

The Concise Laws of Human Nature

1. To imagine that we are not always in control is a frightening thought, but → its reality → we tend to think of our behavior as largely conscious & willed.

2. Law of Irrationality -

- largely unaware of how emotions dominate you
 - ↳ they look for evidence on confirming what you already want to believe.
 - ↳ RATIONALITY → ability to counterattack these emotions → to Think, instead of react,
- degree of awareness → difference b/w rational & irrational person.
- rational people → tends to admit their irrationality.
- we simply recoil from ideas → unpleasant or painful for us.
- emotions → continuously affecting our thought process & decision, below level of our awareness.
 - ↳ desire for pleasure
- most common emotion
 - ↳ avoidance of pain.
- Rational & ethical qualities → achieved through awareness & effort → they don't come naturally.
- sudden success / winning → very dangerous
 - ↳ whenever you experience unusual gain / loss.
 - ↳ time to step back & counterbalance them with necessary pessimism or optimism.
- Whenever you notice rising pressure & stress level →
 - ↳ deserve rest as much
 - ↳ detachment as possible, finding time & space to be alone
 - ↳ watch yourself really carefully.

• Best to avoid GROUP SETTINGS → In order to maintain our reasoning powers

• Don't imagine → extreme type of → can be overcome.
irrationality ↓

strategies to bring rational
self →

Throughout history we've been
continual cycles of rising &
falling level of irrational.

① KNOW YOURSELF THOROUGHLY

↳ first step → inward → reflect on how you operate under

↳ identify → what makes you different from other people others

② EXAMINE YOUR EMOTIONS TO THEIR ROOTS.

↳ journal → record your self assessments.

③ INCREASE YOUR REACTION TIME

↳ when something requires our response → train myself to STEP BACK

↳ cools the emotions down → longer you take the better → because perceptive comes over time.

④ ACCEPT PEOPLE AS FACT.

↳ Problem → we are continuously judging people → wishing they were something they're not. We want to change them → but instead see 'em as phenomenon → simply exist

↳ Work with what they give you → instead of resisting & trying to change them.

↳ Make understanding people a fun game → solving puzzle
It's all a part of human comedy

⑤ FIND OPTIMAL BALANCE OF THINKING & EMOTION

↳ Retain elasticity of spirit of child → interested in everything.

⑥ LOVE THE RATIONAL

empathy & deep narcissism → opposite

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Date _____ Page _____

LAW OF NARCISSISM

Human → need → for attention → we must have people looking at us to feel alive

w/o eye contact → we begin to doubt → & so descend into a deep depression.
our existence

People will do almost anything to get attention (even crime/suicide)

People → who try too hard → seems desperate → repel attention

we are all narcissists → every convo → we want to tell our story,
↓ to give our opinion

Transform to healthy --

• we humans have tremendous abilities to understand people inside out. Natural ability to take perspective of others, to think our way inside their mind.

INCREASINGLY TURN YOUR ATTENTION OUTWARD.

↳ people want to be around you more. you develop empathetic muscle.

↳ w/o trying you'll get attention

THE EMPATHIC ATTITUDE -

greatest danger → your general assumption → you understand people & you quickly judge & categorize them

you must begin with you're ignorant → you have natural biases that will make you judge people incorrectly.

open your mind to see people in new light. Don't assume that you're similar. Each person you meet is like an undiscovered country → with very particular psychological chemistry that you'll carefully explore.

THE DEEPEST PRINCIPLE OF HUMAN NATURE IS THE CRAVING TO BE APPRECIATED.

- We all are prone to catching emotions of another person.
- Pay deeper attention to the moods of people, as indicated by their body language & tone of voice. When they talk, they have a feeling tone that is either in sync or not with what they are saying. The tone can be of - confidence, insecurity, defensiveness, arrogance, elation or frustration.

↓

YOU MUST TRY TO DETECT THIS BEFORE EVENING ATTENTION TO WHAT THEY ARE SAYING.

HEALTHY NARCISSIST - the Mood Reader

- ↳imbuses himself with air of complete confidence & optimism & watches how this infuses his team's spirit.
- ↳must be gentle.

- Stop your incessant interior monologue & pay deeper attention to people. Attune yourself to the shifting moods of individuals / groups.
- "I don't ask the wounded person how he feels... I myself become the wounded person".

The Law of Role Playing

people → tend to wear mask → show best possible light, humble, captain
They learn to conceal their insecurities & envy

- ↳People leak out true feelings → they can't control → nonverbal social expression, vocal intonation, tension in body, nervous gestures.
- ↳Appearances are what people judge you by, you must learn how to present the best front & play your role to more effect.

We've a continual desire to communicate our feelings & yet at the same time the need to conceal them for proper social functioning.

Our real feelings continually leak out in the form of gestures, tone of voice, facial expression & posture.

every skill requires patience.

ASIANA

Date

Page

- You must understand & accept the theatrical quality of life.

↳ your goal is to play your part on the stage of life with consummate skill, attracting attention, dominating the lime light, & making oneself into sympathetic hero.

- You must not be naive & mistake people's appearance for reality.

OBSERVATIONAL SKILLS

in casual convo with someone, give yourself the goal of observing 1/2 facial expressions that goes against what person is trying to indicate.

Be attentive to microexpressions, quick flashes on face of tension or forced smiles. Attempt to make a similar observation about voice, noting any changes in pitch or pace of talking. The voice says a lot about people's level of confidence & contentment.

Engage in convo while talking less & trying to get them to talk more. Try to mirror, making comments that play off something they've said & reveal you were listening to them.

↳ Too much direct eye contact will betray you.

↳ In this process → OBSERVE YOURSELF TOO.

- You must train yourself to look for microexpression & the other more subtle signs that people give out.

• Notice people who praise / flatter you w/o their eyes lighting up. → hidden sign of envy.

• There is no genuine smile w/o a definite wrinkle in the eyes & the cheeks.

When people start to feel comfortable in your presence, they will stand closer / lean in, their arms not folded. Best & most exciting sign → synchrony (unconsciously mirroring)

When people → engaged & excited to talk to you, the pitch of their voice rises, indicating emo arousal.

Those who feel to be dominant → tend to talk more & interrupt frequently.

People trying to distract you from truth?

- ↳ Don't confront them in beginning, encourage 'em to continue by showing interest in what they're saying / doing. You want them to talk more, to reveal more signs of tension.
- ↳ Pay attention to microexpression & body language they emit, if they're really deceiving, they'll often have a freeze response.
- ↳ Notice how they give emphasis to their words through non verbal cues.

ART OF IMPRESSION MANAGEMENT -

- ① Master the nonverbal cues
- ② Be a Method Actor - learn to put oneself in right emo mood.
- ③ Adapt to your Audience - shape your nonverbal cues to their style & taste.
- ④ Create the proper first impression -
 - ↳ Give extra attention to our appearance before an individ / grp
 - ↳ relaxed smile + looking people in eye → also warms.
- ⑤ Use Dramatic effects - learn to withhold info. Make your appearance & behavior → less predictable
- ⑥ Project saintly Qualities - learn how to occasionally lower ur head & appear humble

You want to seem like you were DESTINED for success, a mystic effect that always works

1. Remember: People never do something just once. They will inevitably repeat their behavior.
2. Significant indicator of people's character comes through their action over time
3. Be sure they will repeat whatever foolishness they did on occasion (no matter what excuse they give)
4. Someone less charming & intelligent but of strong character will prove more reliable & productive over long run
People of rare real strength are rare as gold (keep 'em)
Yours
5. Only over time attention to detail & high standards are a positive if you channel 'em correctly
6. Examine yourself as thoroughly as possible. Look at deepest layer of our character. Work on your habits. Train yourself to not react in adverse situation. In doing everyday task you cultivate greater patience & attention to detail.
7. Search out others who display strong character & associate with them as much as possible.
8. What one does, one will do again, indeed has probably done in the distant past.
9. We are marked by the continual desire to possess what we do not have - the object projected by our fantasies.
↓
Pleasure isn't in the fulfillment, but in the pursuit.

grass is always greener syndrome -

by some perverse force within us, the moment we possess something or get what we want, our mind begins to drift towards something new & different, to imagine we can have better.

The more distant & unattainable this new object, the greater our desire to have it.

- What is real & what is imagined → both are experienced similarly in our brain

strategies for Stimulating Desire -

① Know how & when to withdraw

↳ you have a presence that people see, if you're too obvious with this, if people can read you too easily & figure you out, if you show our needs too visibly → they will have a degree of DISRESPECT; over time they'll lose interest.

↳ your opinion, values & tastes are never too obvious to people. What u want in general → create an air of mystery & to attract interpretation.

↳ Always leave the presentation & the message relatively open-ended. Never define exactly how they should take or use it.

THE MORE ACTIVE OUR IMAGINATION BECOMES, THE GREATER PLEASURE WE DERIVE FROM IT.

② Create rivalries of Desire

if some obj / person was not desired by others, we tended to see it as something indifferent or distasteful.

In relationship we are interested only in who are already taken, who are already desired by 3rd party.

If you can create the impression that others desire you or your work, you'll pull people into ur currnt w/o saying a word or impose urself. They will come to you. You must strive to surround yourself with this social aura or create an illusion.

YOU WANT 'EM TO HEAR STORIES OF UR PAST.

③ Use Induction -

Incorporate voyeurism in ur work by giving impression you are revealing secrets that should really not be shared

In any event, what you offer should be new, unfamiliar & exotic or presented as such.

Offer → fantasy of quick path of wealth/ success, of recovering lost youth, of becoming a new person, vanquishing the death. People will grasp such things bcz they're considered so impossible.

Once people get what they want / possess you, your value & their respect for you immediately begin to lower. Keep withdrawing, surprising & simulating the chase. As long as you do, you have the power.

* DO NOT CONSTANTLY WAIT / HOPE FOR SOMETHING BETTER, BUT RATHER MAKE THE MOST OF WHAT YOU HAVE.

In end, what you really must covet is ^{deeper} ~~desire~~ rebellion to reality, which will bring you calmness, focus & practical power to alter.

1. Most of us imagine → we engage → long term thinking → ^{In reality}
[↓]
feeling over
2. It is never so simple as A leads to B. B to C & soon
3. Develop Patience → like a muscle (req training & repetition
to grow)
4. Make an effort → to slow things down, step back, wait
a day / two before taking action.
5. Have a clear sense of longterm goal & how to attain 'em
6. Its imp to have faith that time will eventually favor
us right & to maintain our resolve.
7. Assimilating too much info leads to mental fatigue, confusion &
feeling of helplessness.
8. We generally associate → passing of time → something negative
we live for immediate pleasure its distract us from
passage of time & make us feel more alive.
↳ WIDEN UR RELATIONSHIP WITH NATURE TIME.
SLOW IT DOWN: you don't see passage to time
as enemy but as ally.
9. You derive even greater pleasure from ~~to~~ reaching ur
long term goal & overcoming adversity.
10. Never attack people for their beliefs or make'em feel
insecure about their intelligence / goodness - that will
only strengthen their Defensiveness & make your task
impossible.
11. True spirit of conversation → bringing out the cleverness of others
than showing a great deal of it yourself.

3 qualities to people's self opinion -

- ① "I am autonomous, acting on my will."
- ② "I am intelligent on my own way."
- ③ "I am basically good & decent."

Your Task is simple : → actively confirm people's self opinion

- instil in people a feeling of inner security.
- Mirror their values; show that you like & respect them.
- Make 'em feel you appreciate their wisdom & experience.
- Generate an atmosphere of mutual warmth.
- Get 'em laugh along with you, instilling a feeling of rapport.
- By exercising our empathy, by getting inside their perspective, you are more likely to feel.

We humans cannot stand feelings of powerlessness. We need to have influence or we become miserable.

We humans cannot avoid trying to influence others. Everything we say or do is examined & interpreted by others for clues as to our intentions.

Becoming proficient at persuasion requires that we immerse ourselves in perspective of others, exercising our empathy.

5 strategies to become Master Persuader -

① Transform yourself into a deep listener

- ↳ You know your own thought only too well, but each person you encounter represents an undiscovered country full of surprise. Imagine you could step inside people's minds & what an amazing journey it can be.
- ↳ Don't barrage other people with ques → feel like job interview. Instead, pay attention to their non verbal cues. You'll see their eyes light up when certain topics are mention - you must guide the conversation in that direction.
- ↳ You convey that you're listening by maintaining relatively constant eye contact & nodding as they talk.
The rest to signal we're listening is to occasionally say something that mirrors what they say but in our own words & filtered through your own experience.
- ↳ The more they'll talk, the more they will reveal about their insecurities & unmet desires.

② Infect people with the proper mood

- ↳ We are extremely susceptible to moods of other people. This gives us power to subtly infuse into people the appropriate moods for influencing 'em.
- ↳ Many studies on nonverbal cues have demonstrate the incredible power that a single smile of peoples hand or arm can make them think positive things about you w/o being aware of the source of their good opinion.

③ Confirm their self opinion

- ↳ They must choose to do whatever it is you want them to do, or they must at least express it as their choice.
- ↳ "How can you get others to perceive the favour you want to ask for as something they already desire?"

- ↳ when giving people gifts / rewards as a means of winning them over to ur side, its always best to give smaller gifts or rewards than larger ones.
 - ↳ "If you wish to win a man's heart, allow him to confide in you"
 - ↳ praise you to be wrong.
 - ↳ Imply that you respect their wisdom & experience by asking for their advice.
 - ↳ Finally, if you need a favour from people, do not remind them of what you have done for them in past, but remind em of the good things they have done for you in the past.
 - ↳ Praise & flatter those qualities that people are most insecure about. Look for those qualities people are uncertain about & offer reassurance.
- Every L. → likes to feel → they earned their good fortune through hardwork → this is where you must aim your praise.
 - Never follow up your praise with a request for help.
Never be too lavish in ur praise.
 - Be very careful → when people ask ur opinion → They don't want the truth → They wont support & confirmation given as realistic as possible.
 - In any event what gives people away is other nonverbal cues, praise along with stiff body lang or fake smile or eyes glazing somewhere. YOU MUST SEEM AS SINCERE AS POSSIBLE.

1. People won't do what : → if you tell 'em to keep on doing what they're doing → means they follow ur advice → distasteful
 They'll assert in oppo dir.

simply want to assert their will.

TRY TO HAVE IRONIC DISTANCE FROM YOUR SELF OPINION

— X — X — X —

2. Change your circumstances by changing your Attitude.

a) Every I → has particular way → looking @ world / interpretation of events
 (THIS IS OUR ATTITUDE)

b) if → fearful → we see -ve in every circumstance
 we sabotage our career & relationships by unconsciously creating circum we fear most.

c) HUMAN ATTITUDE → malleable → make it +ve → learn from adversity

d) human bugs can alter their view by altering their attitude of mind

e) what we perceive → our personal version of reality → one of our creation
 you can see it → in how you judge people. Are u quick to focus on their -ve qualities & bad opinion or more generous & forgiving when it comes to their flaws?

f) Our thoughts → affects physical responses. People can recover more quickly from illness → through sheer desire & willpower.

g) Neural connection in brain, creative power → something you develop to the degree that you open yourself up to new experience & ideas.

VIEW PROB & FAILURE AS MEANS OF TOUGHEN URSELF & TO LEARN

h) Approach ppl ur meeting 1st time → with you +ve thoughts → "I like 'em", "They seem smart".

i) THE EXPANSIVE (POSITIVE) ATTITUDE -

- see urself as explorer, Most ppl → secretly afraid of unfamiliar & uncertain by the time they're 30, they act if they know everything they need to know,
- As an explorer you leave all the certainty behind you. I don't care things to play with. You embrace all forms of knowledge, from all cultures & time periods

How to view Adversity?

Our life → inevitably involves obstacles, frustrations, pain & separation.
How we view them → play a larger role in development of our attitude towards life.

↳ Most people → instead of learning from -ve experience → suffers it → DO OPPOSITE

Embrace all obstacles as learning experience as means of getting stronger.

Adversity & pain are beyond our control, but we have the power to determine your response & fate that comes from that.

j) How to view yourself: whatever you are doing now, you're in fact capable of much more & by shifting that, you'll create a very dynamic.

k) Recognize the role that willpower plays in our health. Our attitude plays an enormous role in our health. People get old & prematurely age by accepting physical limits to what they can do.

l) Your open, generous spirit will make all social interaction much smoother & people will draw to you.

m) Try to get rid of natural tendency to take what people do & say as something directed at you. Rem: They are projecting their own negative feelings.

n) The world in which a man lives shapes itself b/w the looks at it & so forces different to different men. To one it is barren, dull & superficial; to another rich, interesting & full of meaning.

o) Behind any seeming hatred is often a secret & very unpalatable envy of hated persons/people

p) We can't admit to ourselves certain desire (sex, money, power) & so we project these desire onto others.

q) They may blame it on stars; they may say they didn't mean any of it when in fact oppo is the case - the shadow has spoken. Take what they say at face value.

r) In any case, those who are truly original & different don't need to make a show of it. Be extraordinary of those who go out their way to make a show of their difference.

- 5) we slowly mature → child part of our character → we lost the wildness, spontaneity, the intensity of experience, the open mind.
- 6) get in habit of writing our dreams down & pay deep attention to their feeling tone.
- 7) start caring less what people think of you. Recognize that at times you must offend & even hurt ppl who block our path, who have ugly values, who unjustly criticize you. Let our shadows stay.
- X — X — X —
- ① we almost never direct express the envy we are feeling. Our task is to transform envy into a master teacher of envy.
all of us → will inevitably feels pangs of envy. simply tolerate this fact as being a social animal.
- ② You can never see all of the reactions motivated by envy, ppl are too good at disguising it. It can be detected if you are observant. Envy is most associated with eyes followed by a strained, fake smile. You feel confused - they have praised you but in a way that makes you uncomfortable.
- ③ Gossip is frequent cover for envy. → if ppl gossip, be sure in any event → serial gossipers → loyal & they'll gossip about your closest mate trustworthy friend.
- ④ ~~in~~ to live & work → who has experience their pleasing manner
- ⑤ Most common Envy trigger → sudden change in our status.
- ⑥ Find yourself under envy-attack - best strategy → control our emotions → maintain our composure, → get physical distance, cut off.
- ⑦ We must be prepared to ~~sense~~ feel its effects.
- ⑧ • Move closer to envy → look behind the glitter, everything is never so perfect.
• Engage in downward comparison.
- PRACTICE MITFREUDE (joying with their joy)
 - Translate Envy to Emulation → believe that we have the capacity to raise ourselves up → develop solid work ethic to back this up.

HAVING A SENSE OF PURPOSE, A FEEL FOR YOUR CALLINGS IN LIFE → great way to immunize yourself against envy.

- Admire Human Greatness.

protection → have realistic
attitudes

Date _____
Page _____

- ① Grandiosity → we tend to see ourself in greatness.
grandiose people → big talkers / not good listener / low empathy
- ② When u have success → you'll feel fear → good fortune can disappear.
Your Anxiety tells you to come down to Earth.
- ③ PRACTICAL GRANDIOSITY
- ↳ come to terms of ur grandiose needs (you must admit you do want to feel imp & be center of attention)
 - ↳ concentrate the energy → focus deeply → 1 prob / project.
goal → continual improvement in ur skill level which comes from depth of your focus.
 - ↳ Maintain a distance with reality → Analyze what you did wrong in depth, as brutal as possible.
if you have success → step back from attention → look at role that luck have played / help you will be better.

- X — X — X —
- Don't play the expected gender role, but create one suits you.
 - Self assurance gives → Attractive Power
 - Trait of opp sex → biologically part of us → we've learn to represent.
feminine style → first withdraws from situation → draws pleasure from masculine tendency → more fun, explore situation, attack / staying offense & taking risks.
 - Balance.
 - Adopt more Masculine self-confidence.
 - What is most beautiful in virile man is something feminine, what is most beautiful in feminine woman is something masculine.

X — X — X —

- He who has a why to live can bear with almost any how
 - Trying so many things out → we never really develop solid skills.
 - By human nature → we crave a sense of dir → a purpose / meaning of life
 - Each is Unique \leftarrow
 $\begin{array}{l} \text{DNA} \\ \text{brain wiring} \\ \text{life experience} \end{array}$ } → Uniqueness → Seed → purpose.
 - Signs of uniqueness → either in early childhood → Primary inclination
with sense of purpose, → feel less insecure → self awareness becomes anchor in life.
- ↳ less prone to depression

False purpose

Look at people around you → what's guiding their behavior, seeing patterns with their choice → what are they mostly after → pleasure, money, attention, power? ⇒ once you identify people are motivated by false purpose
 ↳ avoid them → they'll tend to draw you down.

- Avoid sudden & drastic career changes → that are impractical.
- Explore world freely, accumulate adventures but all within a framework. Mostly inf, accumulate skills

Developing This Higher Sense of Purpose

- just starting career → explore relatively wide field related to our interests.
- Key to success in any field - first developing skills in various areas.

↓
 embrace -ve experiences, (This process is tedious & painful)
 limitations & pain as ↓
 perfect means of building wryly DO OPPOSITE

& sharpening your sense of purpose. (Use -ve opinions to motivate you)

- HUMANS - EXTREMELY SUSCEPTIBLE TO NEEDS & ENERGY OF OTHER PEOPLE → avoid these with low/false sense of purpose.
 ↳ try to associate with those with higher purpose.
- To manage Anxiety → create a ladder of smaller goals.

- LOSE YOURSELF IN THE WORK → lack of commitment that is TO OFFSET this → you need moment ← req over time → greatest difficulty, of flow → deeply immersed in work → that we transport

↳ Plan on → giving oneself uninterrupted time with work beyond your ego.

↳ as many hrs as possible in day / days in week

↳ for this you'll have to disappear & avoid all distraction

↳ Emphasis → must always be on WORK → renew yourself/desire of recognition

- REAL PURPOSE → comes from within fits an idea, a reality, a sense of mission

- To have deeper level of pleasure ↳ that we feel connected to, we have to learn to limit ourselves

- Many most successful & wealthy ppl → do not begin with obsession of many & states

- In the end what we want is to fuel the curiosity & excitement towards world as children almost everything seeming enchanting.

Concentrate on maintaining a high sense of purpose → success will flow to you naturally.

1. Resist the downward pull of the Group.

- ↳ generally → social force, → degrade our ability to think independently & rationally,
- ↳ irresistible force that bids grp of people to create intense feeling of connection.
- ↳ this force diffus, depending on size & chemistry of grp.

2. a) The desire to fit in

→ first & primary effect → erode ur sense of belonging.

The longer you are in a grp, the stronger & insidious effect.

b) The need to perform → in grp we are always performing.

Note a bad thing → the transformer into conscious & superior alter.

c) Emotional Contagion → another effect of grp.

reflect

Your ability to doubt, question & consider other option → ur rationality as an individual → PROTECTION AGAINST GROUP

3. When you are new to a grp you must pay extra attention to grp codes & rules. Look who's rising & falling inside.

4. Become consummate observer → yourself in grp interaction we are permeable to influence of grp → what makes us more permeable is our insecurity. Create → lower ur permeability by raising your self esteem.

5. The social force that compels people to want to belong & to fit in you won't want to capture & channel for a higher purpose.

6. Do not base your selection on people's charm & never have friends

7. Let info & ideas flow freely

Inject grp with productive emotion (confidence)

↳ showing a lack of fear & an overall openness to new ideas will have a greatest effect

8. Observe carefully how individual react to slight amount of chaos & uncertainty that unfolds from us.

1. They want to be led but also to feel free; they want to be protected & enjoy prosperity w/o making sacrifice, they both want King & want to kill him
2. FUNDAMENTAL FACT OF HUMAN NATURE
 - ↳ OUR emotions are always ambivalent, rarely pure & simple
3. FUNDAMENTAL TASK OF LEADER
 - ↳ to provide a far reaching vision, to see global picture
 - ↳ Focusing on the future & longer picture ~~is~~ should consume much of our thinking.
4. we must never assume we have their support.

5. Pillar of Authority - Vision & empathy

Develop → strategy → project Authority.

6. people generally don't respect the idea of those lower down the hierarchy.

Strategies for Establishing Authority -

- ① find ur authority style.
- ② Focus Outward - hone ur listening skills, absorbing wisely in Attitude. The words & non verbal cues of others.
 - You dedicate yourself to earning people's respect (by proving that you're working for greater good & by respecting their individual need)
 - consider being a leader a tremendous responsibility the welfare of grp hanging on ur every decision.
- ③ Cultivate the third eye: vision - you open ur eyes to all vision even outside of
- ④ Lead from the front → you must be seen working hard
 - ↳ set this tone from beginng (first impressions are critical)
 - ↳ show some initial toughness
 - ↳ begin w/ developing highest possible standards for ur own work
 - ↳ & by training yourself to be constantly aware of how your manner & tone affect people.
- ⑤ Stir conflicting emotion → You want to be more mysterious to establish presence that fascinates people.
 - ↳ seem to believe desire & prance

⑥ Never appear to take, always to Give.

23/3/24

Date _____

Page _____

↳ make members of grp feel uncertain about future.

↳ if sacrifice are true, you're the first to take

↳ must avoid over promising to people

↳ Have acute memory for promises, if you fail to deliver, it'll stick to their mind

* your authority grows with each action that inspires trust & respect.

THE INNER AUTHORITY

voice of higher self.

we all have higher & lower self. One part can be stronger often → lower

a) To serve higher purpose, you must cultivate what's unique about you. (stop listen → words / opinions of others)
(Judge things / people for yourself)

b) In world full of endless distractions focus and prioritize
(allow myself luxury of exploring)

c) Adhere Highest Std in your Work.

↳ develop self discipline & proper work habits.

↳ Pay great attention to detail in your work.

↳ Keep in mind, life is short & can end any day (develop sense of urgency)

1. Beneath Mask → people → dealing with frustration

2. Aggression → latent in every single human (wird in species)
↳ stems from → underlying insecurity

3. Stop denying reality of our own aggressive tendencies.

4. focus on people's action, this fast pattern of behavior, much more than anything they say.

5. Show your form of superiority → remaining patient & cool

6. Anger → toxic → degree of which it disconnects us from reality

7. Alter your attitude towards ur generation → understand 'em as deeply as possible.

8. Create Personality define → your generation



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9. The passage of hours/days alter depending on our mood & circumstances.
10. If you are young, you try to interact more with those of older gen, allow yourself to absorb their spirit, their different way of thinking, their enthusiasm.
11. We are not superior to those in past as we like to imagine.
12. We come to imagine that we always have more time than is the reality. (It passes more quickly than we imagine)
13. We must stop fooling ourselves: we can die tomorrow.
14. We'll experience illnesses & physical pain; we'll go through separation with people. We'll face failure from our mistakes.
Our task → accept these moments & embrace them ~~for~~ to learn & strengthen ourselves.
↳ AFFIRM LIFE ITSELF, ALL OF ITS POSSIBILITIES
15. See events as fateful — everything happens for a reason, & it's up to us to glean the lesson.
16. Since, beginning of Human Consciousness, our awareness of death has terrified us.
17. "He who has learned how to die has unlearned how to be a slave. Knowing how to die frees us from all subjections & constraints".