conditioning. *\*Fear & inaction is failure; committed and focused action never fails!!*

**As long as a person learns the lessons from all the events, people and experiences without wasting time criticizing self or others, he or she will be on the path of growth.**

Perception called failure is imaginary & temporary. All perceived failures are attempted efforts not yielding expected results hence in reality they have nothing to do with human potential or capacity. Failure is a signal for learning, course correction, lack of fire & will. People fear failure because they link outcomes of their actions to their pride & self-respect.

Fear is always associated with false pride. In reality outcomes of the activities we perform have nothing to do with the self-respect & potential. In fact, the aspect pride should be associated with the spirit and passion one performs the activities not the end result as such. *Fear and failure always go together like happiness & success. Failure (mistakes, errors) & rejection in reality are the greatest tools for growth. A person who cannot embrace and use rejection & failure as a means for learning & growth can never become successful.* Continuous learning & action should become a way of life.

***Remember, gold needs to go thru fire for getting converted into an ornament.***

*The obstacle is the path. (Zen Saying)*



Trying to live the mentioned qualities can only happen occasionally but if you make it a way of life then success happens as a natural consequence with the help of adversities.

Note, hard work without heartwork is like a flower without any fragrance. Understand that all try is an effort of mind whereas total involvement in the act in the present moment is the way of heart. When doing everything wholeheartedly becomes a way of life, a way of being like breathing without any effort only then can success become an integral part of you. All tries are against heart and hence can make way for occasional wins. When the heart is for something you don't try, you simply flow into the act; you are lost in the act you love doing. When in love for an act / purpose / goal, adversities are but your friends, strengthening tools & guides.

The key is to do things wholeheartedly without fear. You need to cultivate the heart way of living complementing the mind. It's about thinking before the action and doing one thing at a time in totality and not thinking during the action.

Enjoy the food every time you eat like you are born to eat, enjoy water every time you drink like you are born to drink, enjoy studies like you are born to study, listen to a song like you are born to enjoy the song, play a sport like you are born to play that sport. *Success follows heart...*

### *What is rejection?*

Rejection is a signal for course correction. It's a tool to teach us that the way chosen is not sufficient & effective. It's a tool for self-evaluation and rectification. Rejection is a mechanism for enabling toughness & empowerment.

*Success is not giving up...*

All successful people use rejection and failure as a tool for growth and learning while rest fail to understand the lessons it is trying to teach. The quitters or so-called losers rather fail to read the message and get depressed and demotivated with rejection and failure. An Airplane takes-off against the wind always! The greater the resistance, the greater is the success.

*Remember, rejection is not the end but the beginning to something new & great. Rejection is a means to make one accept that current skill, energy, plan, way is not working or effective and hence the need to look for renewed skill, energy, a new plan, a new route, a new strategy, a new approach.*

Rejection means look in and change the direction you are headed or change the way you are headed in that direction or simply rethink on how you do things. *\*Always be open to newness, diversity & learning. Unless a person navigates rejection and failure gracefully and learns to use it to his or her advantage, the person can never become successful.* If success is a journey on many wheels, Rejection & Failure are two sides of all those wheels which you have to play around and use to move forward. Failure and Rejection are always with you but as long as you are moving on, both failure & rejection take you forward in the journey called success.

Fear=Failure. Moving forward continuously in pursuit of your goal / purpose without fear is success which essentially means continuous actions irrespective of outcomes i.e. success, failures and rejections. Moving forward is not quitting and not giving up on purposeful action is success!!

*Inaction is the root cause of all failure whereas action is the root cause of success.*

## **Food for Understanding**

- *Failure = Doubt = Fear = Inaction...*
- You either perish in fear or flourish in persistent action
- Diamonds cannot be formed on the surface of earth!
- *Failure (Mistakes, Lack of Skill) => Learning => Growth.*
  - Failure is a point in time lapse accepted as eternal by a person who does not know "Self" or lacks self-trust.
  - *One who does not make mistakes never learns.* Fastest way to growth => Make as many mistakes as quickly as possible but never repeat.
  - *Doing one thing at a time without quitting, he or she is always in with a chance to succeed.*
  - As long as a person learns the lesson from all the mistakes, errors, events, activities, experiences or tasks, he or she is on the path of continuous success. Perception called failure is a myth. It's a creation of mind and only exists in the mind.
  - Remember all reason, intellect, learning, failure, success, leadership is only part of the mind and neither mind nor body is whole. It's again the reason / intellect which tell us that everything is part of the whole. Part can never become whole but whole can become a part.
  - Whole or existence or Mother Nature of which we are part of is too vast and beyond words, mind, intellect, space, time or person hence be open and receptive all the time so that understanding or truth may descend.
  - *Great leaders learn to lose gracefully with gratitude!*
  - Learn "One thing" at a time and you can learn much!

*Logic is limiting whereas non-logical is un-limiting.*

*The one who cannot learn to lose  
gracefully can never win gracefully hence  
a win without compassion & gratitude  
only leads to erosion of human  
essence in a person!*

## - Money: Tool for Failure!

What is money and why money can be a cause of failure?

It's important to understand that money is of utility when spent or exchanged else it's just a piece of paper / some number / lifeless resource. When money is spent on education (self / others) it gives highest value & returns but beyond a point, necessities and moderation it is a futility. The sooner one understands the purpose of money, the futility of hoarding it, the sooner one starts living life else you will have everything in a living except life. Earning money (even loads of it) is not bad per se when used wisely but it is the drive, love & attachment for money that makes a mockery of the person. For happiness & success to happen, it's imperative to understand both the utility & futility of money else you run the risk of making the headless slave a master! When a lifeless resource becomes the driver of your life, all you end up doing is...continuously chase lifeless things (eat skin & miss fruit!).

**Is money a goal? Can money cause unhappiness & failure?**

To begin with, let's try to understand why currency was created in the first place by humans? *Money was created to facilitate exchange of material & services.* When usage of money is confined to necessities & moderation it serves its purpose but when it crosses the shores of reasonableness, it becomes one of the biggest reasons for unhappiness & failure.

*Live money but don't live for money.* Due to lack of insight people mistake convenience and comfort for happiness, power & success. If we attach power to money or things outside of us, it is bound to make us powerless. **Note:** Money can never buy skill / knowledge. When we lose the power of discrimination, power of education we are bound for disaster.

*Use money but don't be used by money...*

*Understand that Talent / Knowledge / Skill / Education  
Merit does not go to Money (must be earned; money /  
fortune can never buy it) rather Money goes to  
Talented / Knowledgeable / Skilled / Educated  
/ Meritorious...*

## **- Technology: Use, Abuse & Disruption!**

What is the role of technology and how technology can act as a catalyst for human progress?

And at the same it's equally important to understand how and why the same technology can become an instrument for abuse, disruption, disease and failure!

In the current scenario where information technology and internet devices are perceived as the 5<sup>th</sup> human necessity alongside food, clothing, shelter & education, it's imperative to understand both the pros and cons of its usage.

There can be no debate about utility of internet. Everyone understands the benefits it brings but what is conveniently ignored is the ills, risks and dangers it also brings home along with those benefits. Undoubtedly, there is a lot of useful information / data on the internet which can be accessed through technology, devices, social media etc. and can be very effectively put to use for human progress but the key is to be able to discriminate between the useful, unwanted and the harmful which is being prompted, propagated and packaged seamlessly.

It's critical to realize that with the good always comes the bad as a package and hence the emphasis should be equally on educating students on the ills and risks associated with the improper and excess usage of internet, social media & technology. Students must be made aware as to how a person sitting in any corner of the world can easily influence, lure, manipulate and lead them into trouble when not watchful.

*Learn to switch-off technology for some time in your daily life else technology will switch-off life in you.*

Human mind has always been an easy prey for centuries and with technology things could become even worst. Technology can be used as a great manipulator since personal data / behaviors will become more public than ever before making people more vulnerable. Unless students are taught and made aware of the inherent ills and weaknesses technology brings to our homes it will be difficult to ensure social order, harmony, safety & security of humanity at large. *Any person sitting anywhere in the world could easily influence large sections of society in the easiest possible way and shortest possible time for their selfish aspirations and goals.*

Henceforth, teaching the students how to optimize the usage of internet / technology / gadgets / social media is key to ensuring that unwanted is filtered and exited from the useful. Addiction to resources, be it good or bad has its own perils. Students spending more time on internet, electronic gadgets and social media potentially expose themselves to unimaginable social, physiological and psychological disorders.

*\*Food is great, is a need but overeating is bad. Understand the difference between use and abuse, utility and futility of technology & resources. Technology is fantastic but for a better life, learn to switch off technology else technology will switch off life in you.* If the usage of technology is not checked at a personal & organizational level, this enabler called technology could potentially turn into one of the greatest manmade disasters. \*Again, at a societal level, it may not be possible to control but clear lines will have to be drawn personally by every individual to ensure effective and safe use of technology else disharmony, disruption & abuse could become order of the day!

*Use technology but don't be used or abused by  
technology...*



# 16. Time and Team are second to None

## - Team work and human existence

Who are we? What are we made of? Do we ever think about all the people and elements which made us what we are?

## What is the significance of team in our life and success?

Humans by existence are a product of team work. Eyes, ears, nose, lungs, hands, legs, heart, brain, bones, blood etc. all perform distinctly different functions and yet each one of those is critical in the functioning of the body. When a person moves, all the parts in the body come together and move as one entity. If heart thinks I' am the greatest, close your eyes for a minute the best of the heart in the world cannot help you see things.

Close your nose and mouth, the best of the heart cannot help you with breathing. Without eyes all your life will be in darkness. Without lungs there is no life. To put it in perspective, whatever we learn and earn by virtue of parenting, schooling, college, work, business or otherwise, there is a team involved. At every stage of human life, there is a dependency on others though we are independent by existence. In fact, we exist only in co-existence. It's paradox in itself, that we are independent but yet dependent on a lot of things outside of us for our existence, survival, growth and wellbeing.

Air, water, animals, trees, mountains, rivers (under and over ground), seas, seasons, temperature, rains etc. are a part and parcel of our life. Do we not have a bounden duty to respect, protect and safe guard the team? Is there an inherent message from the creator that we must all learn to respect and co-exist

with each other despite being unique and different from each other, be it human beings, animals, plants or other elements of creation? Can we not say we are only a part of a team and every element has a role to play in maintaining this system? Humans are the most sophisticated of all creations and hence all the more responsibility on us. Apart from human beings no other entity which is part of creation abuses creation. Only human beings have this dubious distinction of exploiting the Mother Nature or “Creation” we are part of, nobody else.

Let’s stop by for a moment and see who all helped us in our journey. To begin with, we are greatly indebted to our parents and elders for teaching us how to speak, walk, talk, behave, think and eat which are the fundamentals of living. We must also be ever grateful to all our gurus and teachers for education, be it schooling, college, university or at work, spiritual or religious. There are so many contributors to our life but how often do we think or acknowledge them?

At each stage of our life there was, is and will be a team or a group of people and elements which continue to touch our lives. Not just direct, there are many more indirect relationships as well. Indirect contributors are farmers who produce agriculture products be it related to food or clothing, the military who protects the borders and balances the country when there is an internal crisis, judiciary, doctors, state administration (bureaucrats, technocrats, police, people serving in various govt. & non govt. departments), engineers, scientists, industrialists, business class, working class, people involved in the supply chain who make things available to us, the political class etc., they all have played a role in our life and touched our life in one way or the other. Extending the list, there are many other elements like animals, trees, air, water, mountains, rivers, seas etc. who are part of our life,

happiness, growth directly or indirectly about whom we seldom think.

*Human beings don't exist, they co-exist...*

Those who do not understand existence as team and team work can never become successful. Though we pay for school, college, clothes we wear, food we eat, the supply chain involved, tax for govt. services etc., does the money we pay end our responsibilities towards them?

Or do we have a larger role to play in returning their gratitude or conserving the natural resources? If you take the money element out of the equation, is everyone who contributed to our growth in a better shape or do they need our support? In essence, our life is touched by so many people, elements in so many ways for which we must be ever thankful to them all. Even if you are good at playing all the instruments in the orchestra, you cannot play them all at the same time. Remember, nothing worthwhile can ever be achieved without team work in life. How many times have we expressed our gratitude to all the people and elements who contributed to our living, growth and sustenance?

Is it not our bounden duty to protect the air which keeps us alive? Is it not our bounden duty to protect & conserve the trees? Is it not our bounden duty to protect & conserve lakes, rivers, mountains, coal, oil, gas, climate and everything which is part of environment since our very existence is dependent on them?? Should we not look at creating reusable & renewable sources for our larger sustenance?

**\*\*To exist is, to coexist. We can't even live for 5 minutes without air, a few hours without water and a few days without food. Can we afford to destroy our own self by**

**polluting the air we breathe, cutting the trees which give us clean air, rain & food? Can we afford to exhaust all our energy i.e. coal, oil & gas reserves?**

We must protect the team we are part of for our own interest. We cannot shy away from our responsibilities thinking others would do it. Every person must play a part in safeguarding & conserving the creation we are part of, else be prepared for the curse of Mother Nature. There cannot be any exceptions in this regard. *\*Protection & Conservation of natural resources by creating more reusable & renewable resources in all aspects of life must become a way of life else there is no salvation.*

*It is not only our responsibility, but a bounden duty to protect & conserve "Mother Nature" because we owe everything to her.*

### **- Time – One of the most precious things in this world**

All successful people understand that it's imperative to do the right things at the right time for the right results to happen. Time is, was and will always be the witness to everything we do. A person who does not realize the value of time can never become successful in life. A 100 million can be earned back if lost, but not a single second, once lost. When it comes to money we all know how much we have but when it comes to time we don't know how much we have so live life of no regrets fully, every second.

*There is no greater advantage than having time on your side to turn things around. Nothing can buy us time. The great thing about time is that you either get better or worse with the passing of it, but you cannot remain the same.*

*Time cannot keep us the same.* The choice & decision is ours whether we choose betterment or degradation, consciously or otherwise. Reiterating again, the key to success is in realizing the importance of teamly and timely actions.

The single biggest difference between successful persons and others is they realize the importance of time and make most of the 24 hours they have every day. People say time is money but it is much beyond money. Time is one of the most valuable gifts every human being gets free of cost from birth.

### **- Giving back - Bounden duty and responsibility**

Giving back is a bounden duty and responsibility of every human being. Take example of any successful person in this world and you will see an overwhelming passion for giving back to the society and nature. It is their gratitude for people and “Mother Nature” which creates that inherent passion.

A person is known by what he or she gives, not what he or she takes. Mother Nature explains this through phenomenon of colors. Light is formed by 7 colors i.e. Violet, Indigo, Blue, Green, Yellow, Orange, Red. An object when put to light acquires the VIBGYORic color it gives away. A rose is red because it takes in all the other 6 colors (i.e. VIBGYO) and gives away red. An object which takes in all 7 colors appears black whereas an object which gives away everything appears white. It's not by accident that white is used a symbol for purity and black a token for protest.

***Make your time count in life else your life will have  
nothing to count at the end.***

We don't have a choice but to give it back to the team we are part of called the creation i.e. air, water, trees, animals, lakes, rivers, mountains, other people, etc. because any harm to them is harming "Self".

If we don't do enough to protect the "**TEAM**" we are part of, we will be forced to face with more "Mother Nature's" calamities. This will lead to more and more suffering, disease and destruction to human society. Nature calamities like Draught, Tsunami's Tornadoes, Earth Quakes, Floods, Death, Violence and Wars for natural resources will become a norm. Not much humanity will be left in humans. Maybe a need will arise someday to coin a new word to address human beings in the future with a different name if this madness goes on.

**It is now or never.** Everybody should wake up and act now. Each one of us should raise at least one tree and do their bit to restore and maintain the balance of Mother Nature. Those who don't do are guilty of failure of existential duty and are inviting trouble for themselves in the form of disease, ill health, social disharmony, ecological unrest & more.

All natural resources (air, water, trees, rivers, coal, gas etc.) are our team and part of us. We are air (breathing), water (drinking), trees (food) as earth (food grains, fruits, cattle) etc. Everything we eat directly or indirectly, come from mother earth along with the energy used for living, transportation (Oil, Gas, Coal & Electricity etc.). Those who abuse or misuse Mother Nature's resources (Air, water, trees, rivers, animals, coal, oil, gas, hills etc.) are not abusing others but themselves.

***We cannot afford to destroy things we are made of and use for our very own survival and progress.***

A person who does not respect and show gratitude to “mother” can never remain connected with the human essence in their being. Your actions are the only testimony to prove that there is still evidence of humanity left in your being. Are we not a package of all those nature’s elements???

\*Social disharmony impacts all be it rich or poor, literate or illiterate, educated or uneducated and is caused by inequality & deprivation. Can we afford to let our future generations suffer for lack of food, education, medicines, clothes, shelter etc.? Should we not address the issue of production (food grains, clothes, medicines, electricity etc.), distribution of resources for our and our family’s future wellbeing?

Remember, we live in an interconnected & inter-dependent world where everything touches everything and everything contributes in creation and sustenance of this world. As a responsible & duty bound global citizen, everyone must play their part in addressing the issues confronting our larger “Team” i.e. humans & environment.

\*Human beings by birth, existence, sustenance are a product of team work and it will continue to be the same till we breathe our last. Let’s not wait for others, let’s take the first step our self and show some proof of gratitude with our actions by doing something for Mother Nature else we all will be cursed by future generations. ***Time and team are second to none in our lives.*** We all are part of a larger team called civil society and environment no matter what we do and where we live. Bondage to material, thoughts & beliefs is the only constraint to human evolution.

***\*Even the final journey after our death needs a team to accomplish.***

Education should lead us to freedom not bondage. Giving leads us to freedom. True power comes from freedom not bondage. Break the chains of thoughts & beliefs. Freedom from material thoughts and beliefs is the only way for human growth. Accept that we are a team of unlimited diversity within and outside. Take note of the diversity within, it is so telling and complementary i.e. the eyes, the ears, nose, hands, legs, lungs hearts, bones, blood, fingers etc. when a person moves they all move as one.

In this world, everything complements everything, everything thrives on everything. As a team, the world sustains, divided it breaks. It's the giving which makes our living possible. In other words, giving is living. Understand that inclusiveness & diversity makes us complete. Understand that change, diversity & giving is a tool for growth & sustenance. The social or administrative divisions of land, culture, resources, communities, language, economies, race, color, gender etc. are only to complement each other and not to create conflict, disharmony & discrimination. All human beings want variety but the same variety should not become a curse.

We can't eat the same food, fruit, vegetable nor sweet every day, can we??? Variety is the very essence of creation. We cannot touch all the elements that touch our lives but certainly, each one of us can touch one element and make a positive difference in our own way. *There is nothing more fulfilling than the joy of giving back!!*

*Outcome of learning is understanding, understanding is in awareness and awareness is in flowing and in flowing with heart is living...*



## **Food for Understanding**

- What is the value and significance of TIME?
  - Time is one of the most precious gift every human being is blessed with
  - One can earn back lakhs of rupees when spent but not a second once spent
  - A person who does not realize the value of time can never become successful in life
  - Make your time count in life else your life will have nothing to count at the end
- What is the importance of TEAM (Teachers, Parents, Air, Water, Trees, Mountains, Lakes, Rivers, Supply chain of people etc.) in our life?
  - At every stage of human life (Creation - birth, Sustenance – living, Destruction – death) there is a dependency. Every human being though may appear independent by existence but *in actuality is made of mother (woman), father (man), air, water, earth, fire (heat inside body), clouds, seas, trees, rains, animals, mountains & everything part of this creation.*
  - Humans are a bit of everything part of this creation!
- What is our bounden duty and responsibility towards our larger TEAM?
  - We are what we give not what we take.
  - Protecting the air, water, elements of nature we use for our survival is not a choice but a bounden duty of every human being irrespective of creed and sect.
  - *Respecting & protecting the interests and wellbeing of creation (Mother Nature) we live in is not a choice but a bounden duty of every human being.*
- Normal is ego talking to ego; rare is human talk!

*We are richer by what we give not what we hoard...*

$$QLE^2 = PH^2$$

**Quality Leadership, Education & Environment =  
Prosperity, Health & Harmony of a nation...**

## Short story – The Educated Way

This is an incident / story believed to have happened during the times when Germany was divided. A boundary wall was constructed on the border to divide Germany into East & West. In those days, East Germany was considered as poor & backward while the west was seen as a wealthy & prosperous region. Because of the distasteful environment created during division, East German people out of temper started throwing trash on the West Germany side over the boundary wall. For that West Germany people responded by putting fresh Fruits, Vegetables and Farm produce on the East Germany side and put up a hoarding which said **“We all give what we have”**. That gesture not only made them stop throwing garbage but also realize that behavior, actions & success is an outcome of what we cultivate inside!

*\*The difference in behavior of people is due to difference in levels of understanding!*

*Education which cannot transform a boy, girl,  
man, woman into human is  
Incomplete!*

## 17. Lamp Posts

- *Drop of knowledge added every day leads to the ocean of wisdom one day.*
- A life without happiness, purpose and direction is a life without any meaning.
- Continuous purposeful action is the best instrument / weapon available to people for achieving success!
- Find a purpose and direction for your life; when you find it, be 100% passionate and convinced about it and focus all your energies and thoughts on it and enjoy what you do. That is the only approach to success and happiness.
- **Choices we make, makes us (good or bad).**
- Knowing and trusting in self is the first step to the path of success.
- **If you don't trust yourself, nobody else will.**
- All negative thoughts are mental viruses which can potentially destroy your life.
- Your mind is your greatest asset and only you can guard it. If you don't protect, it will become your greatest liability.
- No two things in life, either you drive out mental virus or let the virus drive you.
- If you can't find an outlet for the mental virus nobody else can. Either you win or the virus in you wins!!
- When you can read & know your own self, there is no need to read any other book.
- **If you don't build antivirus, mental virus will build you.**

- Nothing worthwhile can ever be achieved in this world without sacrifice and a higher purpose.
- Building antivirus for mind is a like marathon run or 24/7 football match, play it like your favorite sport and enjoy; health, happiness and success will follow.
- Without antivirus protection, your life will get corrupt and lose direction and purpose.
- Realizing faith (bhakti / feeling inside) matters not the connect with outside words, names, forms, shapes, colors, formless, emptiness, entities etc. which initiate that inside!
- Make yourself happy and comfortable before others because it's easier to extend something have.
- Do what you love or love what you do because that is the only way to be at your best and only by giving your best all the time, can take to you to happiness, success and greatness.
- All your actions must be guided with right motives to be on the path of growth.
- From a known you can go to unknown never the other way round so be aware of yourself all the time.
- To be successful, always be on the path of conscious and continuous learning because that is the only way to realize one's true potential.
- Deconstruction of fear in mind is a pre-requisite for success and success a prerequisite for leadership!
- "Self" in you equals to infinite in potential. Focus on cultivating self, fruits will happen.

- *Smart is the learned person but wise is the learning person.*
- Truth is one but is expressed in many ways similarly life is one but forms & shapes are many.
- Everything comes with a price, to grow; you must labor and cultivate self.
- When you lose the finite (Ego) in you, you become infinite.
- Unlock the limits in your thinking you become unlimited.
- It's not what we have but what we do with what we have.
- No substitute for self-effort; heart work & creativity should complement hard work.
- "I" in you is the greatest enabler and only bottleneck to your success and happiness.
- Mind is the problem and solution to everything (Buddha).
- Nothing is more powerful and stronger than a human mind. Understanding mind is the basis for winning.
- Understanding the mind can lead to true happiness.
- It's not always what you like to do but also what you ought to do.
- Human beings are a product of team work & dependency by existence.
- Time & team are second to none. Judge yourself always and others when you must.
- Judgment, comparison, denial of things involves conflict & unhappiness whereas acceptance As-Is ends conflict.
- Path to leading others begins with leading self.

- Don't become the doer, just do it.
- There are no short cuts to success but many to failures.
- Beware of the traps like laziness, indecision, Inaction, indiscipline, procrastination, shortcuts, temptations etc.
- The nature of mind is wanting whereas heart is gratitude and giving hence more of mind is less of peace & joy
- Don't work hard, work happy (heart work!).
- Success & leadership is a package not just a few qualities hence start cultivating your "Self".
- Biggest motivator for success is the tying up of efforts to the collective need and aspirations of the people involved.
- In any situation, there is only 1 choice, be in control or get controlled.
- All conflict and illusion ends when we understand relationships vis-a-vis utility & futility of things.
- An act performed with joy and happiness never seems hard.
- We all get what we deserve not what we desire hence keep working on the deserving aspect.
- No matter how eager the parents are the baby needs 9 months to be healthy; do not try to grab the fruit before it's ripe, respect the law of time & sequential evolution.
- Respect law of time and evolution; It's wiser to fix screws of the aircraft on ground than in skies even if building the aircraft is delayed by a couple of days.
- The "I, Self" in you is the maker and the made.



- You cannot control 100% what happens outside but you can always chose 100% of what happens inside of you (Attitude is key but being human is living!).
- Knowledge is the only light which can dispel darkness for life unlike sun or lamps which do it during day and nights.
- There is no one path, view, dimension or direction that paves way to Leadership; it's the ability to embrace all ways and dimensions with openness that makes a leader.
- Action is inevitable since our existence (Human body works 24/7) is based on action but the nature of action is our choice. Chose right actions.
- We have no choice but to eat the fruits of our actions (both good & bad); the choice is only in thoughts and actions.
- Creator cannot teach everyone and everything hence he created gurus; Have the greatest regards for gurus and mentors.
- Don't study (/work) while you play and play while you study (/work), if you want to be successful and happy.
- Getting ahead is ordinary but getting ahead taking people along is extra-ordinary.
- Being healthy, happy & positive is not everything but fundamental to everything we do in life.
- Health cannot be outsourced. Give respect and take respect, exercise and eat healthy to stay healthy.
- Take control of your life; learn to be happy & positive by choice, rest all is outcome.
- **Money is with many, rich is the one who can be trusted!**

- If you cannot manage your time, you can never command others time.
- Even in a win you are a loser if you don't learn from the game and a winner if you learn something from the loss.
- Winning and losing is only a thing but playing with right motives and being human is everything!
- Not just the end goal but the path you choose all along is equally important.
- Find a purpose and direction for your life else the journey of life will mean nothing.
- Watching and facing fear leads to deconstruction of fear in mind - if something is worth doing, it's worth giving our best and enjoying without fear!
- If you cannot find happiness in what you are doing, do something else where you can!!
- No two things about happiness; learn to be happy doing what you do or do what makes you happy.
- Knowing and being self is the basis for winning self.
- Your “self” is at the center of your life all the time; hence take care of yourself before others.
- When you learn to take care of yourself, it's easier to extend it to others. You can only give or extend what you have, not what you don't.
- Little progress everyday adds up to big results. Little goals add up to big. Little happiness & positivity add up to lasting happiness, positivity & progress!
- Build your own antivirus for the mind, you cannot buy!

- Nothing is impossible for a willing heart because where there is heart, there is total involvement.
- Every human being is blessed with infinite potential and 24 hours every day; it's about believing in that and taking step(s) towards achieving your purpose in life every day.
- Life is a very simple exam but many fail because they try to copy others not knowing that each one has got a different question paper – P. Raghavulu Uncle
- A big difference between money and time; you always know how much money you have but you do not know how much time you have, so always live every second to the fullest & value time –P. Raghavulu
- Grow & change with the time, if you do not change life will change you but not on your terms – P. Raghavulu
- The difference between a loser and a winner is the difference in their willingness and readiness to change and improve. There can be no learning or improvement without change - – P. Raghavulu
- Resistance to change at times may provide a false sense of security but it will soon make you obsolete – P. Raghavulu Uncle
- Human beings are point in time species; it's ok to change the direction and purpose when you are convinced in future but always be 100% convinced about the choice in present.
- Knowing is learning, learning is understanding, understanding is flowing and flowing is growing.
- Honesty isn't the best policy but the only policy.

- Be just in everything you do so that everything else will have the opportunity to be just with you.
- Mark of a true leader lies in inspiring the human essence in shaping future leaders.
- When we chose our response, we are free from invasions.
- Leader must know where to compete and where not, where to judge & where not!
- Surest and quickest way for a country to progress is to create more and more quality leaders in all functions, segments and aspects that life.
- True value of a great leader lies in creating more leaders.
- Fear is construction of the ego & by the ego and is the root cause of all mental virus & unhappiness.
- Seeing things as-is in the now (present moment) is awareness and awareness leads to discovery.
- Path of Conscious & Continuous learning and unlearning is the only way to realize ones true potential.
- Awareness leads to understanding and understanding is true learning.
- Understanding cannot be forced it has to happen in an instant.
- Understanding is effortless (happens in awareness, instant), knowledge acquisition takes effort.
- Understanding happens from watching, reasoning and experiencing not simply gathering information. When knowledge, fear, beliefs, actions are distanced from ego, the real self emerges.

- *Successful is the person who has no time, place or energy for negativity.*
- Happiness & harmony is always between wanting and not wanting. *When worry ends, success begins!*
- When our actions turn to response from reactions, we are free from mental virus else we are under the influence of virus.
- When you understand the self in you, you will realize you are nobody. When you become nobody, you become everybody.
- Love is the only light, either you love (heart) or judge (mind) a person but you cannot do both at the same time. Drop mind for love to happen!
- Forgiveness and compassion are at the essence of a person in love, a love which is not confined to beliefs, regions, religions, sects, forms, shapes & colors.
- When we are free from all mental viruses, there will be place only for gratitude & compassion inside.
- Understand diversity and you will understand creativity.
- Embrace diversity, openness and you would have embraced creativity.
- Beliefs without reasoning is like virus which always misleads under the garb of security whereas knowing and seeing things “As-Is” clears all falsity.
- In being “Self” is growing and living rich!
- You only believe things that you don’t know whereas when you see & feel you don’t need to believe anything.

- We will be prone to manipulations as long as we react.
- Knowledge is material in nature whereas wisdom is above and beyond material things which emanates from within.
- *What is education if not the ability to conduct “Self”?*
- A leader acts from the voice within and flows where his heart & reason takes him but never with blind beliefs or emotions. Act not react is the core of a leader.
- Next generation leaders are those who are able to inspire a happy, stress-free & playful work culture while enabling people realize their true potential.
- Free is the person from mental virus who, doesn't always live in beliefs, disbeliefs, judgments, good and bad, right and wrong.
- Free is the person from mental virus whose behavior is not driven by factors, reasons & elements outside of him. Free is the person who is open & empty inside.
- More often than not when it comes to our own self, we first accept and justify / judge our self (subsequently or rarely) but for others its judgment first followed by acceptance (rarely!!)
- All stress and unhappiness is creation of the Ego, for the Ego and by the Ego.
- Acceptance leads to liberation whereas judgment leads to captivity and unhappiness.
- Reading books helps in reading mind & knowing self.
- If the creator didn't want you to reason there was no reason to put a brain in each head, scriptures were enough.

- Only a person who believes in things without self-reasoning & awareness can be fooled not the one who uses the power of self-reasoning & the light within.
- What we give life or creation, life or creation gives it back!
- Conclusions and beliefs are the major obstacles to growth
- Silence is the greatest master. More is revealed to a person in silence than by words.
- Building antivirus for mind is key to leading self.
- Read books for they add great value but if you can read “Self” there is no need to read anything else.
- Worth of all books & scriptures put together is in guiding people inward. Discovery of self leads to leading self.
- Leaders harvest blame, deflect praise; value individuals but worship teams (Chris Murphy, VP – Dell EMC)
- How can something changing be part of everything which is constantly changing? Only a constant which does not change, which cannot be consumed by change (time & space) can be a part of all changes.
- Understand that a seed which can produce countless seeds which takes so many shapes and forms is driven by a formless, invisible, infinite force at the root of it.
- Eyes can see objects only when there is distance between eyes and the objects not when the distance is absent, same is the difficulty with seeing the difference between body, mind & the real self.
- It’s easier to know others, things outside because there is a distance between the knower and the known but when

it comes to self, there is not much distance between yourself & you hence the difficulty.

- Acceptance which comes from understanding that one cannot understand everything is the greatest understanding and wisdom in this world.
- Is advantage not a disadvantage & disadvantage a boon!
- Majority who succeeded in the world are disadvantaged.
- While people wait for things to move, leaders move and make things happen.
- Connect with the invisible, formless, changeless and unconquerable seed inside the self which is at the root of your form & action to realize your true potential.
- Where diversity meets in harmony; creativity & intelligence happens paving way for great achievements.
- Antivirus for mind isn't the best way but the only way to stay happy & successful
- Understanding the nature & difference between the various aspects of self (physical body, mind, thoughts, intellect, emotions, energy etc.) is needed to know them!
- Leading Self is also connecting with the formless, changeless & all-knowing witness inside the self that sees through all the changes inside-out i.e. physical to intellectual growth from your childhood to at whatever stage of life you are right now. It's also the same who witnesses activities like heartbeat, breathing, digestion, so many other functions of the body though not actually performing those activities, from seeding to fruition of trees, all weathers & seasons and yet is unfazed & calm.



- Is “Air” the greatest leader? Formless, colorless, invisible, noiseless & odorless yet accomplishes the most critical job without any discrimination, interference & ego?
- Measure of a leader is in the willingness of the people to work for the leader whole heartedly.
- Handling praise needs more maturity than fear & failure!
- Living is not to a pack of thoughts & beliefs but actions. Your happiness & success lies in actions you perform with heart not in thoughts & belief systems in head.
- Mechanism to continuously keep the mind clean of the accumulated dust & garbage is Antivirus for mind
- Building antivirus for mind builds your road to happiness & success but the key is to acknowledge the virus in mind.
- Light the lamp called positivity within to make way for happiness and success.
- Unnecessary Judgment, measurement, competition and comparison are the greatest viruses which are destroying human intelligence & joy.
- Humans are not commodities to be statistically sampled unlike disease and merchandise. Every human being is unique and unparalleled unless conditioned to think otherwise.
- It is easier to undo somebody else’s creation from our mind but very hard to undo our own creations because of self-attachment. Understand the difference between natural & selfish creations in mind.
- Only the positive thoughts matter, rest all can be ignored.

- Drop all judgments after you have judged yourself enough as judgment itself becomes that final veil which hides your real being.
- *Praise is a double edged sword in the form of a sugar pill which leaders must learn to protect themselves from & stay insulated all the time else it will trigger their downfall!*
- A leader who does not understand the value of diversity of thought & form can never lead an organization in harmony. Only in harmony can sustained growth ever be achieved!!
- When your being itself becomes the reason for happiness, it becomes lasting else all other reasons make it momentary.
- When we can't understand ourselves how can we understand others? When we can't see & hear our own self how can we see & hear others?
- Biggest reality between understanding and acceptance is that we may not understand everything that happens in this world but we can certainly accept everything which can bring in understanding later.
- Life is a journey / flow so is everything in and around life i.e. learning, happiness, success & leadership.
- It's hard to define & express truth in words because truth is a wholesome phenomenon / experience (i.e. Body, Mind, Intellect & Energy combined) whereas all verbal expressions are a mind phenomenon only.
- *Success in an act = Surrendering "Self / I" to the act...*

- The journey called happiness, success & leadership is personal and unique to every individual hence hard to define. Only pointers are possible hence all text in this direction has to remain relative & open ended.
- Antivirus for mind is the mechanism to remove all the false filters, veils, seals the "I, Self" has accumulated over the years in the form of experience, thoughts, beliefs, knowledge from sense organs. It is from the imaginable can we move into the unimaginable realm!
- The only issue is not knowing how mind works and how to make mind work for "Self"!
- The only solution is in understanding Mind & its ways. The key to success lies in knowing the utility & futility of mind.
- Leadership is like an ever-flowing river; come rocks, mountains, turns, trees, twists it has to reach the sea (goal).
- Education enables people to live rich not simply acquire wealth; teaches the difference between being & living rich!
- Understand the entity called "fear" in mind which converts positive energy to negative.
- Mind is the only roadblock to success. Success is doing one thing at a time with only one goal in mind.
- Mind is a bit of everything we know (hear, touch, smell, see, feel, imagine) and we don't know (99.9% unknown).
- All knowledge, knowing is possible only from a distance (time & space); Silence of mind is the basis for all knowing!
- ***Success in an act = Power of Focus + Relaxation in Action!***

- Realize happiness needs no reason and when no reason is needed, every act becomes a reason for happiness.
- Experience is the key to knowledge, rest all is info.
- Though every human being is born with immeasurable capacity, nobody is a born artist, painter, singer etc. Capacity is not to be mistaken for learning, knowledge, skill, art or understanding.
- You are a seed outside and fruit inside; but to reach the fruit inside, you need to travel & toil, to become the fruit is a destination cum journey.
- Nothing comes for free in this world; art of being happy, art of success, leadership, singing, cooking, dancing, painting, farming, politics, teaching etc. must be learned consciously hence the premise that conscious and continuous learning is the key to realizing the infinite potential in you.
- Try to understand, when you are “I” the mind, you cannot be happy and when you are not “I” of the mind, you are happy.
- Understand there can be reasons for ill-health not health. Health itself is the reason, health is natural state of being and health is “Self”.
- Understand there can be reasons for unhappiness but not happiness. Happiness is the natural state of “Self”, happiness is “Self” and “Self” is happiness or joy.
- Knowing the “Self”/“I” in you is the only way to everlasting happiness, success & leadership.
- *Power of trust is the greatest enabler of human potential.*

- It's all about harmony in diversity. There are no contradictions in life, there is only diversity i.e. of thoughts, emotions and all emotions are good. All emotions must be accepted and lived totally & harmoniously for growth.
- The essence of success is in knowing what fear is, in realizing who constructs the thing called "fear" in our mind? Finally, in knowing who can destroy the entity called "fear" in our mind!
- Wanting one thing after the other is the very nature of mind. Mind is like the surface of the sea which is always restless, unlimited waves (wants) are formed one after the other hence it's important to focus only on one goal at a time and ignore the rest of the thoughts in mind.
- Important to understand that though "Mother Nature" has unlimited resources to offer, human desires still cannot be fulfilled because the wants of mind are unlimited. The unabated chasing of desires goes on and on in the mind leading to loss of concentration and energy.
- There is no superior or inferior being, realize it's the same energy in all no matter what you eat, where you live, how you live or what you think! It's about what you do with the energy that makes the difference!
- Major aspect of "Leading Self" would be to manage the "ego" if not how often do we get to meet the seer within?
- The power of hope combined with self-trust, imagination (creativity) & purpose is the most potent tool for growth.
- As a leader, when best folks are at work, let the show continue and not act. Your act may become an interference!

- *As long as leader's action & inaction become tools and opportunity to enable people's growth and not deprive them, their job is done, irrespective of outcomes!*
- As a leader, knowing when to engage and act and when to disengage and watch in withdrawal is key for success.
- Difference between "Vidya (Education)" & "Avidya (Ignorance)" is just one letter "A". It's in knowing the value of that 1 letter, 1 grain, 1 drop of water, 1 second makes all the difference (since life only offers 1 sec at a time).
- Planning is needed to pass exams, build a house, learn a skill, execute a project but life is not a project. Life is an inexpressible & indefinable flow. Beauty of life is in flowing with heart. Heart beats in present whereas mind is past or future. Living life on your own terms (heart) in the present moment with right motives is leading self.
- To know what we are, we must know what we are not, as tiny is the part of our self we think we know.
- Education is about letting go animal instincts to grab things, money, power, reputation etc. to make way for human essence to take center stage.
- After a stage "We are what we think & believe" is small compared to what we don't think & believe-> as miniscule is the part and capacity of "Mind" we know and use!
- Success cannot be sustained without a still & trained mind.
- *Measure of education is in how one behaves with a person who does not know how to behave!*

- Never under estimate the small; is not a Child the next best teacher after "Silence"?
- Life, Success, Leadership & Mind are a contradiction hence what we don't think & believe is always significant than what we think & believe!
- *In understanding the significance of what we don't think & believe is the real knowing!*
- The one who conducts "Self" with an understanding and awareness of gratitude, ego, human potential, opportunity & laws of nature is apt to lead a life of happiness, success & inspiration!
- Education cannot prevent storms it only gives the ability to sail thru storms in calm.
- Life is a mystery beyond words, in understanding & accepting with gratitude that everything happens in life for a good reason is key to be on the path of growth.
- Trust is known (absolute) whereas belief is unknown.
- You only trust a person once as trust is absolute, second time onward it's only a belief that they don't break it again!
- Many forget creating the next pool of quality leaders is one of the most important contributions of a leader to the society.
- Great leaders do not try to accomplish everything themselves rather give others opportunity to act & grow!
- Successful is the one who lives in the present, who lives & enjoys every act as much as the outcomes, no less no more!
- *Growth & prosperity comes from breaking all bondages!*

- *In remembering (being aware) that money was created for the purpose of facilitation of exchange of goods & services breaks the bondage from it.*
- Educated is the one who does not let his past or future spoil the present moment as present is what we will always have!
- Understand that Knowledge / Skill / Talent / Merit doesn't go to money instead money goes them.
- If ever money becomes a goal in life, life turns lifeless & living becomes machine like!
- Real wealth is that which is inside a person and cannot be taken away or stolen by people / forces / situations outside!
- Money has this peculiar characteristic, beyond necessities, when spent on "Self" is a utility / futility but when spent on others it turns valuable.
- *Though money finds the deserving and is enough to suffice all the needs, it's never enough for the mind & its wants!*
- Educated is the one who understands that book / guru / gyan is the 4<sup>th</sup> necessity for humans after food, clothing & shelter.
- *How a "Cloud" can obstruct the mighty "Sun" similarly one negative thought can obstruct your infinite potential!*
- Our ego is the biggest obstacle & tool for our growth!
- Fear & praise are the biggest tools of manipulation; leaders must be mindful of it all the time!
- Leadership is not about fame, authority, money, brand, people following, inspiration etc. it's a journey of solving issues, celebrations, enabling growth, peace & harmony and can come from anyone, anytime, anywhere!



- Reading, knowing & being “Self” is the basis to happiness, success & leadership.
- A leader grows as human equally in failure and success!
- Food is great, is a need but overeating is bad. Understand the difference between use and abuse, utility and futility of technology & resources. Technology is fantastic but for a better life, learn to switch off technology else technology will switch off life in you.
- It’s the quality of usage that determines richness not the quantity in possession. Any resource or situation you abuse, turns into your weakness while same put to effective use turns into your strength.
- *Everyday mantra for success & leadership - If not me, who else? If not now, then when?*
- Leader visible in form, shape and color makes action invisible while visible in action makes rest invisible!
- Biggest myth / expectation is that something or someone else will make us happy, successful or a leader.
- Nobody can make you happy, successful or a leader unless you choose to be so.
- Success & leadership is not about size, form, shape, color or interest, it’s about courage and commitment.
- Success & leadership is both a journey cum destination!
- Leaders always find a way for growth, if not, make one!
- Measure of a leader is in knowing how to deal with people who do not know how to deal with situations and people with compassion!

*Drop of awareness added everyday leads to the  
ocean of realization one day.*

✓How big is – What you don't know / think?

➤ Miniscule are you in the scheme of universe and tiny is the known!



Unknown=New=Creativity...

\*Knowing what you don't know / think will always be so much bigger than what you will always know is key to leading "Self"!

*Thankfulness is the most powerful emotion in a person while thank you is the most defining word in this world!*

*Life is either a journey of fear or success...*



# RaghuRam Ananthoj

The Everlasting Leader is not about the messenger. It's about the message. Everything which had to be said in this world is already said and there is nothing more to add. The message as such is everywhere, all pervading and is as alive and fresh as life itself though nothing unheard of before. It's all about knowing & being self!!



The message is probably as old as the civilization itself. The same message perhaps is being propagated by thousands of persons around the world in thousand different ways to help people connect with it. The newness could be in the packaging of the message!

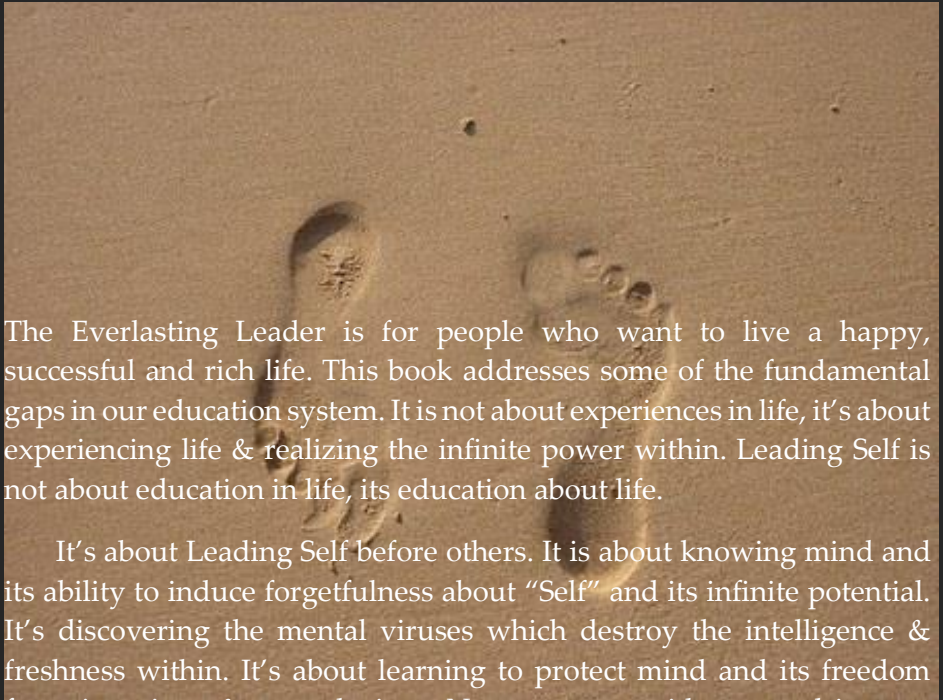
Raghu has a bachelor's degree in engineering from Osmania University. He has about 20 years of experience spanning 10 countries (India, Hong Kong, China, Dubai, Bahrain, Egypt, Germany, France, United Kingdom, and United States) across major world geographies largely in the field of Information Technology.

He has worked with people from over 50 different cultures across the world in various personal & leadership capacities. He is presently working as an IT program manager, based out of Hyderabad.

Raghu has successfully conducted 150+ Leading Self Leadership workshops attended by over 20,000 participants from various walks of life in India and United States. He enjoys sports and was also part of Hyderabad Ranji trophy cricket team. His interests include yoga, music, sports, travel and reading. Feel free to send your feedback, reviews and suggestions to [ananthoj1974@gmail.com](mailto:ananthoj1974@gmail.com).

**Success is risking the known for unknown...**

# The Everlasting Leader



The Everlasting Leader is for people who want to live a happy, successful and rich life. This book addresses some of the fundamental gaps in our education system. It is not about experiences in life, it's about experiencing life & realizing the infinite power within. Leading Self is not about education in life, its education about life.

It's about Leading Self before others. It is about knowing mind and its ability to induce forgetfulness about "Self" and its infinite potential. It's discovering the mental viruses which destroy the intelligence & freshness within. It's about learning to protect mind and its freedom from invasions & mental virus. No two ways, either you drive out mental virus or let mental virus drive your life.

The Everlasting Leader is the one who is traversing from top to bottom, when at top is like "SUN", giving light (clearing darkness) & energy to all without discrimination and interference and when at bottom should be like "SEA", lying low than others and having the depth & breadth to welcome and dissolve all streams (muddy & clean) for the common cause. This book is to let students know that leader is a contradiction with openness to newness, a person who is flying with and against the wind...

**Even for the greatest leaders, just a few seconds is enough for the fall from grace!**