



## **DISCOVER THE POWER OF NLP** AND MEDITATION

Learn how to manage stress easily with NLP and meditation: improve your health, your finances and your love life.



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Published By Abby Eagle

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# DISCOVER THE POWER OF NLP AND MEDITATION

and improve your health, your finances and your love life...

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## WHY WOULD A BUSY CORPORATE EXECUTIVE SPEND AN HOUR EACH DAY SITTING IN MEDITATION?

audio file: discover-the-power1.mp3

When people are relaxed and in touch with their creative energies then they are more able to focus on the task at hand and perform at a higher standard which means increased job satisfaction for an employee and increased production and profitability for an organisation. Everyone benefits: the staff member, the customer, the organisation and the community at large.

#### Relaxed - Creative - Focused - Performance - Job Satisfaction - Productivity - Profitability

Hi, my name is Abby Eagle and in the next hour I am going to give you a new perspective on this thing called 'meditation'. And we are going to address the question: "Why would a corporate executive spend an hour each day sitting in meditation? But first let me introduce myself.

Back in the 1980's I developed an interest in meditation and after much preliminary research I eventually discovered a Zen meditation group in 1984 that delivered what I was looking for, no dogma, no beliefs, no scriptures just pure rational and scientific research into my own interiority. Soon after I came across the fledgling field of applied psychology known as Neuro Linguistic Programming. Founded by Richard Bandler and John Grinder with a network of co developers, NLP has developed a reputation for being able to bring about profound change in a matter of minutes.

## NLP is a methodology to transfer excellence from one person to another.

What I really enjoy about NLP is that it does not concern itself with psychological or medical theory. NLP is only interested in getting results. And it does this consistently.

NLP is a method to model the success of those at the top of their profession and then create a training program so that the graduates have a greater chance of reaching the same level of success as the person modelled. As an example of how NLP is used we find someone who is at the top of their profession, say a top salesperson. Now when this salesperson runs his own training program invariably only 2% of the graduates become as good as the salesperson. What this indicates is that being good at something does not necessarily mean you know how you do what you do nor does it make you an effective trainer.

There has been a fallacy around for generations that you have to excel at something before you can teach it. So you need to win a gold medal at swimming before you can coach swimmers to win gold medals. And that you need to demonstrate that you can make a million dollars before coaching someone in how to improve their income. But NLP has demonstrated that this is patently false.

NLP has been used to create powerful programs in the field of sales, business, sports performance, education and health. I have used my NLP skills to model the meditation practices of the late Zen master Osho. Osho was Professor of Philosophy at the University of Jabalpur, India where He taught until 1966. Osho died in 1990 and is considered to be a giant by many in the field of psychology and spirituality.

At this point I must ask you to put aside your opinions about meditation as they could be an impediment to your success. You see Zen meditation comes from a structured, rational and scientific perspective. Later in this presentation you will learn how neuroscientists have studied the brains of experienced meditators and have demonstrated that there are positive neuro biological differences between the brain of a meditator and of an ordinary person. You will learn that meditation is now recommended as a standard treatment for many medical conditions including but not limited to anxiety, depression, IBS, insomnia and medical conditions such as cancer in which the immune system is compromised.

So let's get down to answering our question:

## Why would a busy corporate executive spend an hour each day sitting in meditation?

Let me begin by answering the question this way:

Whether you are in business or not, your life energy naturally wants you to evolve to your highest potential. Many people enter the business world because of an innate desire to reach a pinnacle of success. Some people achieve measurable success and a great sense of satisfaction while others fail to achieve at all. However many people who attain to money, power and prestige still complain that they do not feel a sense of contentment, happiness or peace.

I remember having a conversation with a man who described himself as the sixth richest man in Australia. He openly shared with me that his wife was always away in Europe spending his money and leaving him alone in Australia. His mansion was secured with the latest in security devices because as he put it, "He was scared all the time about having his money and possessions stolen from him." Clearly money, power and prestige did not bring this 60 year old man peace or contentment.

Now Harvard Business Review did a study in the 1980's which showed that semantic responses, that is emotional reactions and hidden agendas, cost American companies seventy billion dollars a year in lost business. And that was just in the boardroom! That did not take into account the personal problems of middle management down to the employee and their contact with the customer. (Reference: From a comment made on one of Richard Bandler's video tape sets, either *Magic in Action Down Under* or *Propulsion Systems*.)

If you have ever worked for an organisation, which most of you have, then you will be aware

that there is an undercurrent, a need by most people to talk about their personal life with other staff members, to share their problems and their aspirations; that liking, disliking and judgement of fellow staff members and even a liking or disliking of the customer; envy and resentment, a need for approval, competitiveness and a desire to position oneself with an advantage over others, all can work to block the flow of energy that is required for an organisation to perform at peak. These are all traits that make us human but it is some wonder that some organisations manage to be profitable at all when you consider how much thinking power is not focussed on the task at hand. Clearly the more that staff members clear up their personal stuff and learn to work with others as a team then the greater the potential profitability for the organisation.

It is easy for us to judge others but what you probably don't realise, is that you are your biggest obstacle to your success. By you I mean your ego or sense of 'I'. The ego is the centre of the mind and a strong integrated ego works for you but at the same time it can work against you. Psychology in general works to strengthen the mind and build a strong ego whereas meditation helps to take us beyond the mind into a space of silence. And it is from dissolving into the inner silence in meditation that you get in touch with your essential energy and it is out of this essential energy that your creativity presents itself. The same energy that an artist taps into to create a work of art should be the same energy that a business person also relies upon to be the driving force for his/her business and that an individual follows to find peace and contentment.

## But what stops you from achieving a higher level of success and being more contented with life?

Is it the economy? Hmmm? It can't be the economy because we hear of success stories such as Donald Trump who was able to capitalise on a down turn in the economy. So success can't be just about the economy.

Is it about being fit and healthy? Tony Robbins gives the example of the quadriplegic who married the beautiful nurse. So success can't just be about being fit and healthy, can it?

Is it about having good looks? Just stand on a street corner and look at the couples passing by. You see beautiful paired with beautiful, and ugly with ugly, and beautiful with ugly. There is no logic to how people pair up. So success can't be about good looks.

Is it about your parents being wealthy? There are many examples of poor people becoming millionaires. So success can't be based upon being born with a silver spoon in your mouth.

Is it about education? I have a mortgage broker friend who is proud of the fact that his son never got a university degree yet is one of the most sort after IT executives in Australia and England. So success can't be based upon education.

Is it about intelligence? Somewhere I read an article referring to an English car dealer who was one of the most successful car dealers in England yet he had an IQ of about minus one standard deviation from the norm, which means he would have been at the bottom of every class at school.

So what stops you from achieving a higher level of success and being contented with life? Is it about your childhood? Is it because of some event that happened in life? Is it because of something that has occurred in the world? Is it because of something that might occur in the

world?

Have you considered that the reason you have yet to achieve a level of success that brings you a feeling of contentment is because you don't yet understand the ego and the mind? Have you considered that you are your own biggest obstacle to success and that what you need to learn is how to get out of your own way?

Have feelings such as fear, stress, anger, hurt, greed ever caused you to make a rash decision, caused a loss of income, affected your health or your business in any way?

Has fear, anxiety, procrastination or panic ever caused you stress or prevented you from making a phone call, speaking to a group of people, flying in an aeroplane, doing your job or just having fun?

Have you ever been angry at another person or yourself? Has anger ever cost you anything at home or at work?

#### Does anger play a role in heart attack?

I have heard that back in the 1980's the American Surgeon General stated that anger was the prime cause of heart attack and that was whether the person expressed the anger or not. (Reference: One of Tad James audio tapes. Probably the NLP master practitioner collection. And http://www.clevelandclinic.org/heartcenter/pub/guide/prevention/stress/anger.htm)

Several studies at Harvard Medical School revealed that the angriest men were three times more likely to develop heart disease than the most placid ones. An Israeli study linked a bout of intense anger to a 14 fold increase in the risk of having a stroke within two hours of the expressing the emotion. (Reference: http://www.news.harvard.edu/gazette/2006/09.21/01-anger.html)

#### Can stress bring upon heart attack symptoms?

Other studies show that: "Terrible sadness, a sudden fright, or other emotional stress can bring on heart attack symptoms in people not actually experiencing a heart attack. This process is an example of the strong physical connection between the brain and the heart, in women especially." Cardiologist, Scott W Sharkey of the Minneapolis Heart Institute. (Reference: Heartfelt Fear: Findings link stress and cardiac symptoms by Nathan Seppa. http://www.sciencenews.org/articles/20050212/fob4.asp)

#### What does stress cost the workplace?

Stress has been linked to hypertension, heart attacks, diabetes, asthma, chronic pain, allergies, headache, backache, various skin disorders, cancer, and immune system weakness. (Reference: *Nation's Business, December, 1994 in Research on Stress and Meditation.* http://www.clarityseminars-nw.com/research\_print.htm)

#### What does it cost you to relax and keep going?

• Alcohol, beer, spirits and wine?

- Cigarettes?
- Medications, aspirin, digestive aids?
- Doctors and naturopaths?
- Recreational drugs?
- Coffee, tea and stimulant drinks. Soft drinks?
- Massage?
- Other things that you need to keep yourself going?

What would it be worth to better manage stress in respect of your career, business, health and personal relationships? Managing stress means an individual can achieve success at a higher level and an organisation can perform closer to peak efficiency. The bottom line has to translate into increased job satisfaction and bigger profits. Consider for a moment what you would be willing to pay someone to achieve a higher level of success?

#### Do you suffer fear and anxiety around speaking to a group?

Did you know that fear of speaking to a group ranks higher than any other fear and yet it is quite straight forward to resolve using NLP. If fear has ever held you back from something important to you then you may benefit enormously from an NLP session. Meditation is also recommended by the medical profession as a treatment for anxiety.

## Since we are on the topic of NLP what are some types of results that can be gained?

Some years ago I was working with a client who half way through the session complained of a bad back so I asked her when it happened. She told me that ten years earlier she had had an argument with her husband. Feeling upset she went outside her house and slipped, injuring her back. The emotions became associated with the back injury. A case of simple Pavlovian conditioning. She visited a Chiropractor once a month for 10 years. I did a simple NLP technique with her in which she was able to develop an understanding of the argument with her husband. This took about 12 minutes. She then reported that she felt a sensation of warmth running up her spine and that she heard her spine audibly click. She went back to her Chiropractor and got an x-ray which confirmed the injury had healed. He told her that it must have been because of all the Chiropractic work.

NLP is not going to help with health problems in every case but if there are negative emotions associated with a health problem then logically it follows that resolving the emotional memory should at least remove a stressor from the body and support the body in its natural healing process.

What stressors do you have in your life? Are you always promising yourself that once you achieve a goal that then you will be happy?

Do you have a busy mind? Do your thoughts drive you crazy, sometimes? Would you like to be able to stop your internal dialogue, at least for a few moments?

I'd like you to consider the notion that thinking is just a habit that you can't control. And that it is the addictive thinking patterns that cause you grief and prevent you from being happy.

If you don't agree with me that thinking is a habit then try and stop your internal dialogue for more than a few seconds. Try and stop the repetitive thinking that psychologists say occupies the average mind 95% of the day. Hmmmm? If you want to succeed at the highest level and to bring more peace and happiness into your life then you need to learn how to meditate because meditation is the only tool that helps you to get out of your own way. So now we move beyond NLP and into the field of meditation.

#### What is meditation?

So what is this fuzzy thing called meditation? For some of us meditation brings up images of television documentaries on cults, of people with strange hair cuts dressed in orange robes sitting on the floor in distorted postures, chanting mantras and bowing towards a bizarre looking deity. Meditators have often been portrayed by the media as being different to the normal mentally balanced Westerner but what is meditation really? Let us start by looking at meditation in its relationship to science.

We have two sides to our brain. A left brain and a right brain. Using a generalisation the left side is associated with logic, maths and speech skills. The right side is associated with music, creativity and imagination.

The world also has been divided into two hemispheres. A Western hemisphere and an Eastern hemisphere. The West has been extroverted in its development of science, technology, psychology and psychiatry while the East has been introverted in its study of human consciousness and meditation. Each has studied one dimension of life.

But we can only maintain an extreme for so long before the pendulum carries us back to the other polarity. So now in the West there is a increasing interest in meditation and spirituality while in the East the interest has shifted to science, technology and money. So rather than think in terms of left brain and right brain, West and East, Osho says it makes better sense to think in terms of Western mind and Eastern mind. And when you consider that we have two brains in our head which in some ways are diametrically opposed to each other then it makes sense that we do need to learn how to integrate them in order to resolve conflict and come to a sense of oneness.

So those who take meditation to an extreme will come back to science and those who take science to an extreme will have to come back to meditation. For example Einstein who spent a life time studying matter in his later years found himself naturally moving into the realm of spirituality. And if you have ever looked into the field of Quantum Physics you will find that it seems a lot less like science and much more like spirituality.

#### Consider the following observations of Quantum Physics:

- The observer is considered to be just as much a part of the event as is the subject.
- Light can be seen to act as a wave or as a particle to suit the observer.
- A single photon can be seen in two places at the same time.
- The electrons of your body go in to and out of existence every moment.
- The mind and body are one and every cell can communicate with every other cell.
- Matter behaves more like a thought than something solid.

## Quantum physics has come to the same conclusions as that of the mystics thousands of years ago.

- You are not separate from the environment, you are the environment -- so change your inner world if you want to change the outer world.
- You create your reality, that is your world with your thoughts. When you change your
  thoughts the world changes. For example you may have noticed that as soon as you buy
  a new car you seem to see them every where on the road. Likewise if you think that the
  world is now going through some negative or positive changes then by bringing some
  awareness to your perception you will soon find that it is a projection of your mind.

Quantum physics shows that science and meditation meet at some point. When scientists go deep into matter they find more space than substance. They say we are more like energy – more like a thought – and this is from scientists – scientists are now sounding like mystics. And if you find yourself agreeing with this statement then it is not because the world is changing but because you are changing and are becoming more aware of what has always been.

Over the last hundred years psychologists in the West have been discovering what people in the East have known for thousands of years. Freud gave us the concept of the unconscious mind. Jung went a little deeper and discovered the collective unconscious. But there are still deeper layers of consciousness which Western researchers have yet to find. But at least meditation has now moved into the mainstream and it has been studied by psychologists and neuroscientist with brain scanning technology for a number of decades.

#### So what happens to the brain during meditation?

If you look at a map of the brain you will see that we have two hemispheres. These two hemispheres are in part responsible for the duality that we experience in life. For example duality can be experienced as positive and negative emotions such as love and hate, as attraction and repulsion, or as being in two minds about something and having internal conflict. Duality can also be experienced as 'I' and 'thou', as 'us' and 'them' and creating a sense of separateness between ourselves and others. And it is this sense of 'I' which is the problem.

The ego, the sense of 'I', which is the centre of the mind, is always out to prove itself superior or inferior to someone else. One way it does this is by comparing itself to others and entering into competition. The average business person probably believes that competition is necessary in order to succeed and yet for every winner there has to be a number of losers. The metaphor that you choose for business is significant. Some Asian businesses use war as a metaphor whereas Americans are more likely to treat business as a game, but even in a game there are still losers. However when business becomes a play and an expression of your essential energy then one can become passionate and celebrate the ups and downs of business. Then there is less stress because there is less need to win and ironically one has a greater chance of success.

So looking at our map of the brain once again and drawing some generalisations we find that the right amygdala is associated with survival instincts: that is fight or flight, fear, anger, rage, aggression and negative emotions while the left amygdala is associated with positive emotions. During meditation the right amygdala quietens down and the left one becomes more active hence less negative emotions and more feelings of love and relaxation.

The left hippocampus is associated with internal dialogue and negative expectations while the right hippocampus is associated with no mind states, positive expectations and inner vision. During meditation the left hippocampus quietens down hence less internal dialogue and less negativity while the right hippocampus becomes more active hence greater power of visioning combined with positive outcomes.

Also the right prefrontal lobe which is associated with anxiety quietens down and the left prefrontal lobe which is associated with concentration, planning and meta-cognition happiness, joy, bliss, compassion and altruism becomes more active.

The parietal lobe which is associated with visuospatial processing and the distinction between yourself and the world quietens giving you a sense of oneness. Meditation works on the brain in such a way as to integrate the duality and develop a greater sense of oneness – and I would like to suggest that it is this oneness that people refer to as spirituality, no matter how they come to experience it.

There are many spiritual practices and many personal growth techniques but for the purposes of this lecture let's have a look at what happens during Zen meditation:

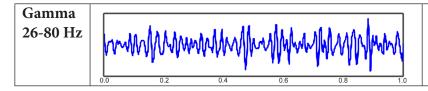
- Basically you learn just how to sit and watch the thoughts.
- Memories will naturally come to the forefront of the mind.
- One learns how to be a witness to the memories with no involvement.
- Then the unconscious mind is able to preserve the positive learning's.
- An understanding develops at the level of the unconscious mind.
- During this process negative emotions are released without any need for expression of feeling's.
- You then have a feeling that somehow your consciousness has evolved.

The beauty of meditation is that it is very simple and does not require you to take on any dogmas, doctrines or beliefs. And because of its inherent simplicity scientists have studied it from many angles.

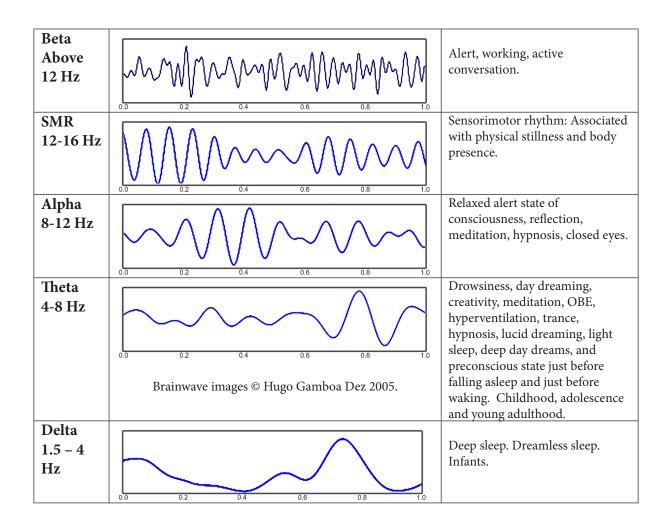
#### Can meditation help with stress?

In recent years scientific research has brought meditation into the mainstream of health care. Studies have shown that meditation can lower the biochemical byproducts of stress, such as lactate, decrease heart rate, lower blood pressure, and produce favourable brain waves. (Reference: Scientific American 226: 84-90 1972)

#### Meditation produces favourable brain waves.



Higher mental activity including perception, problem solving, fear and consciousness. Found in experienced meditators.



## Can meditation help our corporate executive with better decision making?

Long term meditators demonstrate more gamma wave activity than non meditators. Now gamma waves are thought to be an indicator of activity linking 'far-flung brain circuits'. Gamma waves underlie higher mental activity such as consciousness. Long term meditators also demonstrate more activity in the left prefrontal lobe which is associated with concentration, planning and meta-cognition that is thinking about thinking. The left prefrontal lobe is also associated with positive emotions such as happiness, peace, bliss and giggling. (Reference: http://www.urbandharma.org/udharma8/monkstudy.html)

## Do we take care of our environment or do we switch off to the problems in the world?

Advertisers are aware that we have a startle reflex and that it takes 20 seconds for it to rearm itself after being fired. So to initially get our attention a radio or TV advertisement shouts at us. If we are not interested we turn our attention away from the distraction but 20 seconds later the advertiser shouts at us once again. Ordinarily in nature we would not have these constant demands for our attention but in our modern commercial world there is always someone trying to grab our mind.

Most people become habituated to the stressor -- and you will hear people say "Oh you just need to switch off". But if we switch off to anything in our environment then we will also switch

off to the needs and wants of our loves ones, to the plight of suffering in the world, to global warming, pollution, war, terrorism and most importantly we will switch off to our own essential energy. In short switching off deadens us to the experience of life.

Research has demonstrated that a meditators mind does not become habituated to stressors in the same way as a non meditator but in fact a meditator is able to stay more relaxed and able to handle the stressor s that the commercial world throws at them – not only is the meditator more relaxed but his/her mind remains more alert and sensitive to their environment Brain scans also show a development of circuitry in the brain associated with compassion and the willingness to help others. One researcher noted that it is almost as if meditation hardwires the brain to make the meditator want to help others in distress. (Reference: http://www.enabling.org/ia/vipassana/Archive/Science/buddhismAndScience.html)

#### Now that we are on the topic of stress how does stress affect our health?

"Stress is linked to hypertension, heart attacks, diabetes, asthma, chronic pain, allergies, headache, backache, various skin disorders, cancer, and immune system weakness. *Nation's Business, December, 1994*"

"Women with severe PMS showed a 58% improvement in their symptoms after five months of daily meditation. *Health*, *September*, 1995." (Reference: an article by Clarity Seminars Northwest: http://www.clarityseminars-nw.com/research\_print.htm)

#### Can meditation reverse heart disease?

Other studies show that, "Long-term meditators experience 80% less heart disease and 50% less cancer than non meditators." (Reference: *Meditation as Medicine* By Dharma Singh Khalsa, M.D. and Cameron Stauth.)

In a study published in the journal *Stroke* in 2005, 60 African-Americans with hardening of the arteries practiced meditation over a six to nine month period. (African Americans were chosen for the study because they suffer from heart disease twice as much as do whites. Hmm keep that in mind when we look at the research on anger and heart disease.) Over the period of the study the meditators showed a significant decrease in the thickness of their arteries while the non meditators showed an increase. This could potentially mean a 11% decrease in the risk of heart attack and a 7.7% - 15% reduction in the risk of stroke. (Reference: *Stroke: Effects of Stress Reduction on Carotid Atherosclerosis in Hypertensive African Americans* 2000;31:568)

#### Can meditation increase your intelligence?

"Meditation increases the thickness of the cortex area in the brain – important for sensory, cognitive and emotional processing – says a research paper published in the November issue of NeuroReport and reported by EurekAlert." (Reference: http://www.newkerala.com/news.php?action=fullnews&id=51196.)

I'd like to pose a question for you: Einstein was a very creative thinker. He would play in his mind with ideas such as riding a photon at the speed of light, moving away from planet Earth yet while looking back to the planet. "Was Einstein's brain the way that it was because of his genetics or because of the type of thinking that he did?" What relationship do your thoughts play with

your success in life? Hmmm? Let's take a moment to reflect: Are you really open to new ideas or do you block them because of something that you think you already know?

#### Let's hear what another researcher has to say about meditation?

- "Meditation creates a state in which the metabolism is in an even deeper state of rest than during sleep.
- Meditators secrete more of the youth-related hormone DHEA as they age than non-meditators. Meditating forty-five-year-old males have an average of 23 percent more DHEA than non-meditators, and meditating females have an average of 47 percent more. This helps decrease stress, heighten memory, preserve sexual function, and control weight.
- Meditation has a profound effect upon three key indicators of aging: hearing ability, blood pressure, and vision of close objects.
- 75 percent of insomniacs were able to sleep normally when they meditated.
- 34 percent of people with chronic pain significantly reduced medication when they began meditating." (Reference: *Meditation as Medicine*: *Activate the Power of Your Natural Healing Force Dharma Singh Khalsa, M.D. and Cameron Stauth Pocket Books, page 8 2001* http://www.natural-meditation.org/ResearchedEffects.htm)

#### So far we have focussed on the benefits of meditation around health and well being but have there been any studies to show the effectiveness of meditation in the workplace? Are meditators more productive?

A study on meditation in the workplace showed that meditation was effective in:

- Reducing anxiety, job tension insomnia and fatigue.
- Reducing cigarette and alcohol abuse.
- Increasing effectiveness on the job.
- Increasing job satisfaction.

(Reference: TM is a Cost Effective Solution to Job Stress. www.learntm.co.nz/business/solution\_to\_job\_stress. htm)

A program that helps an individual perform closer to peak efficiency for longer has to translate into increased job satisfaction for the employee and increased profitability for the organisation.

#### Okay so meditation can help us to relax and make more money but aren't we coping out? How are we going to stop crime and war if we are sitting silently doing nothing?

In a dramatic demonstration of the effectiveness of meditation 4000 TM meditators gathered in Washington D.C. during an 8 week period in the summer of 1993. The organisers lodged their predictions in advance with a panel of social scientists and civic leaders, predicting that crime would be reduced by 20%. In fact violent crime decreased by 23% during that period. So rather than having the courage to face the criminals maybe we need to have the courage to face ourselves in meditation? (Reference: http://www.alltm.org/pages/crime-arrested.html)

#### In brief studies have shown that meditation can help with:

Meditation has been shown to be effective in reducing stress, lowering blood pressure, lessening anxiety, reversing heart disease, stopping smoking, weight loss, eating disorders,

addictions, boosting the immune system, dealing with negative emotions, and improving scholastic and sports performance. (Reference: *Meditation: Focussing your mind to achieve stress reduction*. http://www.mayoclinic.com)

#### So let's summarise our reasons why a corporate executive would want to spend valuable time each day sitting in meditation?

- Meditation is non invasive and it does not have negative side effects, apart from the fact that it can bring up negative memories for healing.
- Learn to focus your mind and increase your ability to concentrate.
- Reduce your negative response to stressors and become more relaxed in what you used to perceive as stressful situations.
- Reduce anxiety and help yourself to become more relaxed.
- Learn how to quieten the mind and find a sense of inner peace.
- Gain mastery of your mind, emotions and behaviours.
- Create favourable brainwave states.
- Make it easier to stop smoking and lose weight.
- Learn how to detach from emotions that block your success.
- Boost the immune system and the bodies natural ability to heal itself.
- Put insomnia to bed and improve your sleep.
- Use meditation to gain deeper insights into your essential nature.
- Use more of your brain and enhance your creativity, intuition and psychic abilities.
- Cleanse the mind so that the heart can see, hear and feel the joy of living.

Meditation is not about taking on new dogmas, doctrines or beliefs. Meditation is about learning how to quieten the mind and experience a silent no mind state then rather than acting out of conditioning, beliefs, memories, decisions, knowledge, doctrine, dogma, doubt or thinking one learns to act out of trust and awareness. Then any pursuit becomes a celebration. And that should include your job.

If you don't get excited about going to work then you are doing something wrong. You see success in business and in life is in part about being in touch with the deepest core of your being, which I term essential energy. It is about having a spiritual purpose that motivates you to achieve something that is unique for yourself. The external behaviour may appear to be very similar to the behaviour of others yet inside of yourself the spirituality needs to be totally yours. And when you are in touch with your spirituality then it will give you the strength to negotiate any blocks and obstacles that may present themselves to.

## So by now I am sure you understand why a busy corporate executive would spend a valuable 60 minutes each day sitting silently in meditation.

When you are **relaxed** and more in touch with your **creative** energy then you are more able to **focus** on the task at hand and **perform** at a higher standard. If you are engaged in work then this means increased **job satisfaction** for you and increased **production** and **profitability** for the organisation.

**In the context of an organisation everyone benefits**: the staff member, the customer, the organisation and the community at large.

Relaxed - Creative - Focused - Performance - Job Satisfaction - Productivity -- Profitability

Are you ready to celebrate yourself?

#### 2 APPENDIX

#### ACKNOWLEDGMENTS

- 1. To Osho for his insights and understandings into consciousness.
- 2. To the NLP community for explicating the structure of the mind.
- 3. To the explorers and researchers into consciousness.

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Abby Eagle has a Diploma in Applied Science (Biology). He spent 12 years working as a laboratory technician in the Department of Botany at the University of Western Australia (1972-1984) before backpacking across Indonesia. He then travelled to the USA to visit the Osho commune in Oregon that later became a benchmark for land reclamation, and has spent some time in India. Abby is a Master Practitioner of NLP, Ericksonian Hypnosis and Time-Line Therapy™ and has over 20 years

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