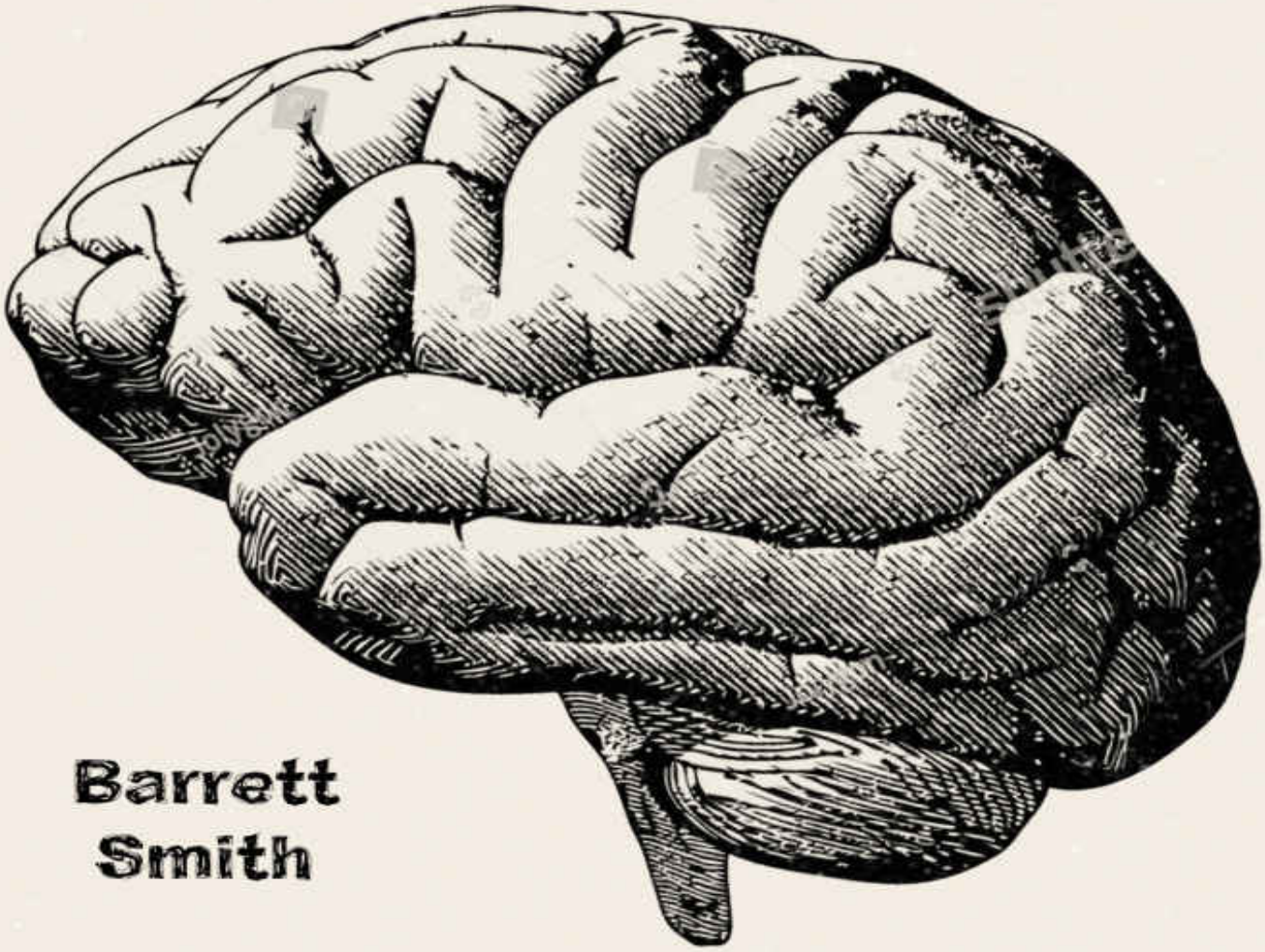
Stoicism and Nlp Secrets



Barrett Smith

Learn all the Techniques of Stoic Philosophy and NLP to Live a Good Life. Find Calmness and Con-fidence, Build Resilience, and Discover how to Use and Escape Mind Control.

BARRETT SMITH

Stoicism and NLP Secrets:

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Part I

Stoicism

Introduction

The Stoics of ancient Greece recognized four essential virtues within their philosophy. They concentrated on what they referred to as prudence, justice, fortitude, and temperance. These four virtues were believed to be the goals of the philosophical ethics of the time. These four virtues defined what we all ought to work toward to be happy in life. Stoicism was no exception—they looked toward these four virtues to guide them.

These four virtues would guide everything you do in life if you lived the Stoic lifestyle. To be a Stoic, you must make these virtues the key to everything that you do. They ought to guide you through every aspect of your life to know what you are doing. They should drive you forward, to keep you actively striving to achieve that happiness—Eudaimonia in the Greek understanding of ethics.

A Closer Look at Stoicism

Before we begin, stop, and consider one point: Stoicism is not merely a way of thinking or a type of knowledge. Instead, philosophy, with Stoicism included, is a lifestyle. It is a way to live—it is exercising and practices a specific type of life because you believe it is the perfect one without any room for disagreement. Usually, philosophies of all kinds have their justifications for why they matter and why they should be regarded as the right one. For Stoicism, we have the virtues justifying and validating its existence.

Stoicism is believed to begin in Plato’s Sophist, which he asks for some indication for what is real in life, or what is existing at the moment. One of the considered answers is that being able to act or be acted upon is what marks us as being existent. Essentially, that is anything that can be acted upon or can act itself.

For the Stoics, this was accepted—however, they added to it. In the Stoic perspective, only bodies exist. Bodies can move or be moved upon, and therefore, they exist. They disregard the idea of materialists or spiritualists, instead choosing to specify that all that exists is the physical body itself.

Even though that is explicitly limited to the physical body, they recognize that there is room for the spirit. However, that spirit is created as energy, so to speak—it is the combination of the elements—fire, air, water, and earth. The active elements, in particular, fire and air, can create the pneuma—the spirit. The pneuma is believed to sustain the body and growth. Pneuma is what keeps us rooted, keeps us what we are physically. Of course, this is just barely breaching the surface of Stoicism and the arguments behind it.

Marcus Aurelius is commonly referred to as the last of the Five Good Emperors during the time in which the Roman Empire was led through wisdom and virtue—and we get a glimpse into his virtue through reading his Meditations. Stoicism became his way of life. The stony exterior, the stolid nonreactive traits, helped him to thrive as an emperor. It enabled him to deal with stress as it inundated him, and he was able to rule one of the most influential, powerful nations that the world has ever seen.

Stoicism, as we know it today, comes from some of the followers of this philosophy. In particular, Marcus Aurelius became one of the greatest proponents of this type of thinking—he showed that he could possess the virtues.

To be a Stoic, you will learn that many different things will happen during your life, and you will have control over these situations. Stoics do not have a better experience than you do. They still go through struggles daily. Some of them will have a lot of hardships, and some of them will not. Just because you decide to be a Stoic does not mean that all the world's troubles and problems will disappear and never bother you again. It is just not realistic thinking, and no Stoic believes this to be true.

The difference though is that Stoics learn that it is not worth getting upset over things they cannot control. They see the troubles and issues that come into the world, and they know not to get upset about them.

Even the early Stoics faced hardships. For example, Zeno survived a shipwreck, and Epictetus was a slave who was mistreated by his master. It is not like the founders of this philosophy were all living the high life, being rich and getting everything handed to them. As most people do, they faced some hardships; they just learned how to change how they reacted to the situation rather than letting that specific situation control them.

No matter what you believe or how hard you work, there will sometimes be bad things in your life. Sometimes these will be good things, and you will be joyous and happy. In other cases, these are going to be bad things. You will be able to make difference in your viewpoint on life. You will be able to look at any situation you encounter, whether it is a good situation or a bad situation, and think about it logically. While other people will let their emotions get the best of them, allowing the emotions to dictate how they will behave, the Stoic will decide when and how they will react.

When bad things happen, you get to decide how you are going to react to that situation. If you are like most of the majority, you will get worked up and angry when you suppose someone has done you wrong. You will speak out against the other person, maybe do something in retaliation, something you will regret afterward. As a Stoic, you will find things are different. You will take a look at the situation, decide that it is not that important, and then go on with your life, often without any reaction.

When we learn how to make the best of any situation that heads our way, it doesn't mean that you will not take the time to deal with it. It is something that you can think about when life is going well to enjoy all of the good situations to the fullest. This philosophy is not just about dealing with when bad things come your way; it is also one that you can use when the good things come into your life and the things that you want to enjoy and celebrate all of the time.

We have spent a lot of time talking about how the Stoics respond when bad things come into their lives. However, there are many times when you will experience good things. Do not think that you have to ignore these good things just because you are a Stoic. You should celebrate these, taking them in a much as possible. But when you are more in control over your emotions and think through them in advance, you will be better prepared to realize when there are good times, and you will take them to their fullest rather than thinking about a bad thing that happened earlier on.

Since the world is full of issues, troubles, and anger, the Stoics believe that you should enjoy all of the good times you can. Whenever a good thing happens, you should put all of your energy into enjoying it, rather than ignoring what is going on. While many people believe that when you are Stoic, you will never want to be happy or experience joy, that you are

indifferent to all the situations, whether they are good or bad situations, that is going on in your life. While the Stoic will learn how to look at any situation presented logically, they do experience emotions, get to decide which ones and how long they experience.

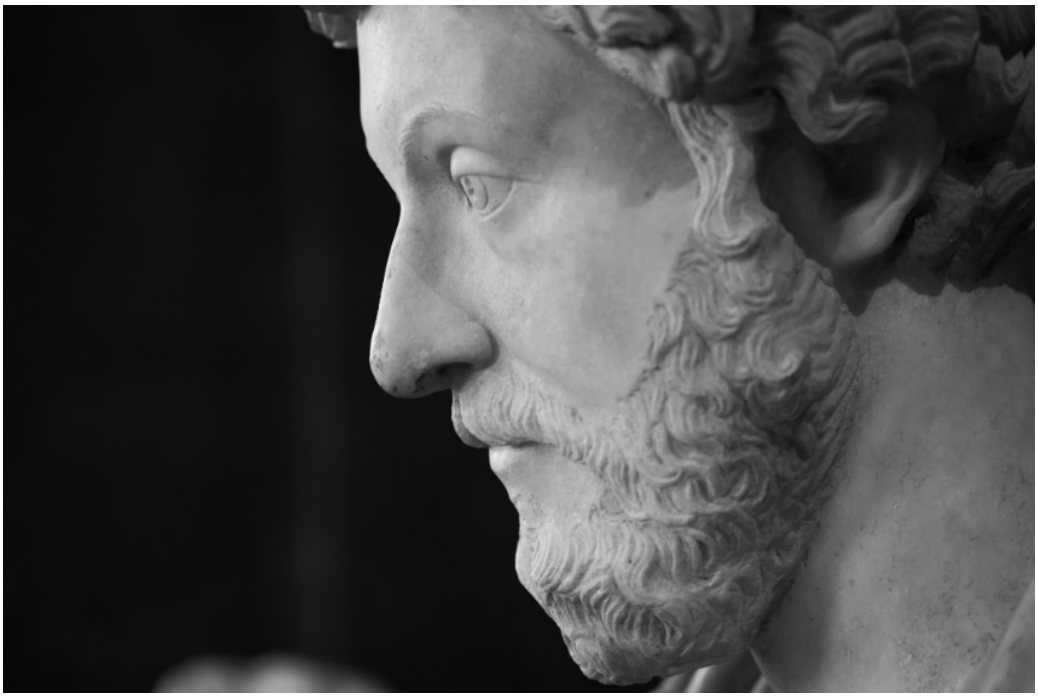
Of course, the Stoics never ignore any of the bad stuff that happens in their lives, just like they do not have better lives than the rest of us. There are probably many people who are Stoics in your life that you do not even realize are Stoic, and they are going through the same issues and problems you are facing. Instead of sitting around, holding onto the bad feelings and thoughts that result from these issues for days on end, they realize that it is merely harming them. When these feelings stick around, you are cutting into the amount of time you allow yourself to be happy.

Think about how nice it will feel? To have something happen to you, but then you could gain freedom from that issue in a short time afterward. Instead of sitting in your anger and frustration for hours or even days after the situation happens, you can feel it for a few minutes, and then the issue is all over. If you follow Stoicism's ideas, you will learn how to let these emotions go, no matter what experience you encounter in your lives.

And that is one of the most incredible things when it comes to being a Stoic. You get to be in control of all the things that are going on around you. You get to be the one who determines what emotions get to come into play. And you are the one who gets to decide how you react to a situation, which makes it very simple to make the best of any problem you come across.

CHAPTER 1:

The Promise of Stoic Philosophy



As the most intelligent creature, we humans should've progressed towards a better future, a better quality of life, perfect peace, perfect love, excellent health, and general contentment. Technology would make our life more efficient without reshaping our social behavior and making us lonely where our brain structure would evolve to prioritize reason and logic over emotions.

Instead, stress is killing the quality of our lives. We're becoming slaves to technology, and negativity has become a religion, which is consuming our minds and controlling our thoughts.

And yet, more people are seeking ways to reclaim their peace of mind and their real power. They want to get back control of their lives, rather than allowing the external forces to decide how they should live. They want to

know themselves better so that they can avoid errors in the formulation of life choices. If you're one such person, you can use stoic wisdom in your pursuit of gaining self-knowledge and living up to the values you set for yourself.

When we desperately seek the answers to life's most vital questions, Stoicism is on hand and gives us intuitive solutions to nurse us with wisdom. In this guide, we'll talk two main promises of Stoicism: eudemonic well-being and emotional resilience.

Promise: Eudaimonia Wellbeing

Is happiness enough for the moral creatures like us? Before answering this question, let us learn how we modern humans define happiness. Traditionally, the terms "happiness" and "good fortune" were much closer to synonyms. Happiness is a noun found its way in the English language around the 16th century. The adjective happy, however, predates this noun by 200 years. During that time, happiness wasn't something that people actively pursued. Instead, it was thought that you couldn't find happiness unless it came to you spontaneously. The notion started to change after the 17th century when people began to associate happiness with pleasure and contentment.

The notion of happiness in ancient Greek philosophy was completely different. Philosophers agreed that happiness should be one of the key purposes of life. Still, to them, happiness was not just a pleasurable emotional state, but also the cultivation of virtue and mindful acceptance of both pain and pleasure.

In this modern world, if you ask an average individual what they want out of life, the standard answer you'll get is, "I want to be happy." If you ask what happiness means to them, they will tell you happiness is about feeling good, feeling comfortable, and feeling at ease. Ironically, this seemingly innocent desire is the cause of much of our miseries. The idea that pleasure and comfort are the ultimate goals of life, and when we have them, our life will be just as it should be, is not only misguided but dangerous.

The Stoics resolutely did not believe that life's ultimate goal should be to attain an emotional state that modern humans call happiness. They proposed that the key purpose of life should be to reach Eudaimonia, which is

translated as achieving the best condition possible. We can call this condition "fulfillment."

Although happiness and fulfillment may seem closely related, the difference between these two emotional states is pain. You can experience fulfillment amid busyness, stress, and physical or mental suffering. But you can't be happy when you suffer.

With the idea of Eudaimonia in mind, we can stop fantasizing about a life without pain and suffering and then berating ourselves for feeling down. We'll know that we're trying to attain something far more critical than happiness; we're striving to do justice to our human potentials by living in harmony with nature, thereby enhancing the human and protecting the environment and other living beings inhabit the earth.

Aristotle was the creator of the idea of Eudaimonia well-being. He deemed pursuing desires as an awful idea and held that not every desire is worth pursuing. Fulfilling a desire may bring momentary pleasure, but may not bring wellness. Attaining Eudaimonia well-being, according to Aristotle, is true happiness. One can achieve Eudaimonia well-being when he or she lives a virtuous life and does what is worth doing.

Aristotle did not believe that true happiness is a continuous sequence of blissful moods. For him, attaining real happiness or Eudaimonia requires fulfilling our human potentials and becoming the best version of ourselves. Aristotle designed a model for the maximization of genuine happiness that could be put into practice not just by one single person but also by society, which is still relevant today.

Aristotle's idea of Eudaimonia happiness was further developed by Stoic philosophers, who emphasized on self-knowledge, self-discipline, and prudence. According to them, a person who reaches Eudaimonia's state lives optimally well and becomes genuinely happy. Even when life gets tough, they remain calm and deal with the challenges with the right mindset.

So, if you agree with the claim that feeling good or being happy is not enough for the moral creatures like the human being, you're in a good company.

Some other modern theories developed by the contemporary philosophers and positive psychologists claim their place under Eudaimonia well-being. For example, American psychologist Martin Seligman proposed an authentic happiness model to distinguish between a good life and a meaningful life. According to him, you'll obtain a meaningful life when you use your strengths in the service of something greater than you. The good life, on the other hand, can be obtained through the gratification of desires. Another concept is Csikszentmihalyi's "Autotelic personality." People with this personality may experience Eudaimonia happiness when they engage inactivity entirely and enter into a state called "flow."

Here are some of the essential lessons from stoic philosophers to attain Eudaimonia. Throughout the guide, you'll learn many other lessons:

- When you're upset, find out if the actual event is making you feel distressed or if it's your opinions of the event. Then ask yourself, "Is this problem going to be important one hundred years from now?" The answer is probably no. It's your perception of the issue that makes you feel if it is essential.
- Your initial judgment about a person or event can be wrong. That's why Stoics urged us to look beyond and beneath our first impressions and not to make an instant judgment. Instead, they asked us to take a step back to see the whole picture and think it through.
- Avoid thinking about the failure when you're planning about doing something, because sometimes the factors that cause failure are beyond your control. Only focus on what you can control.
- You can't change your past, nor do you have any power over your future. But you can take lessons from your past and live here and now. It will help dictate a better future for you.
- What we want is different than what we need. But most of us tend to blur the line between these two. Stoics believed that if we want to find true happiness in our lives, we must distinguish our needs from our wants. Here is an example from Seneca: What motivates you to make a friend? Your need or your desire? The difference will determine how you'll go about a friendship with someone.

- If you're feeling very upset while dealing with the everyday challenges of life or struggling, always remember that there is somebody out there worse than you.

You may go through a good or bad situation, but whatever situation you're in, nothing can stop you from acting with integrity, kindness, and gratitude. There are two essential things within our power, according to Marcus Aurelius—our attitude and our behavior. We always have two choices when we react to a life's problem, which the Stoics term as "two handles." We can choose to view the issue negatively, or we can choose to see it positively. It's up to us which handle we choose.

Promise: Emotional Resilience

We are hearing a lot about emotional resilience these days. Emotional resilience or mental toughness is becoming one of the most sought-after personal attributes for business leaders and athletes. But 2000 years ago, Stoics had to develop this trait to deal with the hardships they faced during life and on the way to death. Stoics did not learn to hide from life's trials and tribulations. Instead, they used the sufferings as opportunities to practice virtue. Acting morally right and bravely in the face of adversity, according to them, was the highest form of virtue.

When you build emotional resilience, you'll boldly accept your current situation and make conscious decisions to make things better. You will use your failure as well as your success to improve yourself.

Our life is full of bad events; it does not always go according to plans. Sometimes when we confront the harsh nature of life instead of facing the problems head-on, we tend to bury the thoughts in the sand and pretend that the realities of hardships don't exist. We keep behaving this way until these problems become too big to ignore, and we become forced to face them unprepared. Stoicism prepares us to embrace the adversities of life.

Difficulties and hardships will come your way, whether you want or not. If you prepare yourself to embrace the struggle and act reasonably during the tough times, life will be more comfortable.

Preparing ourselves for the worst is not pessimism. Just like buying life insurance does not mean that we're going to die. Spend some time

contemplating every possible scenario before working on a problem. It will help us to find the right solution.

Stoicism tells us that every day offers opportunities to develop our courage and inner-strength. We have to accept every situation that happens in our lives instead of fighting them. If we try to resist reality, we'll suffer. Acceptance does not mean passive resignation. It rather means that we'll accept the truth, focus on our strength, and do what's necessary.

CHAPTER 2:

The Most Important Stoic Philosopher

There were many essential individuals involved in Stoicism, but these were the eight leading stoic philosophers during the development.

Zeno of Citium

Zeno was a wealthy merchant at one point in his life, only to lose all of that in a shipwreck. He landed in Athens and decided to check out a bookseller. From there, his interest in philosophical teachings began to grow.

He studied more and more, with a particular interest in cynicism. People who listened to his teachings were known as zionists but eventually took their name from the Stoa Poikile. It wasn't a building, in particular, only a public one. Poets, philosophers, artists, and many other intellectual minds would gather here and help expand on the ideas of Zeno, leading to the development of Stoicism as we know it.

Epictetus

Epictetus was born into the world as a slave. Epictetus was granted permission to study by his "owner," where he was given a chance to pursue

a liberal education, allowing him to stumble upon Stoicism, around 2,000 years ago.

Eventually, Epictetus became a free man after the death of Empower Nero, where he was given a chance to become a philosophy teacher. He still didn't have it good just yet as philosophical teachings became banned in Rome. Epictetus fled to Greece and founded his very own stoic school. What is most notable about this philosopher is that he didn't write things, and we only have his teachings through the writings of his students.

Marcus Aurelius

Marcus Aurelius was a Roman emperor that ruled for almost two decades. His reign was challenging, and this serious child from a prominent family was up for the challenge. He was in the best position of power and could have taken advantage of that, yet he didn't; instead, he did his best to become one of the final great emperors. Though he wasn't someone that even wanted to become an emperor in the first place.

He chose to go down a wisdom path, a vital virtue that helped him be a great leader. He was strong-willed, resisted the temptation, and was just in his ruling.

Seneca the Younger

Seneca the Younger is the son of Seneca the Elder, a well-known writer. Seneca the Younger was exiled by the emperor Claudius, who accused him of adultery. He was welcomed back into Rome as the teacher of Nero, who came on to be a tyrant of Roman Emperors, eventually ordering Seneca's death.

Though he struggled so much throughout his life, he was dedicated to his stoic beliefs and only allowed them to grow stronger through his struggles. He was inspired by Cato often, and his best-known work is Letters from a Stoic. You will often hear that Seneca was one of Stoicism's founding members, and his works are referenced frequently in other stoic pieces.

Cato the Younger

Cato is another philosopher on this list that didn't do any of his writings, just teaching. Luckily, his students were there to record the great things that

he had to share. He is also well-known for being Julius Caesar's enemy, as he was always very stubborn and strong-willed with what he believed.

Cato had a strong morality and integrity level, which made him reject the corruption that surrounded him as a statesman. He refused any bribes and was repulsed by the corrupt world that seemed so ubiquitous at the time, which led to his powerful, stoic teachings.

Gaius Musonius Rufus

In 30 AD, Gaius Musonius Rufus was born in Etruria. What's most important to know about him is that he was the primary influencer of Epictetus. Rufus was also on Nero's "list" and got exiled after the emperor believed he was responsible for a plot against him. He was allowed back into Rome, only to be exiled once again in the philosopher purge of 71 AD. He was allowed to stay for four years and eventually forced to leave because of his higher status.

What separated him from the others in his views were the practicalities of Stoicism. Rather than thinking of grand ideas, he was more concerned with the things we needed to do daily to live a meaningful life of Stoicism.

Cleanthes

Cleanthes came after Zeno as the leader of the stoics during the emergence of this philosophy. He's known as the second founder behind this group of thinkers. He was just a simple "water-carrier" and eventually went on to be the school's head for thirty-two years. What is most remembered of Cleanthes is his dedication to his teachings and devotion to stoic beliefs. People were surprised at how dedicated he was and often thought that his common absence and devotion to school meant he was up to something else. He was known for helping to establish new branches of Stoicism as well, expanding the philosophy.

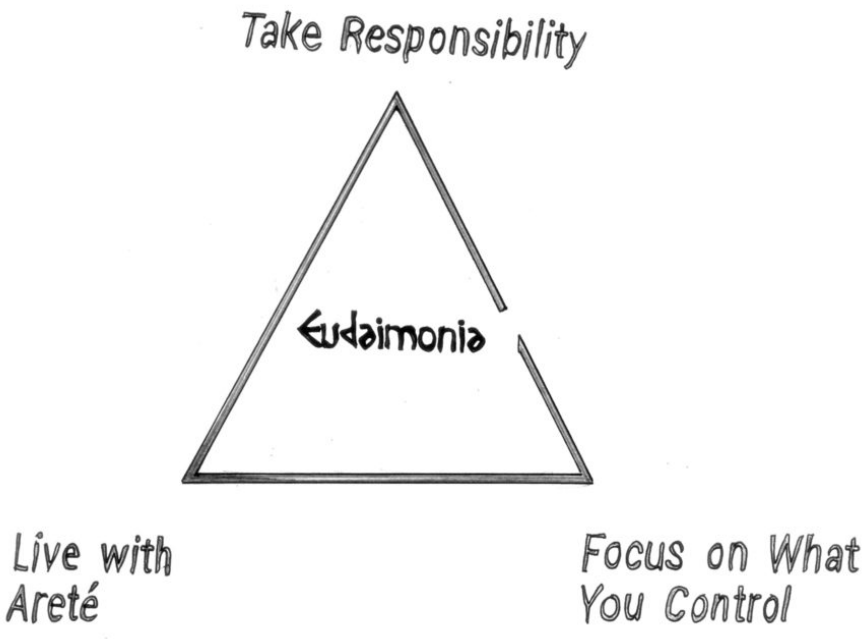
Hecato of Rhodes

If you look into any of Seneca's work, you will see that Hecato greatly influenced it. Hecato of Rhodes seemed to be a prolific writer, but unfortunately, much of his work hasn't survived. He is often quoted in treatises by Seneca, but any of his writings do not exist. In addition to that, there is almost nothing known about his actual life either or how he grew up. What we know now is that this writer greatly influenced Seneca. Hecato

was known for dividing the virtues between those that have scientific justices and those that do not.

CHAPTER 3:

The Stoic Happiness Triangle



Your stoicism is your resilience factor to the harsh circumstances that you encounter in your life; these virtues form the principles you need to incorporate to achieve this so-called state of stoic happiness.

In this state of stoic happiness, you can maintain a state of joy, contentment, and fulfillment with your life despite outside influence. These virtues are in the form of a triangle based on the number of your main principles. You have three principles that form the three corners of your triangle. Your

triangle also encompasses an eventual state of happiness called Eudaimonia. For your triangle to maintain itself and achieve Eudaimonia, you need to balance all the three principles in your life. Your main principles that form the triangle are:

- Living your life with arête
- You are focusing on what you can control.
- You are taking responsibility for your life.
- You have attained Eudaimonia, which is your ultimate objective.

The first three principles that form the corners of your stoic happiness triangle are interdependent. Stoicism dictates that your primary policy should focus on things that you can control. These things under your control give you the option to exercise your judgment or take appropriate action. When you choose to judge, you are forming a response to a particular situation outside your control. This judgment results in your need to take responsibility for the effects of your decision.

Your other option is concerning the things you can control. You voluntarily choose to act in this scenario. Your responses should be appropriate to enable you to achieve a better version of yourself. You will get rid of your untoward behavioral aspects and develop better character traits. Your result will be attaining your ideal self-identity. All these lifestyle alterations lead you to live with arête.

Once all three of your principles are in harmony, you achieve your state of Eudaimonia. You must understand that your stoic happiness triangle represents a process and not your how-to guide to a particular tangible end product. Your life is a continuous process in existence, and so is your Eudaimonia. You will lead a thriving and accomplished life for as long as you maintain a balance in your principles stated above.

Eudaimonia

Eudaimonia is an ancient Greek philosophical descriptive terminology that you can find in the study or research on virtue ethics. You could simplify this description into always living your happiest life. You are frequently in good spirits every day. It is slightly different from the definition of happiness. Eudaimonia describes your overall standard of joy with your life

based on how well you live it. It is a real term and is independent of any outside influence or various interpretations.

Eudaimonia is a virtuous state of your mind and body that results from conducting your life morally and ethically. You get a feeling of contentment with your life at all times. Eudaimonia is not limited to a particular instance in time, but your state of mind is in fulfillment at all times. However, happiness per se is the emotional state you experience that gives you a feeling of joy at a specific time.

It is not your typical physical end product from your one-time activity. Your bottom line is that Eudaimonia is your lifelong experience of a thriving life brought on by your total emotional fulfillment irrespective of any outside influences.

Live with Arête: Express Your Highest Self in Every Moment

This phrase describes being at your best-mannered self at a particular moment in time. Your moments eventually comprise your lifetime. Your living with arête will let you be the best person you can always be in your life. This principle often leads you to live a happy life and, even possibly, achieve your Eudaimonia.

First, you need to identify and embrace your character's shortcomings. Only then can you start working towards improving yourself to become your best version at all times. You need to determine what your ideal self looks like and how they conduct themselves. Now, thoroughly examine yourself and compare your current self to your perfect person. Identify the gaps that will invariably exist between the two versions.

These gaps are the shortcomings that you need to eliminate by adjusting yourself to an arête lifestyle. This difference in your idealization target is very amenable. Your specific faults represent a failure or deficiency in your behavior or character trait. Your traits are behavioral, and you can adjust yours for the better. Remember that you must always strive to close that gap to become a better person eventually.

The misplaced perception may put you off that this principle will require a lot out of you. For instance, you feel the need to be in constant alertness and on the lookout for mistakes or errors. An arête lifestyle does not have to be

this way, not at all. Once you master the art of living with arête, these factors will become second nature to you.

Soon enough, you will subconsciously find yourself exhibiting good virtues without any prompting or self-consciousness. All these small changes towards improving your lifestyle will go a long way towards attaining your stoic happiness. You should always strive to conduct yourself with the highest and acceptable moral and ethical standards to consider yourself living with arête.

Focus on What You Can Control: Accept Whatever Happens

While you are pursuing stoic happiness, you should consider this principle as a central component on which to focus. You will know that there are things that you can control and other things that you cannot control in your life. Stop wasting your time indulging in the latter, because these things are outside your sphere of influence.

If you do not, then the result will be a constant state of worry on your part. You need to appreciate early enough that worrying about things that you cannot control is pointless. Pay more attention to what you can effectively manage. Focus all your energy on such controllable situations. Besides, you may adjust your controlling inputs to your specific preference.

If you want a happier life:

- Focus on the issues, which will result in your happiness.
- Adjust yourself accordingly by controlling what will enable you to achieve this more optimistic outcome.
- You should involve yourself only with things in which you can effect changes or influence.
- Stop your habit of constantly worrying about other people and their opinions.

Your excessive concern is an expression of your psychological rejection and resistance to your reality. Why should you agonize over what you cannot control?

You will find no fulfilling answer to this query. The sooner you realize how futile your anxiety is, the sooner you can get a hold of reality. It would be best if you ceased wishing for alternative facts and how things could have

been. Concentrate on how the situation is at the moment and learn to face it head-on. Let go of your past expectations and meet your current reality.

The choice is totally up to you since these actions are within your control. Your body is semi-controllable, given that your lifestyle will influence your body, but only to a certain extent. You cannot fully control your autonomic system or your specific genetic makeup. However, living with arête is an aspect of your life that you can handle.

You have all the power to choose how you want to live your life. Most other things only experience your influence and its effects. In this case, you should know the difference between your self-influence and control. Your self-influence over something is not synonymous with your control over the same thing. Your influence guides the general direction of your contributing factors towards your preferred outcome.

Your power will determine the specific issue in its entirety. Once you have chosen your level and ability of control, you must take appropriate actions or proper functions. These two results are the basis for your judgment and voluntary steps on what you can control. Your appropriate action is whatever responsive action you decide based on your reasoning and your intelligent persuasion.

You cannot revise what is in the past, but your influence can determine the type of future you will have. Remember to control what you can and forget everything outside your sphere of influence. It would be best if you started directing your control towards achieving stoic happiness in your life.

Take Responsibility: Get Good from Yourself

You must understand to take responsibility for your life. Your sense of responsibility should take over despite uncontrollable events in your life at all times. Your reaction to your surroundings is essential. Your response to things outside of your control is vital as well. Taking responsibility for your life enables you to make the best judgment about specific situations in your life.

No one should ever influence your decisions, especially about your own life. The consequences of any of your actions or inaction will affect you more than others. A life of happiness or depression is typically the result of how you judge and respond to specific situations.

When you exercise responsibility, then straight away, whatever happens around you does not matter anymore. You will have the intelligence to consider your appropriate response as opposed to your past tact of reacting. In alignment with the other principles, you have the freedom to control your reaction to match with the ideal version of yourself. Remind yourself that the goodness or negativity of anything is dependent on your choice of viewpoint.

Also, you should always follow a specific event rather than trying to lead that event. In this manner, you will have ample time to step back, consider the fact, deliberate, and finally, take appropriate action. This path is the responsible way for you to handle your affairs.

Only you can be responsible for how you respond to these outside events. You should beware of developing irrational judgment, which may mislead you in your appropriate response. Your irrational understanding will typically affect your perceived emotional states, both current and future states. For instance, your present pleasure and future appetite are emotions that are prone to your irrational good judgment.

However, your present distress and future fear receive your irrational lousy understanding. Responsible decisions should guide you at all times. Acknowledge your missteps, retrace your moves, and adjust accordingly. When you transform this exercise into your daily habit, you will soon attain the stoicism you deserve.

CHAPTER 4:

The Perfection of Our Natural Potential

The Stoics accepted that nature needs us to flourish throughout everyday life. It is the reason the internal daimon, our most elevated self, had been planted inside us all like a heavenly seed with the goal that we have it in our regular potential to turn into that most elevated form of ourselves. As Musonius Rufus stated, we're all "brought into the world with a tendency toward ideals." As it were, we incline to finish what that ideal seed began and breathe life into our human potential. Along these lines, an individual's ideals rely upon their greatness and how well they play out their standard potential. To be upright at that point is to live as nature structured us to live. It is the place the Stoic principle is living in concurrence with which nature originates.

Set forth plainly, excellence is very similar for every living being—the flawlessness of their inclination. In this way, living with Arête is fundamentally to fulfill our human tendency. Without that fulfillment, we need something, and our lives will stay unfulfilled. It's reasonable if we don't satisfy our inborn potential, which we'll never be satisfied.

Nothing outside is required to get to wellbeing—no manor by the seashore, no jewel rings, no porcelain plates, and for the most part nothing that hasn't been planted inside as characteristic potential. Furthermore, that is something that makes Stoicism so engaging. The possibility to enjoy a luxurious lifestyle is inside us all—regardless of whether we're rich or poor, sound or wiped out. We can all get to wellbeing.

Your normal potential lies in your most unique rendition of yourself. However, the Stoics contended that the most critical distinction with different creatures is the human's capacity to utilize reason. Unemotional educator Epictetus clarified that what isolates us from wild mammoths and sheep is our sound component and not the exposed skin, more vulnerable bones, or missing tails. We discredit our very humankind and tumble to a sheep's condition when we let our actions become rash and rude. He asked, "When our actions are aggressive, naughty, furious, and discourteous, do we not fall away and turn out to be wild brutes?"

Epictetus' point is that our capacity to utilize reason is at the center of our regular potential we have to satisfy. It shows best in our actions by communicating it from minute-to-minute. On the one hand, the capacity to utilize reason is our most valuable blessing, and, if we live by it, we'll have a good and comfortable, streaming life like a grapevine that produces grapes. Then again, it's our most massive weight, supposing that we neglect to live by it, we fall to the degree of a mammoth, refute our humankind, and won't carry on with a happy life—much like a grapevine that neglects to deliver consumable grapes.

For the Stoics at that point, it's sensible to consistently attempt to be as well as can be expected to be. As a whole, we have this seed of reason, this seed of our most elevated self, planted inside. Also, along these lines, we can carry on with an idealistic life—a real existence driven by reason and communication for our optimal self.

This articulation appears as commonly respectable and excellent actions that advantage ourselves as well as other people. As scholarly prior, temperance is for every living being with the flawlessness of their temperament; on account of people, righteousness is the flawlessness of reason. Put it unexpectedly, living with Arête is simply the flawlessness of communicating our most noteworthy in each minute. Keep in mind, living with Arête, temperance, reason, and nature are mainly various articulations for a similar objective.

In the Stoic way of thinking, unmistakably, the flawlessness of reason included discerning, yet in addition to social actions as obligations to our men, for example, respecting our folks, being pleasant to our companions, and being keen on the prosperity of humankind. As social animals, we ought to apply reason and express our most special selves to three primary everyday issues:

Our brain: as individuals with the capacity of rational thinking, we ought to consider our actions normally, shrewdly, and consistently attempt to be as well as can be expected be.

With others: as social creatures who naturally care for each other, we should attempt to live agreeably with others and add to humanity's prosperity.

In the universe: as residents of the vast universe, we ought to try to live harmoniously with nature, acknowledge occasions that happen to us and try to react shrewdly.

The entire Arête is a righteousness reason and satisfies our tendency thought as exceptionally theoretical, but it's hard to get away from how it would appear. Fortunately, the Stoics utilized a progressively graspable grouping of uprightness that partitioned it into four attractive character qualities known as four-cardinal ethics. However, before we look at them, how about we rapidly look at the Stoic Sage, the abstract ideal, the Stoics, used to depict the consummately shrewd and great individual—the Adonis of character.

You may have been pondering, is it even conceivable to be as well as can be with each minute? No, it's not. It is the reason the Stoics utilized the Sage as an ideal because there are no ideal people. What's more, we shouldn't be suitable for the Stoics, yet we can attempt to be in the same class. It is the reason they pondered the Sage; they needed to be on a par with something

conceivable and be simply like the Sage to accomplish immaculate eudaimonia. "He lives in all-out congruity with himself, the remainder of humankind, and Nature in general," says Donald Robertson, "since he follows reason and acknowledges his destiny benevolently, to the extent that it is outside his ability to control. He has transcended his nonsensical wants and feelings to accomplish true serenity. His character is commendable, decent, and wonderful."

No big surprise the Sage is an abstract ideal, yet the Stoics state it's useful to have somebody to gaze upward and think about ourselves against it. The Sage makes it simpler to envision our optimal self and acts like a sign appearing in the heading. Presently, why don't we look now at the four ideals we can attempt to convey a Sage-like execution.

CHAPTER 5:

The Four Cardinal Virtues

One of the essential aspects of the Greek pantheon was that each god and goddess was unique. Unlike monotheistic traditions that have a single deity, the Greeks had a wide range of deities, reflecting the various skills, qualities, and quirks of humanity on a higher level. As a result, an individual could choose the god or goddess they wanted to follow based on that particular deity's qualities. It was an effective way of cultivating the self-based on a set of ideals that a specific deity personified. A warrior could endeavor to become more like Ares, whereas a ruler could choose to emulate Zeus. The early Stoics recognized the value of such emulation and how it could help an individual evolve.

Since the gods and goddesses were becoming a fading shadow of the past, it was essential to replace the deities' virtues with virtues that Stoic practitioners could strive towards in their own lives. The result is a list of four virtues that coincide with the three fields of study. The virtues of Stoicism are wisdom, justice, temperance, and courage. By establishing these virtues as the qualities that the practitioner hoped to achieve, a Stoic could envision a model of life that the followers of the old religion could envision a particular god or goddess. Not only did this give the Stoic a goal to strive toward, but it also provided something to believe in—namely that by adhering to these virtues, the practitioner could create a life free of suffering and full of meaning and contentment.

Wisdom

The first of the Stoic virtues is that of wisdom. In modern-day usage, the term 'wisdom' usually refers to a general sense of knowledge and understanding. Older or more experienced people are often characterized as wise because they know more about a specific thing or life in general. However, the early Stoics' actual word for wisdom was phronesis, which was a particular type of wisdom. Rather than referring to public knowledge and understanding, phronesis referred to practical wisdom, specifically one that could distinguish between ethical and unethical. Thus, the wisdom here is more than merely being experienced or understanding a great deal. This type of wisdom is about being able to perceive between right action and wrong action.

As mentioned earlier, the virtues of Stoicism were not just random traits or qualities; instead, they were interconnected with the three fields of study and the three disciplines. In essence, the virtues are the total of a field plus a discipline. In this case, wisdom is the byproduct of logic and assent. The logic was the tool by which the Stoic could study life and learn the lessons it possessed, and assent was the discipline, which enabled the individual to distinguish between what was controllable and what was not. By applying logic and assent to daily life, the Stoic could develop a strong sense of insight regarding things' true nature. And this insight, or practical wisdom, would enable them to make more rational choices, take more effective actions, and live a more purpose-driven and meaningful life.

Justice

Justice is the second of the Stoic virtues. The original Greek word used was dikaiosunê, which again had a different meaning than what we commonly associate the term 'justice' with today. The original meaning intended for this virtue is to see it concerning its corresponding field and discipline. Ethics is the field of study connected to justice, and action is discipline. Combined, ethics and the Discipline of Action form not only a sense of what is right but a duty to abide by that sense; thus, while ethics contains the knowledge of proper behavior, and the Discipline of Action helps the individual to act accordingly, the result is a life lived injustice. Again, the purpose of virtue is to personify the ideal created by the other aspects of Stoicism. Therefore, rather than blindly following the concepts of ethics and action, a Stoic practitioner can follow them with a genuine sense of direction, envisioning the final destination that devoted practice will lead to.

Another exciting aspect of justice is that it doesn't merely apply to the individual, but it also applies to all existence. In other words, justice isn't just about the practitioner doing what is right in terms of the Stoic tradition; it is also a way of understanding why other people do what they do. It is particularly true on the level of nature, where instinctive drives mostly control behavior. One example would be how people and animals often act viciously when they feel threatened. Understanding this dynamic can help an individual to discern the true nature of a situation in which a person or animal acts with unexpected aggression. By understanding that such aggression is often the result of feeling threatened, a person can better choose their words and actions to disarm the situation, thereby restoring peace and harmony. Justice, therefore, is not about what is right or wrong in terms of legality or even a specific set of morals or ethics, but it is what is right or wrong within the context of a given situation. At last, everyone lives within their form of justice, whether they realize it or not.

Temperance

Temperance is also referred to as self-control. In Ancient Greek, the word used to describe this virtue was sôphrosunê, which meant more than just self-control. To the Stoic, sôphrosunê was a combination of mindfulness and discipline. Today's definition of temperance implies abstinence, specifically concerning drinking alcohol. However, to the early Stoics, the notion of temperance did not mean abstinence; rather, it indicated the ability to make sound choices without being governed by passion or unbridled

desire. Understanding this aspect of temperance is critical for understanding why it was chosen as a Stoic virtue in the first place. At the time of Zeno, several traditions sought to resolve the debate over the issue of pleasure. Some believed that all pleasures were good and should be aimed at all times, while others stated that pleasure was the root of suffering and evil and should thus be avoided at every opportunity. Zeno believed that the right solution could be found somewhere between indulgence and abstinence. The result was the concept of temperance, which is ultimately defined by the axiom "all things in moderation."

Physics and the Discipline of Desire combine to create the Virtue of Temperance. Understanding this, it becomes easier to understand the true meaning behind this virtue. By studying nature, an individual can better understand what desires are right and what desires are wrong. Any desire that furthers a person's security, peace and wellbeing can be considered a good desire. In contrast, any desire that compromises any of those factors can be seen as a dangerous or bad desire. This understanding translates into Desire's Discipline, which enables the individual to govern their desires clearly and insightfully. Thus, the knowledge of which desires are beneficial and the discipline of only pursuing those desires combine to create the Virtue of Temperance.

Courage

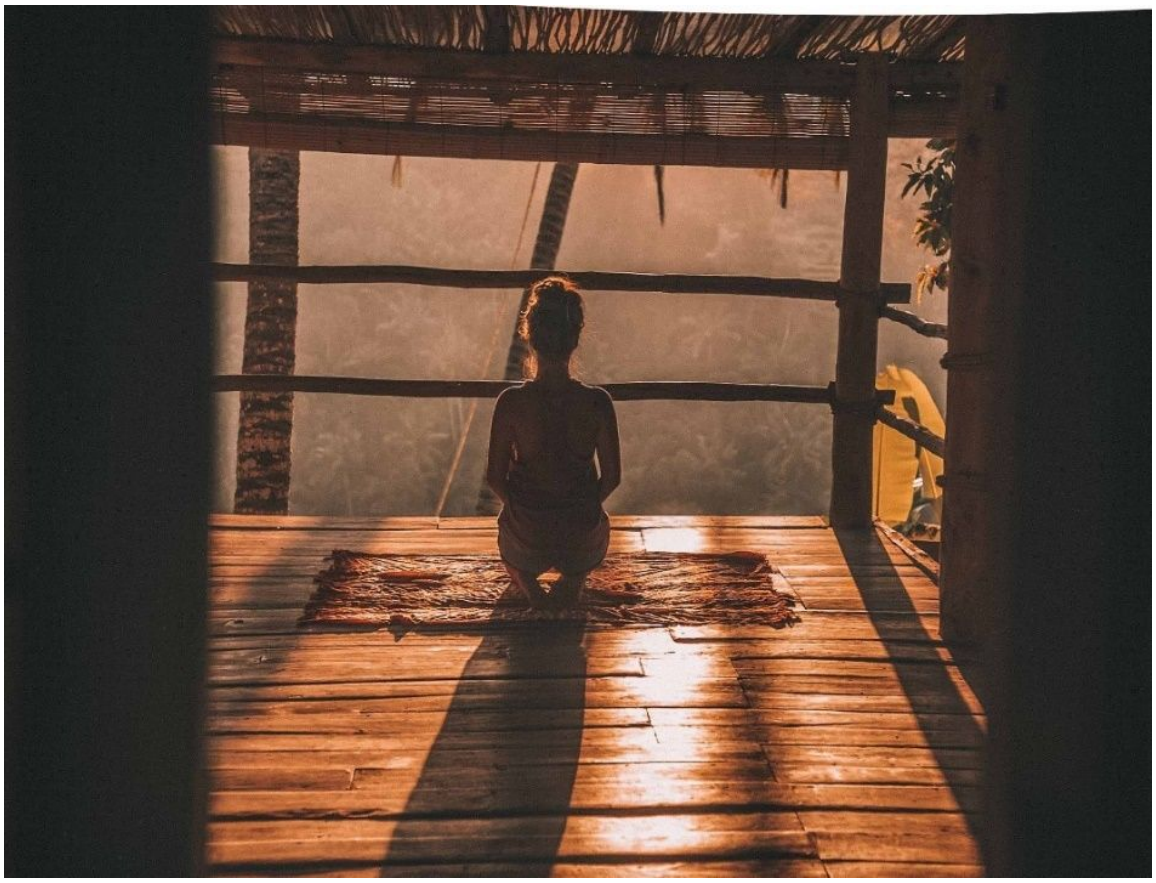
The fourth of the Stoic virtues is that of courage. Much like the field of logic, which is the tool needed to study all other aspects of Stoicism, courage is the tool that the Stoic needs to achieve all other virtues. Courage is the necessary tool to follow the Stoic path in any meaningful way. It can be easy to abandon Stoicism's practice and surrender to desire, greed, and even fear. Additionally, it is all too easy to follow the crowd and do what everyone else is doing, whether it is right or wrong. To follow the Stoic tradition, however, takes a great deal of courage. The practitioner must be brave enough to face criticism and resistance from the outside and the temptations, weaknesses, and demons found within. Therefore, to pursue Stoicism, one must have the necessary courage and fortitude.

The original word for this virtue was the Greek word andreia, which also meant 'manly spirit.' This term takes courage to a whole level as it not only implies the notion of boldness, but it also indicates a certain aggressive

quality, such as the idea of standing your ground or even conquering your enemies. In Ancient Greece, a man was considered heroic when he stood his ground against impossible odds, or he achieved a goal of almost superhuman proportion. It is the true essence of the Stoic Virtue of Courage. It's not only referred to as a general sense of courage, but it also refers to rising above and overcoming anything that stands in your way. It is about digging deep and finding the strength to accomplish what needs to be done. Only when the individual possesses this courage can they develop the three disciplines of action, desire, and assent. Herein lies a beautiful paradox. While it takes a great deal of this courage to follow the path of Stoicism, the fact is that Stoicism has a way of instilling this andreia into the heart of its followers. Therefore, the Stoic tradition helps to nurture the very thing needed for following the practice in the first place.

CHAPTER 6:

Stoicism and Neuroplasticity



Neuroplasticity is the brain's ability to change. Various studies show that the brain can restructure itself. It also allows a person to recover after experiencing injuries or disorders. Years ago, it was believed that the brain can be "programmed" only in the initial stage or when a person is still a child. However, various experiments and research prove that the brain has the natural ability of neuroplasticity, which means that it can still be rewired or reprogrammed even through adolescence. This research has a strong impact on the sciences, as it has many implications

and possibilities. Not only that, modern studies show that retraining the mind directly affects the physical brain and even the physical body.

By training the brain in a certain way, you can change how you respond, view, and experience things. An excellent example of neuroplasticity is the study conducted by Sara Lazar of Harvard University, and Richard Davidson, a neuroscientist. The experiment is on the practice of meditation, as shared by the Dalai Lama. The results were impressive. It showed that regular practice of meditation, even for the short-term, can change the brain. It can help deal with anxiety and stress, fear, anger, and even improve the body's rate of self-healing and recovery.

The term "plasticity" is not new. It was first coined in 1890. But, the first person to first use the term neural plasticity was the neuroscientist, Jerzy Konorski. However, the idea that the brain is not fixed, even when one becomes an adult, was first proposed by William James in 1890. At that time, the idea did not get any attention or simply got rejected. After some time, there have been numerous studies and experiments that followed on the subject of brain plasticity.

Today, brain neuroplasticity is accepted science. It has been proven time and time again, and more studies are being conducted about it. Indeed, this discovery can unleash infinite human potentials.

Taking Advantage of the Brain's Neuroplasticity to Live the Stoic Teachings

The brain's neuroplasticity will allow you to make changes that you desire in your life. As you already know, the mind is an essential part of Stoicism. By taking advantage of the brain's neuroplasticity, you can transition from your current mindset into the Stoic mindset. However, take note that just like learning a new positive habit, this will also take time and effort. In the end, so rest assured that it will all be worth it.

Indeed, living the Stoic teachings may not always be easy. Perfecting the Stoics' virtue is difficult to achieve, but it is nonetheless doable, as long as you are committed to it. So, how do you go about it? The first step is to learn the Stoic teachings for starters, which this book in your hands right now reveals to you. Once you know the teachings, then you can start applying them in your life. Do not expect this to be a smooth journey; you can expect to make some mistakes along the way. Do not be hard on yourself. If you commit a mistake, then learn from it and then move on.

It is not a good practice to merely follow whatever you read. If you take a closer look at it, many of the teachings of Stoicism are enlightening in the sense that they are reasonable. Hence, if there is a teaching that you do not understand fully, do not hesitate to take some time to ponder about it.

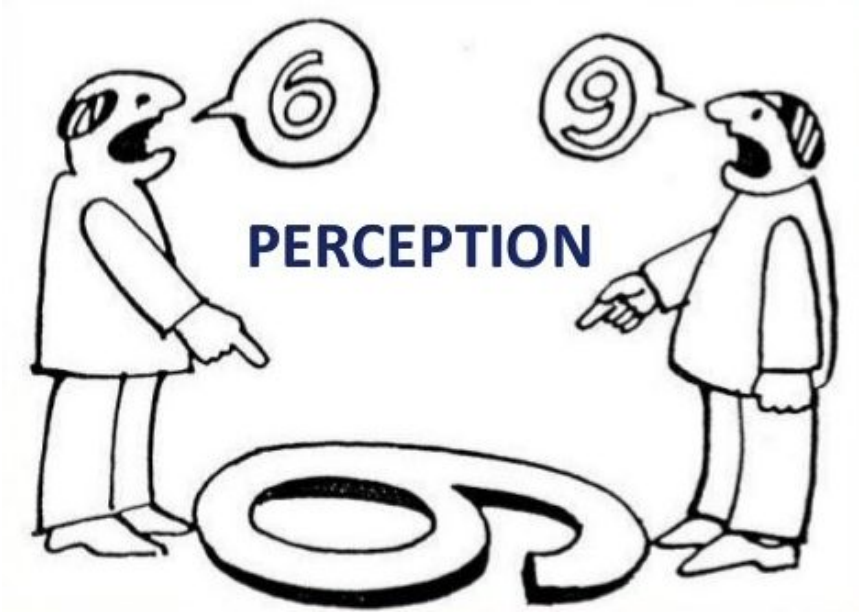
For example, let us say that you want to learn to stay calm amid a difficult situation. By applying the Stoic teachings, you should not react right away, especially when faced with a situation that incites destructive emotions. Of course, this is not something that you plan, but you should apply it every time that you find yourself in such a situation. The key here is to delay your reaction. So, even when you feel like you are already strongly tempted to react, remind yourself to calm down and give it a few more seconds or minutes before you finally respond. Although this may seem simple to do, this takes practice and a decent amount of self-control to properly and effectively pull it off. If you fail, that is okay; keep on trying. Soon enough, with the help of the brain’s plasticity, you will notice that you are more in control of yourself, and you no longer get controlled by different situations or people. It is a good point because it means that you can finally apply the Stoic philosophy in your life.

Now, it is worth considering that there are many other Stoic teachings. For example, you should also make your daily reflections. Turn it into a habit. If you are not familiar with doing it, then now is the time for you to teach yourself to get used to it. Soon enough, doing reflections about your day or life will be a normal part of you.

With taking advantage of the brain's neuroplasticity, the key is to use repetition. Yes, you may commit mistakes and fail from time to time, and that is okay. The essential thing is to keep on improving yourself and practicing the teachings of Stoicism. If you persist, then one day, you will find yourself already living as a true Stoic.

CHAPTER 7:

The Discipline of Perception



Clarity

What values do you live by? What things do you stand for? Who exactly are you? Once you have clarity on these questions will help you find your path and stay on it. Instead of regularly comparing yourself to others, you need to find clarity on the things you want. Life is a game. Why should up try to live another person's version of your life?

You might have realized that Stoicism involves reducing the things you need to worry about and focus on. When you practice Stoicism, you won't need to obsess about the past or the future. You won't need to be insecure about others' success or material things or submit to others' destructive emotions.

The results are the payoff. You have to get rid of the traits that define the population. Epictetus would say that the result is liberty, courage, and

peace. It is why you are doing this. You aren't studying philosophy for the fun of it, but so you can reap the rewards of ancient wisdom. The smallest amount of wisdom can bring clarity, and clarity brings freedom.

Passions and Emotions

For passion, it is essential to understand; in this sense, it does not have the same usage that we are all familiar with, as in caring or enthusiasm about something. In Stoicism and the Art of Happiness, Don Robertson explains that when a Stoic talk about overcoming "passions," which they refer to as eupatheiai, they talked about the unhealthy, excessive, and irrational emotions and desires. Anger is an excellent example of this. You need to remember that, and this is most important, they wanted to replace them with eupatheiai, like joy and not excess pleasure.

An exercise to help you with this is to remind yourself of how small you are. It wouldn't hurt to remember how small everything is. All achievements are temporary, and possessing them is only for a moment. So, if all things are temporary, what does it matter? This moment is what matters. Doing the right things now and being a good person are the things that matter, and that's what Stoics saw as important.

Take, for example, Alexander the Great. He was a man who conquered the known world and would have cities named after him. It is all commonly known. But the Stoics would also let you know that one time, when he was drunk, Alexander ended up getting into a fight with Cleitus, his friend, and ended up killing him. After this, he became so discouraged that he was unable to drink or eat for three days. Sophists were called to see how they could help him with his grief, but nothing worked.

Does this mark a successful life? From a Stoic standpoint, it doesn't matter a whole lot if your name fills up a map if you wind up losing your perspective and getting somebody hurt. So, make sure you learn from his mistake. Stay aware, humble, and honest. It is a thing that you can do every day. You aren't going ever to have to worry about somebody taking it from you, or it taking over you.

But onto the subject of emotions. Stoics feel even though their name is closely associated with emotionlessness. Taking the path of Stoicism isn't taking a way of emotional repression. It is quite the opposite, and Stoics believed that a lived life would create joy and tranquility. The Stoic lifestyle

requires you to learn how to fit into this ever-changing world. It will include all of its strange and messy interactions. They understand that emotions play a big part in the mental landscape. Stoics provide emotions their needed attention, but they don't focus everything on them.

Stoics have a very distinct approach to emotions. For example, they don't believe that emotions should guide a person's behavior. They like to treat them like the weather. When there is a hard rain, you may pick up your umbrella and not drive as fast, but you still have to get yourself to work. It is right for an emotional storm. You can act well, even though you have "bad emotion." If you snap at your coworker, and once they ask why you were acting like that, and you tell them, "It's humid," people are going to give you an amusing look. Stoics would also believe that acting like a jerk to a person just because you are mad doesn't make sense. First off, anger is due to having an unhelpful perspective. Second, people can choose to act with virtue in every moment of their life.

There are three "good feelings," known as hai eupatheiai in Greek. They are cautious, joy, and wish. These emotions were listed in contrast to their three passions, which are the "bad feelings." We have to face:

- Caution versus Fear
- Wish versus Appetite – which means lust
- Joy versus Pleasure

It may look odd and like it is leaving out quite a few emotions, but look at these as spectrums. All emotions live within these different spectrums, like malice, rage, greed, and envy, which are all accounted for. There is one more passion, which is distress, but it doesn't have an opposite.

Let's start by going over wish because that probably seems like a weight name for an emotional group. Why is something like wish seen as good, yet Appetite is terrible? Stoics felt that longing for something that you don't have is wasting your energy. Appetite, therefore, means "the irrational desire or pursuit of an expected good." For example, greed is seen as an appetite for material possessions. An appetite for revenge would be enmity. These types of things use up all of your energy on fantasy, or they will force you to do something unproductive. Stoics make sure that they don't bet their happiness on things they are unable to control. Instead, they wish. Stoics

make sure that they don't place all of their happiness on things that are out of their control. It is where wish comes in.

Wish means you have a change of perspective. Appetite implies that you find happiness in the things around you. Wish shows us there is a lot of stuff in the world, but those things aren't where you will find happiness.

The other two: caution versus fear and joy versus pleasure, work much in the same way. Fear comes from an irrational avoidance or aversion to some danger. Fear gets rid of your present contentment because something could be taken away. Caution is a basic understanding that life can throw us curve balls and that we are supposed to be prepared.

Awareness

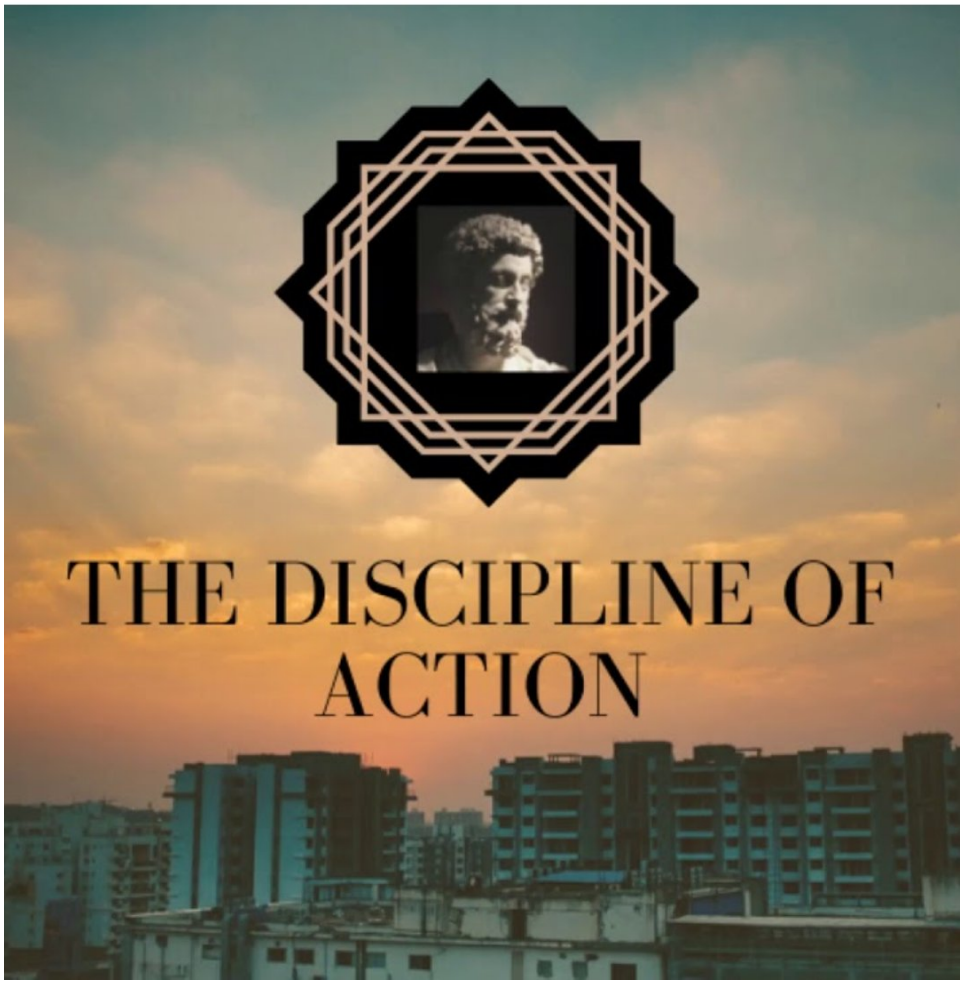
Stoic awareness will build on acceptance, which we will cover below. The main idea is our minds are what causes our suffering. Rather than trapping yourself, you can take responsibility for your actions and thoughts.

When you don't have awareness, you will pay attention to all the things that others think about you, to the things that you can't control, to your status. These things aren't what is causing your suffering. It is your value judgments that are causing your suffering. You wouldn't be controlled by what others think about you if you didn't know it was important. You need to concentrate on the things that you can control, which is your actions and thoughts.

To handle of your thought means you have to embrace your reality. Humans are prone to adding more stories and value judgments to all the things that happen to them. It could be useful, but most of the time, it just clouds your judgment. You are very vulnerable when you forget your thoughts are not objective reality. When you become Stoic, you become aware that your thoughts aren't real. All those stories you've told yourself are not real. You are in control of your thoughts.

CHAPTER 8:

The Discipline of Action



Right Actions

In our default setting, we react more than we act. Specific reactions are spontaneous, but some are habits we have established over a long period. If you were ever physically abused, you might feel defensive if someone enters your physical space. It is an instinctive reaction. To correct instinctive behaviors, you have to start laying the psychological foundation

first. Start by getting to the problem's root—in this case, deal with your vulnerability to let another people in.

To correct habitual behaviors, you need to make a deliberate decision to implement actionable steps. For instance, if you find yourself sleeping for less than four hours each night, you need to look at what you do that takes away from your sleep time. Things like your phone habits, bedtime routines, and even diet could play a role. When you have found out what is hindering your sleep, please take the necessary steps to correct it. The key here is to act out your plans and make observations as you go along.

To effectively change the way you do things, you must do the following:

Think It Through

You should not wake up one morning, snap your fingers, and decide you will change the way you do things. Often, you end up crashing out or losing interest long before you achieve your goals. Say, for instance, you want to reduce weight. Don't just jump on the nearest treadmill or sign up for the first diet program you get your hands on. Think a little deeper. Why do you want to lose weight? What kind of weight loss program is suitable for your lifestyle? These questions will help you get started on the right action plan.

Have A Clear Vision

It doesn't matter how noble your intentions are—without a vision; you are most likely going to get distracted or worse, fumble your way through the dark in a bid to reach your goals. Get a journal and take down what you hope to achieve with your actions. It helps you monitor your activities and serve as a source of inspiration that will inspire you and push you towards your goal. Remember, to change your habits; you have to be more deliberate about the actions you take.

Be Consistent

To create sustainable lifelong habits that are beneficial to you and those around you, you will have to be consistent. The best athletes in the world carry out a routine series of activities daily. This training can be brutal for the average man, but for the athlete, excellence requires sacrifices, and sacrifice demands commitment. You cannot do something today, then ignore it and come back to it in the hopes that you can hit your goals. Stoicism does not work that way, and if you want to use it as part of your

CBT training, you need to discipline yourself to be consistent and persistent.

Problem-Solving

Sometimes, the depths we have sunk to in life make us pray fervently for a clean slate to help us start over. The truth is, even if you are given a clean slate, without truly addressing the problems at hand, you would likely end up creating the same messes you are trying to run from. The issue, then, is not the slate that we are praying for, but ourselves: the things we do, the things we say, and the way we act—these are the main problems that need to be fixed. Unfortunately, we do not have a reset button to press when we start experiencing glitches and then get back with the program. But if you reflect on it, it is not unfortunate such a button does not exist. If Thomas Edison had pressed the reset button after every one of his scientific failures, he would never be able to become the inventor we recognize and respect today. He told us of his many failed experiments, but we don't remember him for that. His errors helped him upgrade his experiments.

Similarly, the mistakes you make as a result of your behavioral tendencies don't necessarily define you. And, like Edison, you can upgrade. In a few minutes, you will find out how.

Cognitive-behavioral therapy, or CBT, basically involves making a conscious decision and a deliberate effort to correct certain behaviors that are harming your life and slowing down your performance in the area of achievement. CBT is not restricted to specific behavioral patterns—isolate the ways you want to replace and apply the Stoic principles. Before we get into the fundamentals of this, you should know that this is something that will require deliberate efforts on your part. Stoicism is generally talked as philosophy, but it has a powerful therapeutic effect because it focuses on reframing the mind. Epictetus was told to state that, "the philosopher's school is the doctor's clinic." Stoicism's teachings have both a preventative and proactive approach in CBT, and at the core of this is emotional resilience training—key in replacing bad behaviors with good practices. Rather than merely responding to instincts and reacting to emotions, you are taught to take a step back, evaluate your emotions and, most importantly, gain a better perspective of the situation.

Three core areas need to be influenced by Stoicism to set you on the path that effectively helps you correct your behaviors, and that is precisely what we are going to explore in the guide. These core areas are your thoughts, your will, and your actions. Pay attention to each of these, because it is almost impossible to make any genuine progress if you experience a setback in one aspect. Please take what you learn here and apply it with wisdom.

Duty

You have your actions on one end of the spectrum and your thoughts on the other. Your will is like the mediator between the two. For your ideas to be translated into actions, you need your will. Sometimes, you may feel you cannot go any further, or that your goals are no longer deserve the sacrifices you have to make to get there. It is your will that will keep you in the game. Your level of consistency and ability to remain persistent even when you don't feel like it; can be attributed to your willpower.

Wanting or wishing to do something is very different from having the willpower to do it. To muscle up your will, it is recommended practicing the Stoic exercise of training your perspective. Flip the script by viewing the obstacles that threaten your ability to go through the process as an opportunity to transform yourself. When athletes compete, they are confronted by opponents who appear firmer and more physically suited for the challenge and those who look weaker and less likely to win. But you don't see them back out of the race simply because they worry that their counterparts could defeat them. At the same time, they don't get cocky because they think they are better than their opponents. They enter the game with a focus on their performance.

Similarly, when you step into the field of life, you have to keep your focus on yourself. When the negative thoughts and physical challenges come to distract you, stop fighting it off or giving in to your fears. Instead, see this as the chance that it is and use it to fire up your ambition to be better.

Pragmatism

Your thoughts control your view of the world and how you perceive the people around you, and it is from the seat of your thoughts that your interpretations of life's experiences are transmitted. The things you do are dictated by what you think. For instance, if you find yourself reacting in

anger every time someone uses a specific word or phrase, that reaction is simply a projection of your thoughts on that word or phrase. If you react to an emotional crisis by overeating, it is because you have convinced yourself that the food helps.

The foundation of Stoic principles involves replacing vice with virtue, which applies to what you think about. Then, it would be best if you ponder how you think. Many of us make the mistake of thinking after we have acted, and this impacts our behavior. To set your thoughts on the right path:

Feed your mind with materials that promote positive thinking. If you must read something that contains negative elements that could compromise your emotions, be objective in your assessment of it.

Ask questions. Just because things have always been completed, a certain way doesn't mean this is the right way. Take Plato's view of the situation: see everything from all angles and make your assessment from this perspective.

Manage your thoughts effectively. With so many things that needed our attention, it is easy to get distracted. Use a journal to help you stay focused on your ideas. Journaling also helps you isolate problematic thoughts that fuel negative energies.

CHAPTER 9:

The Discipline of Will

Resilience and Fortitude

Fear is another prominent driving emotion behind most of our decisions. You find people who work themselves to the bones because they are afraid of not being able to afford the things they want. They sometimes live a sedentary and unprogressive life, deliberately avoiding risks that would propel them forward, even if their rational thinking or wisdom supports those risks.

This virtue grants the ability to act on the wisdom you have discerned, even if it is not exactly conventional. Wisdom is fantastic, but without the application of wisdom, it is just another nice thing something thought or said. This virtue is also likened to endurance. But in that sad, long-suffering way that makes you a victim of circumstance. But in an emboldened form that sees you facing down your deepest fears and not acting on them.

Rather, you push past it to think and act logically. You can say fortitude is wisdom applied in adversity.

Kindness and Virtue

In Stoicism, for every virtue we seek, there is a corresponding vice that you need to uproot. The objective is to replace vice with virtue. Now, you started this journey because you want to live a good life. We have defined what a good life is from a Stoic perspective. One crucial element of this life is maintaining harmony with the universe. Some people question the purpose of humility. We think it is a quality that keeps us in the gutter with people we consider undesirables. But without humility, you may never be able to get out of your comfort zone. For too long, we have identified fear as the primary reason many of us want to stay where we are, and yes, fear can hold us back. But ego is what makes you stagnant. When you begin to believe you know it all, you have it all; you create chains that anchor you to that spot in life. To break those chains, spend your mornings meditating on scenes guided by the following thought processes:

See your death, vividly. It is insane, just like the thought of seeing your end, but only if you are missing the point. And the point here is to find the answer to this question. How big is your ego going to be when you are six feet under? Nobody looks at a corpse and marvels at its intelligence or how wealthy it was. The best quality that can be attributed to a corpse is that it seems "restful," and not even the best mortician's artistic skills can change this. Despite the commonly-held belief in an afterlife, your influence over the living ceases the day you die. The effect of death on the body of a rich, influential person is precisely the same on that of a poor nobody. Death, which is the conclusive end of all things, pays no attention to things that make you believe that you are more significant than everyone. Instead of pondering on those superficial things that feed your ego, meditate on your death, and recognize that, in the end, none of those things matter—everyone meets the same fate.

Acknowledge that tomorrow is not guaranteed. If you are likely those, who love to procrastinate, meditating on this could help you be more proactive. If you are also struggling with your relationships, this meditation exercise can help bring things into perspective. We tend to take things for granted. We abuse the grace of waking up to see each day. We don't appreciate those

in our lives because we take their presence for granted. What would you regret the most if you died right now? If you can do something about it now, do it and stop putting it off. Tell those you care about how much you appreciate them.

In some guides, this is referred to as self-discipline or self-control. In life, we are almost always in a constant state of want. And, frequently than not, our wants are not still the same as our needs. Books like the Bible propel our sensuality, refer to as the "desires of the flesh."

The entire sales force in the world is built on this concept. You turn on the TV to see a nice-looking guy running and, without so many words, you are programmed to think that to get that body, you need to run—and for your running to feel good, you need the shoes he is wearing. This prompting of your desire is so strong that even if you have ten sports shoes lined up in the back of your closet, you still feel you need this one shoe.

This kind of feeling is amplified in areas of our lives that have to do with gratifying our pleasure impulses. This virtue is all about tempering those instincts that drive our wants. It is, in essence, the application of wisdom when dealing with temptations.

Acceptance / Amor Fati

Amor fati means loving and accepting our fate and other life changes, coming to terms with everything life throws at us. It doesn't involve wishing for other things. It was what the German philosopher Nietzsche proposed for a happy living.

Marcus Aurelius, one of the Stoic philosophers, also expressed the need to accept all that happens to us, accept things and change with pleasure. It is part of the Stoic culture to cultivate acceptance for everything that happens. Many events in our lives happen without our control; hence, it is left to us to either enjoy these events or allow ourselves to be depressed.

Certain people might believe that accepting means relaxing, folding our hands, and doing nothing. We can easily complain about how things are, and it is pretty challenging to love things just as they are, which is way different from passive resignation. According to the Stoic, it takes humility and strength to accept change, and all that happens with it.

The belief that one should relax and allow everything to run its course is plain laziness. While we accept that we have no control over the time of events in our lives, these events' results are a factor of our actions and choices. In other words, our actions today shape what will happen to us tomorrow.

To conclude this first section, accepting the changes and the course of our life events doesn't mean we want them. It is an effortless reflection of the fact that we understand the difference, and we choose to make the best of it.

Stoicism on Mortality and The Key to Living Fully

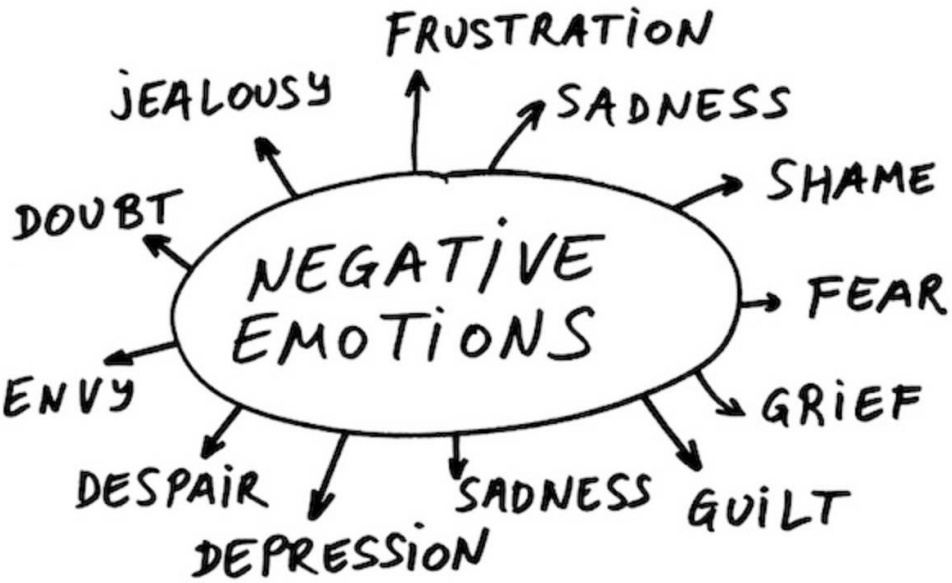
Again, this is an area where we have issues with the direct translation of the word. When you hear justice, you may think this refers to the word's legal sense, but that definition is not enough to encapsulate this virtue's accurate Stoic reference. While an aspect of this virtue implies a state where we are obedient to the land laws, it goes much deeper than this.

Morality, on the other hand, does not fully encompass the stoic meaning of the word, either. In this instance, we are talking about doing right or living a good life, as some people would like to say. If you are the religious sort, you may go as far as calling it righteousness. However, between morality and justice, we can understand what this virtue is about.

In practical terms, justice or morality is the application of wisdom in social interactions. We've established that wisdom is the knowledge of good and evil, and the ability to distinguish between both. It is one thing to know something; it is another thing to act on it. In your dealings with people, justice/morality refers to the wisdom you apply to them. Your respect and treatment of others are not based on their status, gender, or the benefits they offer. Instead, you make a deliberate choice to be fair and impartial.

CHAPTER 10:

The Villain: Negative Emotions



At its core, Stoicism is a centuries-old philosophy that advocates the minimizing of negative emotions. It also seeks to maximize our happiness and gratitude. Stoicism is also about specific values, such as being mindful of the welfare and feelings of others. Practicing this philosophy and living according to its principles, enhances your experiences as an individual both outside and inside.

Stoics promoted or pursued a life of virtue. They believed that a virtuous person is capable of living a tranquil and successful life. When we abide by a code of ethics and upright character and then use reason to develop proper judgments regarding the world we live in, we will eventually achieve contentment.

Human beings around the world have particular concerns. Stoics urge us to act and apply their teachings and principles to everyday situations. They

believe that self-improvement, even at a small but regular pace, will strengthen and better our minds.

Negative emotions tend to occur mostly during major disasters and other difficult times in our lives. They tend to seriously affect our wellbeing and contentment such that we lack peace and cannot, therefore, lead everyday lives. Some of the negative emotions that we experience include despair, jealousy, anger, grief, sadness, etc. Our encounters with others and generally events that we encounter daily cause these emotions to occur.

We must master how to deal with such emotions and handle situations that may result in these strong yet negative emotions. We also need to diffuse these emotions so that their intensity is reduced to manageable levels. Never allow yourself to be frustrated by events or actions that are beyond your control.

If you start worrying about things beyond your control, you will get angry for nothing and foster frustrations. It is contemplated a complete waste of time and energy and a pathway to fostering negative emotions. If you encourage negative emotions for a long time, they will mess up your life, and you will lack the peace, success, and happiness you deserve. It is advisable to think about how we can restructure our lives so that events beyond our control do not negatively affect us.

Let us agree that it is not advisable to suppress any negative emotions. If there are any such emotions, then they should be addressed. Some wisdom from the Stoics teaches us that we should learn to accept things beyond our control. We may possess the best of intentions and even put a lot of hard work and effort. However, at some point, things will get out of our hands. When this happens, it will become almost impossible to control them, and we will have to accept the outcome. It is also suggested to learn to take charge of our emotions.

Think about the things that are within our control. They are very few, and they include our thoughts, decisions, and so on. However, the things beyond our control are numerous. You may want to seek employment for a position you qualify for. However, your chances of getting the place will depend on forces beyond yourself, even though you may be highly qualified. If you get the position, then that is well and good. However, if you miss out, then you should not let this affect you negatively.

If you let such things affect you, you will develop negative emotions that will set you back and prevent you from attaining success and achieving all you are meant to achieve. Fortunately, we can take charge of our emotions and prevent them from negatively affecting us. Having such emotions is not a crime in itself, but the effects can be extremely harmful.

Of course, we do not always want to be angry or sad or in mourning. Such emotions add zero value to our lives. Negative emotions are unproductive and hinder our advancement in life. Fortunately, we can take charge of our feelings and turn them around. One of the best ways of doing this is learning to accept the things that occur to us.

We have inferred that negative things are likely to occur in our lives. When this happens, we can choose how to react. The Stoics teach us that our misfortunes are not brought on by things that happen to us but by how we respond. If we learn how to handle these situations when they happen, then we will fare much better. In life, things will not always work in our favor. There will be moments when things may turn against us.

In situations where negative things happen, then the most important thing is how we react. Often, we'd feel angry, dejected, betrayed, let down, and so on. Sadly, this is all too common. Many people get overcome by their emotions and suffer negative feelings. They let these negative things affect their lives and hold them back in the process.

When dreadful things happen to us, we should learn how to accept them and move on. Things such as roadside accidents, lateness to an interview, failure at school, and even sickness are all examples of negative things. It is advisable to understand that these things do happen, and they are actually beyond our control. The possible thing to do is find the heart and move on because there is nothing else to do.

First, we need to focus on achieving the best that we can with our control. If we can do our best with what we have and what we control, then we will give ourselves a chance to excel and perform much better in numerous situations. Think about employment, for instance. If you wish to find a good job, you need to have the necessary qualifications and experience. You also need to be of excellent character with great references and be presentable.

In this situation, there are plenty of things that you can do to improve your chances. It is what we mean by focusing on things that are within your

control. You can write job applications, prepare a resume, attach certificates and testimonials, and attend interviews and stuff like that. This way, you will create opportunities for personal success. When we do the things that we need to do—and then do so with dignity and values—that we stand for much better chances of success. We also reduce the chances of negative emotions, causing us harm.

A similar thing that we can do is take severe action and work towards being resilient. It means showcasing courage, which is one of the virtues that the Stoics advocated and promoted. If you encounter a challenge, you can turn the situation around and use it more positively. You can use it as a lesson or learning experience. When life visits hardships on us, we should use these to accentuate our positive aspects in the face of adversity. There is no better way of countering adversity than displaying virtue.

Many people have emerged strong and victorious after troubles and catastrophic events that almost killed their spirits and condemned them to misery. You, too, can learn how to turn adverse situations around and into your advantage. Remember what they say that when life hands you a lemon, then make lemonade. Similarly, take the adversities that life gives you and turn them into more meaningful experiences and opportunities.

You can always seek to identify meaning in many of the terrible things that happen to you. We can learn, after an accident or near accident, how to value life. We also can learn how to appreciate the moments that we spend with our loved ones. It is possible to take advantage of disastrous situations and turn them around, so we learn and even benefit from them.

Challenges of Negative Emotions

People generally enjoy feeling powerful and the attention that power affords them. Stories of famous people who exhibited immense courage by facing formidable adversaries and emerged victoriously are loved and told repeatedly. We envy the mighty cliffs that take on giant waves without even a shudder. Many of us would love to possess such power.

Yet we as human beings possess this kind of power within us. We should learn how to harness it and when to apply it. The main aim of Stoicism is to enable us to live our best lives possible. The objective of the Stoics was to transform the lives of people in all aspects. Their aim was happiness,

success, peace of mind, and virtuous life. A lot of people mistakenly believe Stoicism is about living a life devoid of emotions.

What is an emotion? We define emotion as an effective conscious state of mind where hate, fear, sorrow, joy, and others are experienced. As human beings, we cannot run away from emotions because they happen. When a certain man draws a knife on you, you will feel frightened. We also feel anxious before going on a first date or an interview. Anxiety is normal, and it is an emotion that most people experience now and then.

What the Stoics are trying to put forth is that we should not suppress our emotions. However, we need to understand the effect of negative emotions. Negative emotions deprive us of our joy, happiness, focus, and other progressive ideals. It is okay to feel angry. However, as the Stoics say, we choose our reactions to things that happen to us. It means that whenever adversity happens, it is our reactions to it that determine our emotions. If we get angry or furious, then we are responsible for these.

Emotions are also considered as things beyond our control. As such, they are considered indifferent. Indifferent things are things that are considered beyond our control. As such, when they happen or occur, they should not affect our lives.

CHAPTER 11:

Stoic Practice

Each occasion in our lives presents a precise square of marble that we can prepare on. That is the way we figure out how to utilize an etch and hammer until we've aced our art. The reasoning is tied in with applying its standards to this present reality. Keep in mind, we need to be warrior-savants and tried what we realize.

That is what this part is about. You'll discover some of the Stoic practices blended in with functional exhortation. Each can be utilized without anyone else. You won't need an actual existing circumstance to prepare on, and you can do them at home.

Remember that various methodologies work better for specific individuals and are more regrettable for other people. Treat the practices as proposals, not as unbending standards. Give the exercises and keep a shot at doing what works, and don't forget about what doesn't.

Be Mindful

Apathy isn't a simple-to-follow way. There are numerous standards to remember and to live by.

What's more, the most significant essential is to know about what's happening since the Stoic way of thinking is a great deal about how we respond to what occurs in our general surroundings. What happens doesn't make a difference since it's outside our ability to control. What is essential is how we manage it.

To manage what happens adequately and to be aware of our responses, we should know about what's happening. We should have the option to step in the middle of the upgrade and reaction. We should have the chance to not go with our driving forces; however, make a stride back and look at the circumstance in an unbiased manner.

Aloofness expects us to have the option not to respond rashly to what befalls us. It expects us to detect our underlying impressions, with the goal that we perceive our capacity to pick our reaction. When we're ready to recognize our programmed impressions, we can test them and effectively decide to go with the impression or not.

See, mindfulness is the initial move toward any genuine change. If you're not mindful of what's turning out badly in your life, at that point, how would you like to fix it? If you don't understand when you blow up, how would you like to forestall it afterward? "A cognizance of bad behavior is the initial step to salvation," Seneca says. "You need to find yourself doing it before you can address it."

Apathy solicits from us to know about what we do in each minute. The entire thought of goodness depends on our capacity to be available anytime and comprehend what's happening. By what other methods would we like to pick our best activity?

Our willful considerations and actions are, by definition, the main things inside our control. What's more, they exist in the present time and place. We can't pick an activity in case we're somewhere out in dreamland, ruminating before, or dreaming about what's to come.

Consequently, we should concentrate on the current minute, not distracted by the past or future. At that point, we can go up against the test we're

confronting now, attempting to acknowledge it for what it's worth, and pick a reaction steady with our qualities.

Essentially, we ought to know about every step. As said before, we should keep a close eye on ourselves and carry a similar consideration into the minute as when we're strolling shoeless on broken glass. This engaged and persistent self-perception is expected to rehearse Stoicism viably.

Try not to stress if you believe you're not an extremely cautious individual. You're ready to rehearse the vast majority of the accompanying practices. Also, many will improve your care. This development of mindfulness is a piece of Stoicism. You'll improve at venturing once more from your motivations, so you can investigate them and question their precision, and afterward choose your most brilliant reaction.

Recharging Your Self-Discipline

Rehearsing Stoicism isn't care for sitting in front of the TV. It requires exertion. You should accomplish something.

Most practices require self-restraint if you need to do them. Some are testing, not incredibly fun, and will suck up your self-discipline. What's more, it's comparative with different things throughout everyday life. If you need to reveal signs of improvement at darts, you should rehearse it. If you need to display signs of improvement at lifting loads, you should prepare harder.

It's equivalent to Stoicism. It requires exertion and order, and yet it will develop perseverance and self-control. It will make you more grounded—much the same as lifting loads that will make your muscles more grounded. Rehearsing Stoic standards will make your will more grounded.

Indeed, it's requesting. Yet, you will consistently need to follow through on the cost if you need to improve. The practices will make you stronger, peaceful, fearless, taught, etc.

You should also remember that there's an expense of not having and rehearsing a way of thinking of life. Creator William Irvine clarifies the expense obtusely: "The clanger that you will go through your days seeking after valueless things and will in this way squander your life."

It's up to us. We may be willing to contribute and receive the rewards, or we're not, and hazard squanders our lives.

See, the potential prizes are a lot more prominent than the exertion you need to place into it. This venture is an easy decision if you ask me. There's a lot to pick up and only a little exertion to lose. Here's how Irvine depicts what you'll get if you make the venture: "Stoics can change themselves into people exceptional for their boldness and poise. They will have the option to do things that others fear doing, and they will have the option to forgo doing things that others can't avoid doing".

You can turn into this beautiful individual in case you're willing to invest some exertion. Do those practices, regardless of whether you don't want to do them. It's what you need to do. Try not to understand them, gesture your head, and proceed onward without incorporating in. That won't make you any better.

Keep in mind; self-restraint resembles a muscle. The further you use it, the more stuck it will get. So, each time you choose to beat the underlying obstacle and do training, you train yourself in self-restraint and resolve.

If you do it today, you'll be bound to do it tomorrow. If you don't do it today, you'll be less inclined to do it tomorrow.

Try Not to Call Yourself a Philosopher

As per Epictetus, you'll get mocked for rehearsing Stoicism: "If you want to reason, set yourself up from the starting point to be disparaged, to expect that many will jeer at you."

Keep in mind, Epictetus proceeds, "that in the event you live in similar standards, these men who recently derided will respect you afterward."

Whether you get disparaged, and others give you trouble for your growth duty, realize that these individuals will appreciate you if you remain stable.

The least difficult stunt to ensure no one will deride you originates from Epictetus, as well: "On no event consider yourself a savant, and don't, generally, talk among laymen about your philosophical standards, but instead do what follows from your standards."

Try also, since you're into Stoicism, to live by it. You can advise the individuals who need to comprehend what's new with you when they

perceive your positive changes. Demonstrate as opposed to instructing what you learn.

Anticipating Negative Happenings

Before you begin your day, set out all your activities. However, you should reflect on the plan for each activity and all the requirements for its effectiveness. As you evaluate, also look at the possibility of the activities failing or not going as you have planned. Also, anticipate the causes of the failure and look for measures to prevent it from falling. It might sound as pessimistic, but it will save you from experiencing the actual failure because you have everything to prevent failure. Also, since you are prepared for the failure, it does not affect you much if it happens. Therefore, in every plan that you have for the day, always anticipate negative happenings, and prepare for them by preventing them from happening.

Accepting What Happens

In a daily routine, sometimes things do not happen the way we have planned. Even though we plan for our daily activities, we do not have control over the way they happen. Therefore, as you plan to keep in mind, it might not be as planned, and if it happens as planned, be happy about it, and if it does not happen as planned, again, be happy about it. There are things which are meant to happen the way they do, and even if you plan and take all the measures to make sure they happen as you wish, they still do not happen as expected. It means fate controls such situations, and it is good to accept them the way they happen. The attitude will help you not to spend much energy on things that cannot change, and not be frustrated when things do not happen as you wish. There is a reason that they happen the way they do, and even if you do not know the reason, it is always for the best.

Turning Problems into Blessings

It is not always that we encounter good experiences. There are bad experiences that come our way, and sometimes we ask ourselves why it should be me. When the experience is not good, you should always learn to step on it and find a good experience from it. For instance, when going to work, you can meet people who step on you and just go away without apologizing. When you reach the workplace, the boss yells at you for no good reason. It seems unfair, but you can look at it as an opportunity to be

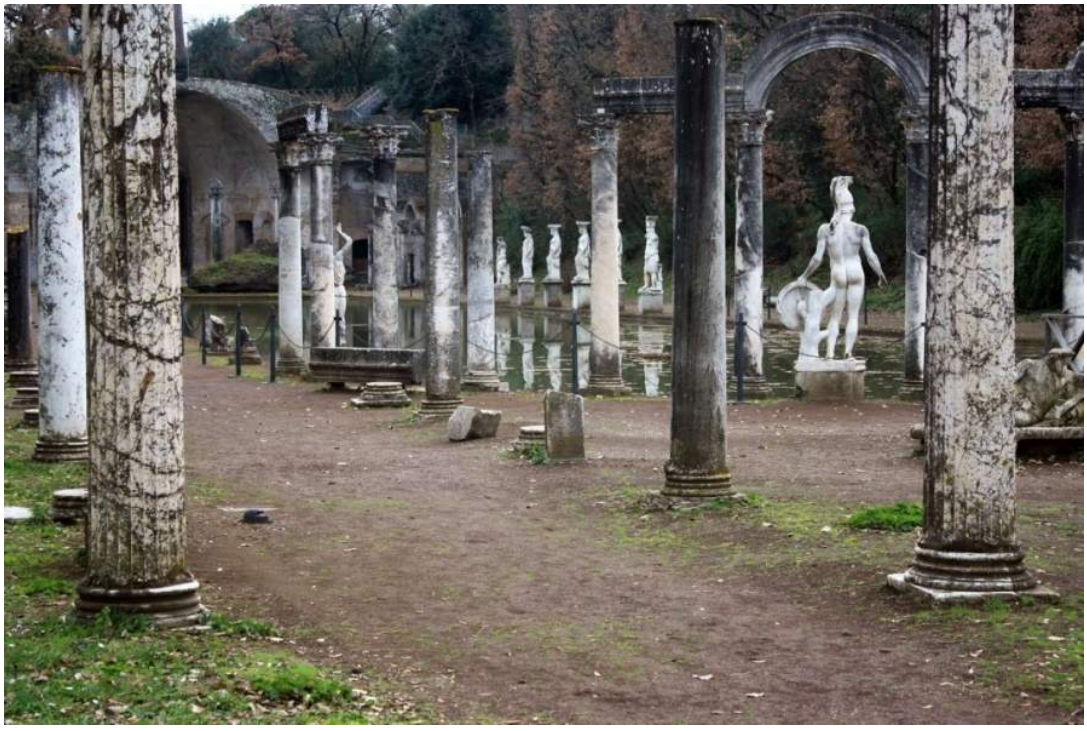
more tolerant. Therefore, when you face a challenge in your daily routine, do not feel like, "why me?" take it as an opportunity to make yourself a better person.

Live Like Today Is Your Last Day

As you go about your daily routine, remember that you cannot live forever, and you do not know the day you will die. Therefore, think about your achievements when you die tomorrow. What will you have done for the world, including your friends, family members, and other people in general? How will you be remembered? This stoic practice will help you to maximize every minute of your time in a day by concentrating on what is more important, doing good things, and making the people you love and yourself happy. Remember that when you die, you will not have such a chance; make use of the time you have on earth before it expires.

CHAPTER 12:

Stoic Acceptance/The Good, the Bad, & the Indifferent Matters/In Poker as in Life



Stoic Acceptance

The Stoics desire us to nurture Acceptance to anything that occurs because most events occur without us having a say in the subject. You may either choose it as it comes and tries to appreciate it, or it's possible to be reluctant and get dragged along anyhow. There is an excellent metaphor that the Stoics use to describe this. Envision a dog leashed into a cart. The puppy is long enough to provide the two choices:

- He can easily follow the leadership of the cart, on which he has no control, and in precisely the same time, love the ride and explore

the environment

- Or he could resist the cart with his drive and wind up being hauled alongside anyhow.

Things happen that look very unfortunate, no wonder. Loved ones die, flooding destroys your house, you lose your Work, or neglect your exams. You cannot undo those requirements; you may attempt to bear them with a noble soul and try to create the best with all specified situations. Stoic doctrine teaches to concentrate on which you control, choose the remainder as it occurs, and attempt to make the most of it. It is precisely what you can do with a specified scenario and how you go about doing this. The result, on the other hand, is outside your control and does not matter much. That is the type of man Epictetus is searching for, "Find me one mail who understands how he does what he can and is curious, not at what he could get, but at the way of his activities."

Attention! Taking the remainder as it occurs has nothing related to resignation simply because the Stoics stated that lots of things aren't within our capability and that we ought to take any results with equanimity.

It doesn't indicate that they had been unambitious, feeling helpless, or resignation. Events don't occur as they do no matter your activities but instead based upon your actions. Together with your voluntary activities, you can co-direct the results. It matters much how hard you train and attempt to reach the goal; it is merely not entirely up to you if you hit or miss.

It requires much longer to take instead of fight everything that occurs. It takes a true person to confront requirements, and it needs a severe yet humble head to accept and cope with hardship. To put it differently, it requires a warrior-philosopher. A warrior takes everything as a challenge to become their best, while an average person only takes it either as a blessing or a curse. Just because we need to try to accept anything that happens doesn't mean we accept it. It merely means that we know that we can't change it. And so, the most suitable choice is to take it and from the approval, attempt to create the most out of it. "No one wants their kids to become sick; nobody would like to be in an automobile crash; however, when these things occur, how is it handy to mentally argue with them?"

The Good, the Bad, and the Indifferent Matters

Crucially, only the around us can be good or bad, and most of those who aren't around us get categorized as indifferent. That is why the Stoic archer requires any consequence with stability, as it is not up to them and is thus finally indifferent. On the other hand, the Stoics used a finer distinction, which defined hitting the goal (or even the apple) as a favorite indifferent. In case the result was indifferent, then why do you attempt to hit the goal in the first location? Before we look closer in that distinction, let us look at precisely what good, bad, and indifferent things comprise:

Good things: All that's Significance; justice, wisdom, courage, self-discipline.

Bad things: All that's vice; folly, injustice, cowardice, intemperance.

Indifferent items: Everything else; death and life, health and illness, poverty and wealth, pain and pleasure, standing, and poor reputation.

The good and bad things can only be found in your behavior expressing your greatest self, as mentioned earlier, is enough for your joyful and smoothly flowing life as it is all that's within our capability. Our activities matter much, and also the growth of a person's personality is all that counts to get an extraordinary life. Nothing outside is required. The same goes for a miserable life --regarding barbarous behavior, regardless of the outside conditions.

Then, the only great is residing by character, fulfilling our ordinary possible, and thus living by the virtues of justice, wisdom, courage, and self-discipline. However, our virtuous behavior results are down to destiny; it is beyond our direct control, and consequently is neither excellent nor poor, but indifferent. If the things that are not under our control were good or bad, we would be destined to endure due to our inability to do something. All good must always come from ourselves.

The indifferent items often get summarized as health, wealth, and reputation, but essentially, everything outside, everything that's not around us, get categorized as indifferent. By indifferent, the Stoics imply these events are impartial and will neither help nor hurt our flourishing as human beings; they are immaterial for the joyful and smoothly flowing life.

However, the expression indifference is somewhat misleading as it suggests that these items don't have any value in any respect. That is not the

situation. Even though these outside things are immaterial for the beautiful life, some are favored to other people. It makes intuitive sense to opt to be healthy instead of sick, prosperous instead of wrong, and beautiful instead of ugly. Additionally, it's apparent the William Tell preferred to strike the apple instead of his son. These are known as preferred indifferent. If we could select, we would always make more excellent choices. And that is the same for the Stoics; they search those far better choices but do this in a detached way. They would rather have it, but it is okay if they do not. The maximum priority stays with arete, so they find those preferred indifferent so long as it does not interfere with expressing their most excellent version.

It is only incredible how Seneca explained it: "Great people will do exactly what they find honest to perform, even though it requires hard Work; they will do it if it causes them harm; they will do it if it Will bring threat. They won't do exactly what they locate foundation, even though it brings wealth, pleasure, or electricity. Nothing will discourage them from what's honorable, and nothing will tempt them into what's base."

In Poker as In Life

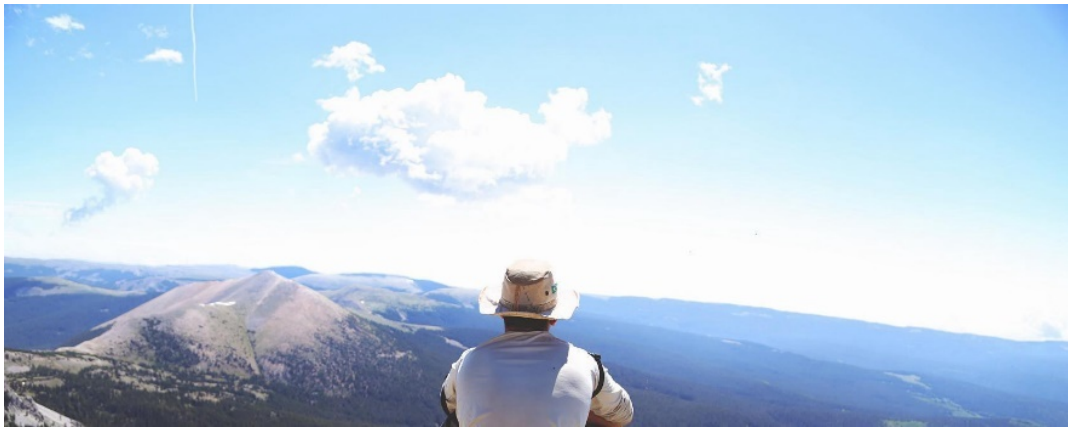
Poker describes this Notion of good, bad, and indifferent things nicely. The things you are dealt are distinct outside conditions and lifestyle scenarios: your despicable boss, the illness of your spouse, the terrible grades of your kid, along with your supportive closest friend. These are the several hands you are dealt with and have to play. The hands are dealt with chance; you don't have any say in precisely what you get. So, the cards do not matter; they are unbiased, indifferent. What matters is how well you perform with them.

In poker as in life, you can acquire with any hand. You indeed prefer a double genius and a wholesome spouse, but that is not your decision. What is up for you is precisely what you do with all the specified scenario. When the hand has been dealt with, you don't have any choice but take what is too late to change, and you also want no more to get a fitter hand but because of its power to perform with it the best that you can. Then, the hallmark of a decent participant is they play with their best no matter the cards, and they peacefully accept anything that comes out. It is all they could do--providing their best with all those cards they have been dealt with. In the long run, not the participant with top cards; however, the participant who plays with their

cards that the best throughout the championship will win into some fantastic individual. Losing his entire estate will be just like losing one cent, and being ill is not any worse than getting stumbled, that is what ancient Stoic Chrysippus allegedly said. Seneca eloquently expressed something like, "Life is neither good nor poor; it's the area for both positive and negative." Life and its various situations may be used wisely or foolishly; our actions make it bad or good. That is vital. Although outside things are indifferent, the way we handle them isn't. It is precisely the method of utilization of indifferent things that creates a joyful or gloomy life.

CHAPTER 13:

How Are Stoicism and the Environment Connected?



In terms of Stoicism and the ideas, ethics, and principles associated, can we look at environmental issues such as global warming and relate the two? At one point in time, we did not grasp just how much humans and their actions can affect the environment. In ancient times, when Stoicism was first being practiced, and the ideals and morals put into place, the environment had a shallow impact on the thought process. Because there was no method to know how it would change as humans used its resources, changes its structure, and life as it would change to include pollution, acid rain, smog, moving land to make room for our selfish purposes. That being said, there were probably not thoughts or conversations about the environment when the Stoic way of life began. However, suppose you look at the ideas and the premise of Stoicism. In that case, there are certain aspects that we can take away and use as individuals, and as communities and nations to offset the damage we, as a race, have caused our Earth and its environment. It may seem impractical, at this point, to stop or even slow down the inevitable harmful path we have forged by knocking down forests and over-using

natural resources. Still, there are, in fact, ways we can live a more Stoic life that not only encompasses our personalities and decision-making processes, but that also helps our current environment and the future problems we face.

Let's take, for instance, the thought process of 'the brotherhood of mankind.' What do humankind and brotherhood have to do with global warming? Even the age-old saying "ashes to ashes, dust to dust" can give us an insight into this rationale. If we, as humans, commit to living a more harmonious and in-tune with nature, then maybe we indeed can play an integral role in repairing some of the damage we caused in a more naive, uninformed time. When we could plead innocence, not understanding the ramifications of our actions, presently, the Earth and its environmental demise are at the forefront of political debates, education lessons, advocacy groups, etc. If we break down the ideals and values of Stoicism, the reality of nature and its overwhelming strength and humankind, and its responses and commitments to the environment, maybe we can comprehend the connection and develop a sense of how Stoicism and the environment are related.

How Are Humankind's Happiness and Its Virtues Related to Environmentalism?

If the framework of Stoicism, whether in ancient terms or modern adaptations, is centered around morals, virtues, betterment, and the happiness and fulfillment of humankind, it gives relevance to the thought process that the Earth is our central place to grow, nurture, and have a sense of 'center.'

In return, it seems that we have some moral obligation to the Earth to treat it with respect, to nurture the Earth as it has given us the freedom to nurture ourselves. Selfish thoughts and ideals get in the way of nature, in general. While we have grown and become more technologically advanced and inhabited the untouched far corners of the most remote locations, all of this forward movement has been done at a cost to the Earth.

If we look at how we treat the Earth less in terms of forwarding movement and more in terms of Stoicism, we would see that there are things we do to the Earth and its detrimental environment. Not only to the Earth but to our future generations' livelihood and quality of life. If we don't use the same

value system in the way we treat our environment and the Earth we live on, how can we expect it to stay the same massive, giving, thriving planet on which we came into existence? In ancient times, when Stoicism and its principles began, men were not moving large amounts of Earth to make highways for vehicles to pollute our air. Instead, using horses and non-mechanical devices didn't have near the cruel impact on nature and its components.

So, what is the relevance of this thought process? How is practicing Stoic principles going to help our current environmental situation? Furthermore, how can Stoicism, which is intended to be geared towards self-fulfillment and finding our happiness, betterment, and quality of life, even be related to protecting our planet or giving back to nature? Stoicism may seem to be a more 'self' related practice; however, if you look at the grand scheme of our own lives, happiness, and fulfillment, how can we achieve any of this if we live on a planet scarred severely by our naive ignorance?

CHAPTER 14:

Correlation Between Stoicism and Buddhism

Some historians have said that stoicism was derived from Buddhism. Buddhists even came West and taught during the Roman Empire, and the Stoics were the result. It is agreed that Buddhism and Stoicism have similarities. Both are directed towards achieving and maintaining a mental state that we call equanimity. The word equanimity is perhaps a better word to describe this sense of detachment that the stoics are looking for than the words indifference. The mind state that the Buddhists want to achieve is called nirvana, similar to a mind state in stoicism. Because both point to peace of mind, being free of worry and rumination, Buddhist and stoic ways of dealing with external things or disturbers are quite similar. The Stoics use rational thinking to determine what things are up to us and what things are not up to us, and then decide that we shouldn't worry about the things that are not in our control.

The Stoics try to transcend what we call a value judgment, saying that we aren't harmed by the situation itself but by our decisions about that situation. An example: someone yells at you or insults you. What aspect of this event hurts you? The insult, or the way you process the insult? According to stoicism, it's the latter, and thus we can choose to feel offended or choose not to feel offended. In other words, we experience someone insulting us, then we judge the event and attribute a value to it. For example, an insult can be experienced as hostile, and we have the urge to punch that person in the face. Then, we make a conscious decision to do it. Instead, you can experience it not as hostile but as someone else's expression of dissatisfaction, and choose not to let it affect you. You decide that the reaction you could have is not beneficial to you, so you let it go.

Buddhists have a similar approach. The Buddha said that we have a choice to receive or reject an insult. One day, when a man angrily insulted the Buddha, he asked the man if you buy something for a person and he doesn't like it or want it, to whom does that gift belong? The man answered typically by saying, "I will keep that present myself." To this, Buddha said, "Right, this insult belongs to you because I don't want it, then the anger returns to you, and you are the one who becomes sad, not me. All you have done is hurt yourself." So, Buddhists and Stoics are aware that we can choose to be disturbed by something. Both Stoicism and Buddhism are geared towards acceptance and not desiring things to happen; otherwise, they will happen.

Buddhists say that everything is impermanent. So, whatever will happen will cease to exist anyway. We don't have problems outside ourselves; it's just what the mind makes of it. We can't control the future, so why worry about it? Stoics have a concept called Amor Fati, which is the love of fate. It means that we should embrace whatever happens. It doesn't mean that we shouldn't strive for anything; we should strive for virtuous things. But we shouldn't be attached to the outcome. Connecting to the outcome will create-worry, and worry is detrimental to our health. The Stoics and Buddhists agree that the best thing we can do is live in the current moment. When we live, we don't ruminate about the past and don't worry about the future. The present moment is all we have. Furthermore, it's the place where the future is made.

So, the first similarity in both of these philosophies has to do with the goal. Both in stoicism and early Buddhism, there's a sense that we want to bring ourselves to a state of equanimity under all circumstances. We find that in both traditions. Of course, there is more to the goal in Buddhism than that, particularly in traditional Buddhism.

The second similarity has to do with the method of reaching equanimity. We get ourselves to this equanimity position through a long process of eliminating harmful greed, desire, hatred, anger, and ignorance. In both traditions, this is the case. Both traditions see greed as a problem, both traditions see anger hatred as a problem, and both traditions see ignorance as to the most in-depth concern.

The third similarity has to do with their orientation of the philosophy in that it is practice-oriented. It's not just about book learning. In some kinds of philosophies, the whole point of the philosophy is to know specific facts. It is not the case in either stoicism or Buddhism. The point is more about practice than it is about knowledge. Of course, knowledge is critical and crucial. In Buddhism, you have the right view, and in stoicism, you have all kinds of knowledge about the world. But in both cases, what is essential is to use the philosophies as the practice.

The fourth similarity is their ethical focus. Both of them see the real point of the philosophy as one of ethics and find the best life to live. It was what ethics meant in ancient Greece as well in ancient India. The point is to act in ways that are kind to other people and kind to yourself. That is going to get you a great sort of life. In a broad understanding of what that might mean, this has to do with what we can change. We can't alter many things, but we can certainly change our ethical approach to behavior, speech, and so on.

The fifth similarity between ancient Buddhism and stoicism is that they're both pragmatic philosophies. Both of them are philosophical. Some people were involved with creating these systems and elaborating on them. In essence, philosophers were interested in the theoretical aspects, but it was supposed to be philosophy in neither case. It was not merely an idle kind of way of thinking. Instead, it was supposed to be a practical philosophy. A pragmatic philosophy. We did things because they worked. The

philosophical system was arrived at because the people arriving at that philosophy believed it was the most skillful way of approaching reality.

CHAPTER 15:

Stoicism and Christianity

The role that Stoicism has had to play in the development of the Christian ethic is not one to be downplayed easily. Most do not recognize the vast overlapping between the two creeds; it presents itself readily to all those who look for it. These two systems also have great differences in what they teach as well, but above all, the two had one thing in common: they both asked how it is that we should live and got sometimes divergent and sometimes convergent answers to this question.

Four of the Christian system's most important tenets are forgiveness, charity, compassion, and love. Similarly to Stoicism, this religion was born into a time period of great chaos and war. The Christian answer to these issues as security and peace, which it sought to gain through diverse means. Their main answer to the issue of chaos was nested within Jesus Christ himself, who was said to be a living embodiment of God. To the Christians, only those who accept Jesus Christ as their Lord and savior can be saved.

The Christians added another concept to the vernacular of world religion: that of sin. Within Stoicism, the closest things to “sin” would most likely be the formulation of an unsound judgment, or the tendency to suffer by trying to influence incorruptible external realities. For the Christians, many things constituted sin, more than can be mentioned here, but the only path to the forgiveness of sins comes by faith alone, particularly faith in Jesus.

Arguably the most common shibboleth within Stoicism as a whole is “logos.” This term refers to the universal force of reason which governs all of the universe’s happenings. To gain wisdom and virtue, the Stoics argue that one must follow this force as much as possible. If we are to look towards one belief as to Stoicism's foundation, it would have to be this one. The only Christian parallel to the force of logos would be the body of Christ

himself. To Christians, Jesus is perceived as the word of God itself, so to not follow his teachings is akin to not following those of God.

We could argue that both of these systems are monotheistic if we allow a rather loose definition of what it means to be monotheistic. The Stoics followed logos above all else and were divided among many great early philosophers in who to follow, while the Christians followed God above all else and followed God above all things.

The rewards of following logos or God are manifold, but they all exist outside of the realm of what other people's perceptions happen to be. These two entities are said to reward their followers regardless of what others think or expect. The fact that so and so speaks negatively about us does not affect what we get following logos or God.

Stoicism's lack of angels, demons, and the trinity makes it somewhat simpler than Christianity. While the centripetal force in stoic thought revolves around the unknowable conception of logos, Christianity revolves around the knowable conception of Christ, an embodied bastion of God's will. These embodiments of angels, demons, the Trinity, Christ, and the devil are all examples of the Christian proclivity to personify forces beyond ourselves, a tendency not necessarily shared by the Stoics. It ultimately may have made Christianity more appealing to laypeople over the centuries, giving simple visualizations of advanced conceptions and heavily peppering them with allegory, making intellectual achievement obtainable for a larger bulk of the population.

In contrast with Christianity, the stoic relationship with logos is a cold and impersonal one due to the fact that there are no living embodiments of the conceptualizations but forth. Virtue and knowledge were here administered to gain the goodwill of the universe, which seemed to many too distant and too impersonal to be worthy of following. On the other hand, the Christians taught of a God that genuinely wanted to be a part of our lives, which meant that we were already part of a relationship with this God, whether we knew it or not.

In order to properly analyze which of these two systems will benefit us most in the way of better understanding our external reality, we must be honest with ourselves regarding what the universe wants from us. There is a chance that neither of these forces within these creeds wants or need

anything to do with us and that the universe is, in fact, just as cold and indifferent to our existence as some empirical evidence suggests. While the Christian system may seem more comforting regarding these matters, neither of these systems is definitely true. What should also be added is the fact that the system that we agree most with speaks volumes about our characters and our worldviews, the two of which should always be analyzed when considering new belief systems.

CHAPTER 16:

Practicing Silence

To use our mind to contemplate the observations we make, we need to set the environment in our mind to be as silent and still as possible. It is almost like looking at one's reflection in a pond. If the pond is in chaos and ripples are darting from the banks, the thought will not appear with any real clarity, but if you wait and allow the ripples to dissipate, then the reflection will be significantly clearer.

For us to do this, we need to handle the silence required because the simile of the ripples in the pond describes different lives of silence that a Stoic gradually becomes adept with throughout his practice.

Silence exists on two levels. First, mechanical silence is created by the cessation of mechanical sound, which your ears detect and what your voice makes. It lives on a tangible level and can be altered, developed, and silenced.

Then there is intangible silence, which is somewhat different from mechanical silence in many ways. It is not that you can shatter with sound. Neither is it something that you can put your finger on directly because you can't capture it with any of your five senses. Imagine the intangible sound; imagine reading the text you are reading right now in a way that feels as if you are reading it in your head. It almost seems that you can hear it, but your ears are not playing any part in this. It's all in your mind.

The two kinds of silence are connected at a point that is consequential to the subject of Stoicism and the practice of observation, reflection, contemplation, and meditation. For mechanical silence to exist, it does not mean that we need to stop all sound around us and cover our ears or enter a soundproof room. A more profound intangible silence needs to be at its core. Without that silence, the mechanical silence will fall in failure; in other words, it will not last.

Stoics learn to control their minds and the conscious process to prevent the ripples in the pond. The reason it can seem rather daunting for the uninitiated to endeavor to silence the mind is that there are three points at play:

- The mind's insistence on listening and reacting to any sound in the world around us. (external distractions)
- The mind's chatter of thoughts that keep triggering based on association. (internal distractions)
- The priority of the thoughts that arise, by association, and derails the mind from being in the moment. (matters of importance)

Practicing silence is a way to neutralize all three factors, and it resides in the core of the Stoics' abilities to get to the truth of all matters.

Strategies to Still the Mind

To start the process, it is helpful for a person to make the conscious decision to reduce the chatter. To do this, the best aspect of silence to control is generating more sound pollution by reducing how much is spoken. The less one speaks, the less the mind is triggered into other associated thoughts and corresponding emotions.

Suppose you will be doing this for the first time, get-away for the day, and go somewhere you can't be reach. Turn off your devices and step into a new environment. Practicing Stoics today do this periodically, where they turn off electronic devices and unplug from the chaos that may seem like nothing but will creep up on you and disturb your peace.

Parks, nature walks, lakes, and such are good candidates to change your environment when doing this for the first time. Such environments will arrest all the tangible sounds that you can control. These tangible sounds you can turn off or walk away from are the first layers in calming the mind's ripples.

From the music we love to the annoying dog's barking, the sounds that we subject ourselves to are all distractions that tug at the fabric of our peace and set our minds off on a tangent from where it needs to be.

When we silence the distractions that we can control, it releases the mind that has been consciously and even to a certain extent, subconsciously locked on to and overwhelmed by it. That consequently affects the thoughts triggered by association—the ripples mentioned earlier.

These thoughts or thought fragments triggered by the association are something we can't control directly. We can diminish them by holding the tangible sounds that trigger them, and when you extract yourself from the chaos, it goes a long way in accomplishing this. Additionally, when you start to focus on the subsequently diminishing sound levels, you are actively fencing your mind from the sounds that would otherwise cause those ripples to manifest.

This strategy is a significant part of the process and deserves repeated practice, but it doesn't end here. If you recall, there are three sources of distractions in the mind that we are concerned about within this guide.

The second involves thoughts that the mind generally throws up on its own. You don't have to trigger a thought consciously, but in a disquiet mind, thoughts have the habit of popping up on their own, and those random thoughts then cascade into a series of other associative thoughts.

These are part of what we also call intangible sounds. You can almost hear these thoughts in your head, and you can almost detect the responses as

your conscious mind argues, debates, or converses to quiet them or jumps in to agree with them.

When you stop the mechanical sounds, you have accomplished a lot to reduce the intangible sounds, but some will still be there. It's a point in time that you will reach to seemingly freeze the chaos around you but not necessarily the sounds within you, which you can't control.

That's when it's time to try a trick that will sweep over you with astonishing freshness. Listen to all the sounds that you can't control—e.g., the sounds of the trees rustling, the sound of the car passing by, sounds of people walking. Focus on them one at a time. Train yourself to hunt and target these sounds and then isolate them consciously.

Find the sound that is most obvious in that environment and pay attention to it. Once you identify and hone in on it, and have a good hold on that sound, move to the unmistakable sound. Keep working toward the least noticeable sound until there is no other sound that is fainter. Once you can go lower and lower to the lightest of sounds, what's beyond that is the silence.

If you are not doing this outdoors, you could simulate this exercise by listening to a single symphony. Instead of isolating the sounds of nature, you could separate the sounds of individual instruments. If you are doing the exercise using music, pick one with no vocals and preferably likes orchestral one. One of the best pieces to do this is the first movement in Beethoven's Symphony 9.

Once you learn to pay attention to the individual components of the cacophony of sounds around you, your mind will automatically realize what each sound is and that they are unique components of the whole rather than just a droning hum in the background. The mind is powerful this way. Once you pay attention to it, they are no longer a blanket of anonymous sounds that you may find challenging to isolate. Paying attention to them changes your interaction with them and allows you to turn them lower (or completely turn them off) one at a time until they all fade away.

By the time you get to the last sound, you realize that it has been a very active process. There is nothing passive about the art of concentrating or the art of excluding distractions.

Once you get to the last sound and pull that down, what you are left with is silence, and because you have approached this gradually, you will find that you will be able to lock onto it. If you keep practicing this, over time, you will find that you can identify the silence in the most chaotic of places and focusing on that.

If you lose your grip on it, go back to looking for that last sound you were focusing on before getting to the silence and then start to find that silence you locked onto from there.

That is the strategy for the second of three situations that we talked about earlier in the guide. The approach to arrest the third factor in controlling the ripples in one's mind is relatively straightforward. It will be easily accomplished if you have already managed to get the last two strategies to work.

It is suggested for you to practice getting to this point for two main reasons. The first is that it will allow you to take baby steps to a somewhat intimidating practice if you have tried and found that it is quite impossible to focus on silence.

Even though we look at it in baby steps, practicing silence is an art and not a science. It comes with practice.

Finally, we come to the strategy for the third factor that involves reprioritizing your mind-set. It is a longer-term strategy and one that is iterative. It consists of the rewiring of your brain and reprioritizing of issues that you deem necessary but is, in fact, not critical. There are common troves of the misconception that lurk around one's brain, and most of it has to do with some form of fear. It is the reason behind the runaway anxiety that people face.

While all this is intangible sounds and the thoughts that spring from within your mind, these anxious feelings are ones that you can viscerally feel in the pit of your stomach. In some, it can be gentle, while in others, it can be violent.

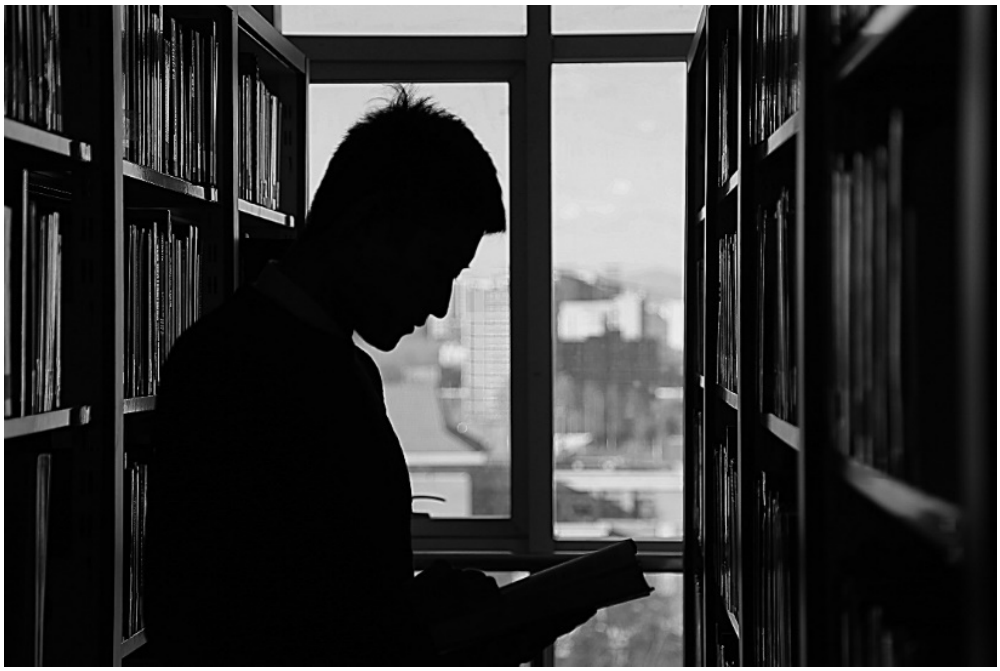
This guide is not about methods to control one's anxiety. Still, it is worth noting that involuntary or irrational fear is common and can be a significant distraction to those on the path to practice Stoic values.

Stoicism, it is worth remembering, is best practiced by invoking the mind's highest potential and approaching an almost spiritual state of existence. The core value that Zeno considered among Socratic tenets of virtue was the element of wisdom. You can't just fall into the lap of knowledge. You have to work at it.

You work at attaining wisdom by focusing your mind on tangible and, more importantly, intangible dynamics that propel the visible and discernable tangible events. You do it by subjecting those focused observations to severe contemplation and reflection. That needs a focused mind, and a focused mind is achieved by quieting the chaos and embracing the silence. The strategies laid out above should get you to that point.

CHAPTER 17:

Benefits of Practicing Stoic



Once people start to practice Stoicism, they begin to realize some of the philosophy's benefits are immediate. While there are many benefits of practicing Stoicism, we will talk several in this guide. You might also realize other benefits as you practice Stoicism. It's important to remember that because we're all individuals, Stoicism is going to benefit us in many ways. Some of the methods will be conditional, meaning these are benefits that most people who practice Stoicism notice.

Controlling Your Emotions

Through the many teachings of Stoicism, you will learn to control your emotions. While Stoicism teaches you to manage your emotions to focus on making rational decisions, you'll also learn that controlling your emotions is a huge benefit of Stoicism. Of course, the older you are, the more you will benefit from Stoicism when controlling your emotions. Younger people will

have a more challenging time due to hormones that are raging in their bodies. Therefore, if you're in your late teens or early 20s, it's important to note that you will naturally have a more challenging time controlling your emotions. It is okay. You will still be able to learn how to; you're just going to struggle with it a bit more than someone in their 40s or 50s. With this stated, it's important to remember that you need to be kind to yourself. If you find yourself making decisions because of your emotions, take a step back, and breathe. Don't lose patience with yourself or talk negatively about letting your emotions take control. Mistakes are a part of the process.

Understand You Can't Control Everything

One of the benefits you will learn through Stoicism is that you can't control everything and release what you can't control. Often, when we can't handle situations, we start to feel stressed and worthless. Stoics refer to knowing what you can and can't control as the Stoic dichotomy of control. Once you understand what you can control and what you can't, your mind becomes free of the situations you realize you have no control over. This freedom releases a bunch of negative emotions that come with being unable to control situations. Once you recognize that you can manage your thoughts, judgments, and actions, your mind becomes more apparent, and you can focus on your ultimate happiness.

Live in The Present

Another benefit of learning Stoicism is you know to live in the moment. When you live in the moment, you become mindful of your thoughts, actions, and judgments. Living in the present will help you achieve your tasks successfully.

Don't Be Troubled What Others Think or Say About You.

Through Stoic exercises, you will learn that you don't care what people think or say about you. It happens because you know that you're doing well in your life. You focus on the exercises and your mentor to help guide you in the path you're supposed to take in life. You know that as you work hard to achieve your purposes in life, you're doing well.

Focus on the Positives

Focusing on establishing a better life for yourself and the people around you are focusing on the positives. Stoics don't tend to focus on negative

emotions because they often bring out other problems in a person's life. For example, if you focus on the negatives, you won't be able to be the best person you can be because you're not truly happy. If you don't have the right mindset, you can't focus on the factors you need to change in your life to achieve your most tremendous potential.

Strengthen Your Mind

Through their teachings, exercises, and principles, Stoics focus on strengthening their mind. When you strengthen your mind, you gain excellent knowledge that you can use to make a better world for you and the people surround you.

You're Thankful

Through the techniques and exercises of reflection, Stoics focuses on remaining thankful for what they have in their lives. They don't concentrate on the things they don't have or don't need. Instead, they spend their time focusing on their purposes in life and reminding themselves how thankful they are for the gifts God, nature, and whoever else has given them. This type of thinking gives people peace of mind, leading to a happy and healthy life. Over that, they can focus easier on the positives of life and learn to handle their negative emotions easier.

You Focus on Helping Others

Stoics are not people who strive to ignore feelings and try to keep to themselves. They focus on creating the best life and mindset they can for themselves so they can help other people. Stoics feels that they have accomplished one of their most significant accomplishments in life when they can help others. No matter who you are, when you help someone else, you feel good about yourself, giving you a positive mindset.

Live Simply

Another benefit of Stoicism is that you live to live a simple life. It doesn't just mean that you learn to live without all the wants you have, such as a bigger television, nicer phone, or bigger house. It also means that you know to live without the stress of feeling you're not good enough or you're not on the same financial level as your friend or neighbor. Instead, you focus on where you are in life and how you can change the things you need to fulfill your life's purpose.

Become the Best Person You Can Be

The majority of the people live their lives trying to be the best person they can be. However, through this process, they often put too much pressure on themselves to become perfect. Stoicism doesn't teach you that you're perfect. It teaches you that no one is perfect, and the only way you can become the more extraordinary person you can be is through Stoic exercises, principles, and teachings.

Stoicism teaches that instead of dwelling on the mistakes you make in your life, you learn from them. These failures will help you grow as a person, and they will help you reach your ultimate potential. You will also achieve this potential when you focus on making the right decisions, which you will do when you realize you can control your thoughts, emotions, and actions.

Improve Your Mental Health

Another great benefit of Stoicism is it improves your mental health. There is a lot of point in this world, which can worsen a person's mental health. When your mental health declines, you often deal with anxiety, depression, and other mental illnesses. Through Stoicism, you learn to understand your emotions so you can make rational decisions. You also realize that you can't control everything, and in turn, you know to accept fate and move on.

Some many Stoic exercises and teachings can help improve your mental health. Once you start practicing Stoicism, you will find yourself becoming happier and feeling better mentally and emotionally. You will begin to realize that you have an essential purpose in this world, and through Stoic teachings, you will be able to reach your full potential.

Live Freely

Of course, you're still going to have situations and tasks that you have to do, such as going to your job and accomplishing your responsibilities, but Stoicism can also teach you how to live freely. There are a few exercises that will help you live freely, such as time reflection and deciding whether a thing is worth your time or not. One of the tremendous benefits of following Stoic teachings is that you will live more freely because you will deal with your time better and complete tasks worth your time.

CHAPTER 18:

Common Misconceptions about Stoicism

Through time, Stoicism has experienced misinterpretations in many ways. For example, some people view a Stoic as an emotionless person, or as an individual who stands mutely, ready to accept what life brings about, whether good or bad. As you're bound to find out, that is not the case, and this perception is mistaken.

As we saw earlier in this book, Stoicism is typically characterized by a form of "emotional dishonesty," wherein you tend to put on a brave face or deny yourself the ability to feel. However, there are various misinterpretations of Stoicism going on today, which we need to understand.

How Stoicism Should Be Understood

Stoicism is aimed at providing a practical way to increase your joy. As a method, it involves getting rid of negative emotions that may arise in your day-to-day activity. By doing so, you'll be able to focus only on what truly matters to you, and that is finding happiness or inner joy.

Now, what about emotions? Stoicism believes that, ideally, we can reason well on our emotions and to influence them. Stoics don't advocate, however,

that you pretend that your negative emotions don't exist. In addition to this, Stoicism doesn't guarantee that you'll reach a level where you won't feel negative emotions.

Instead, Stoicism provides a means of learning to accept the situations that come along and know to manage with them positively. It involves practicing self-control in your passions without allowing them to dictate your life.

Stoicism can maximize the joy in your life by paying attention to things that are within your control. It is contrary to trying to control or change things that are far beyond your control.

How Stoicism Can Often Be Misinterpreted

Like any other deep philosophy which people are still trying to comprehend, it does happen that Stoicism is often misunderstood. Thus, to avoid any further misinterpretation, this guide's goal has been to understand better what Stoicism really is and what it takes to live a Stoic life.

So, let's get down to dealing with some of the most common misconceptions about Stoicism, starting with the following:

Stoicism Is About Hiding Your Emotions

As stated earlier, Stoicism is widely viewed as "hiding emotions" and "putting on a brave face." However, the truth is that Stoics choose to focus on precisely what they can control and leave the rest alone.

For example, instead of being overexcited (or over-delighted) about something, you can usually hide that excitement (or delight) and choose to remain calm. As a Stoic, what you've accomplished here is that you've concealed your emotion and toned down your reaction to being in full control of it.

Stoicism doesn't dictate that you hide those emotions you cannot control because that will be doing more harm to yourself. From time to time, it's true that we face fears; this is where Stoicism comes in. It teaches us how to remain calm in the face of fear and how to deal with it reasonably unless it is entirely beyond our control.

In this case, Stoicism doesn't stop you from sharing your emotions with others. It means that, when you encounter a difficult situation, instead of

trying to reason it out by yourself, you can talk it out with a trusted friend. Stoicism, however, focuses on the need to remain calm and not display emotions in public, because that will be like seeking attention and sympathy. If something is irrational and beyond your control, then you shouldn't focus on that; instead, reach out to people who can genuinely help.

As a whole, Stoicism does believe in being true to yourself and others by being honest. Thus, it follows that you are not dishonest by being a Stoic. You are not trying to hide your emotions in an attempt to "save face" or to prevent people from having a wrong perception of you. Instead, you are right to your higher self, one that is characterized as calm, patient, enduring, and with self-control.

It Is About Seeing the Worst in Everything

Another common misinterpretation of Stoics is that they tend to dwell on the negative. What needs to be expounded, however, is that Stoicism only braces you for worst-case scenarios. When you pause to consider the possible negative things, which may occur along the way, this is mostly to prepare yourself if the situation arises.

In any event, Stoicism teaches that all things can be dealt with, depending on how you take them. Thus, if an unpleasant situation arises, then you have a chance to handle it or, at least, learn something from it. In effect, that lesson which you've learned from an unpleasant situation can be used to improve your life and attain your higher self.

Having clarified that, let's reiterate that Stoicism isn't all about focusing on the bad. It's more about realizing that bad things can happen, too. Instead of being overwhelmed by the thought, use that realization to be planned, prepared, even ready to prevent it!

It is much like preparing for a storm. Although the storm is beyond your control and you can't stop it from happening, the last thing you want to do is to cry, fret, and worry. Instead, you bravely prepare for the storm and promptly secure your loved ones.

It Involves Lying to Yourself

A third misconception is that Stoics are said to lie to themselves about their emotions. Yet, as we've seen above, the Stoic in you would focus on being

honest and dedicated to oneself. It is not every emotion that Stoics oppose, but rather those negative emotions that make you weak and less-resilient. These negative emotions include fear, anger, jealousy, and anxiety, among others.

In contrast, Stoicism doesn't oppose positive emotions such as joy, love, patience, and kindness. It is the very reason why you'll find that there are so many Stoics out there in the world today, and more importantly that the people who do know them personally perceive their character as being happy and joyful.

Stoicism Is A Religion

Before this misconception goes any further, let's correct it by saying that Stoicism is NOT a religion. Unfortunately, some people are misguided enough to believe that Stoicism is another form of faith or belief. With all the written works about it in reflections and meditations, it is more of a philosophical doctrine.

There is a contrast between religion and Stoicism, though. While Stoics believe in a good life now, religion believes in a good life after (an afterlife). So, what Stoicism offers us is something we can relate to, and that is the art of living our life in the here and now. It is a philosophy of life which helps us to live better!

Focused on the now, Stoicism provides what you need to obtain – meaning, a strategy on how to live a good life. This strategy involves removing all those negative emotions which get in the way of your being a happy person, and this is what we can sum up in one word as tranquility.

Ending this on a positive note, the incredible thing about Stoicism is that it is seamlessly compatible with many religions. Christianity is one such religion that is very much compatible with Stoicism, but then again, so are Islam and Buddhism. And so, let's leave this guide now by encouraging you to go alone those things which you cannot control, and focus instead of those which you can!

CHAPTER 19:

Stoicism Spiritual Learning

Stoicism is viewed to be a spiritual way of life, and individuals learn spiritual learning. Stoicism's spiritual impulse is known to be directed towards personal piety instead of worships are done publicly. Worships and prayers are included in the stoic practices. They have one primary aim: to bring individual practitioners' actions and thoughts in coherence with the universal Reason or Logos, which thoroughly permeates the cosmos.

Pierre Hadot, a famous French philosopher, argues that what defined Stoicism above anything else is choosing a life wherein every action, every desire, and universal reason law will guide every thought.

The objective of bringing human nature to complement cosmic nature as paths towards well-being and virtue is very sufficiently clear from stoic

texts. Nobody conceived of denying it. Until modern agnostics and atheists started trying to conform Stoicism into their view of the world, radical differences separated old monotheistic religion from Stoicism, as argued by A. A Long.

Stoic philosophy's spiritual tenor offers the ultimate key for understanding the Stoic ethics structurally and helping individuals understand various incoherent and counterintuitive stoic statements.

In the traditional sense, Stoicism isn't a religion. It's a profoundly spiritual way of life specially designed to transform the practitioners. It is done by changing their bad and good concepts and teaching them ways to live their lives with moral excellence and in agreement with Cosmic Nature. It means stoic is someone who wanted to be of one mind with God.

The Stoicism's providential and divine cosmos might not seem credible to contemporary academics. They can also be off-putting to agnostics and atheists who want self-identity as stoics in a secular age. However, within stoic texts, cosmic nature tends to be ubiquitous, and an intrinsic component of stoic practice and theory.

Epictetus claimed that he is following the Stoa's traditional path during the time; he argues that the very first thing that philosophers must learn is about the existence of God and administers the cosmos providentially. A similar type of reverence is visible on the profound trust of Marcus Aurelius in the providential cosmos for emotional and for moral support.

Marcus Aurelius' Meditations have truly inspired numerous individuals. It is one of the many good reasons that this remains an inspirational and influential part of Western ethical and religious-spiritual canon to the 21st century. Jacob Needleman, a religious scholar and American philosopher, recommends the combination of poetic genius, metaphysical vision, and worldly realism of ruler within Meditations inspire individuals and give them realistic and honorable hope in their embattled lives.

Stoicism's profound spiritual nature is highly evident to open-minded readers of the surviving texts of Stoicism. Nevertheless, it is way beyond stoic ethics. It's more than a path towards tranquility or life hack and even beyond the cognitive behavioral therapy's stoical version. It cannot be denied that Stoicism is a profoundly philosophical and spiritual way of life. In early Stoa, as proven by Cleanthes Hymn to Zeus, this was kept

throughout the Stoa history, as seen in Seneca's Letters and Essays, Discourses by Epictetus, and Marcus Aurelius' Meditations.

Stoicism's spiritual aspect appeals to numerous moderns continuously for the reason that this resonates with individuals' human nature that knows they are part of something much bigger than themselves. Within the many pages of Stoic texts, people somehow feel the delicate Cosmic Nature pull wherein they are part of physically but turned out physically disconnected eventually. To list of essential rules, Cosmic Nature doesn't demand obedience but instead requests an agreement with nature's events for individuals' well-being. By living with such an arrangement, human nature's excellence is accomplished, and individuals can experience great psychological well-being despite external sources and circumstances.

Stoicism is often understood as a religion but is not. It remains a viable religious path even for the moderns. The spiritual Stoicism practices and teachings won't bring you into the church, temple, tent revival, altar call, priest, holy scriptures, and confessional booth. It will bring you to a sacred place instead of within your psyche where fragments of the divine inside you can significantly reconnect with divinity, which is innate within nature to create meaningful and rational life.

Stoicism as Spiritual Path

When people come across and hear the term 'spiritual,' numerous contemplations ring a bell. Some think about an unyielding way to deal with conviction, right around a blind faith. Similarly, others consider it a dismissal of judiciousness or rationality or a release of trust in fantasies and legends, regularly with no association with the utterly mundane world. Nearly by definition, philosophical thoughts are to be talked about and debated upon. If individuals feel that any thoughts are great ones, these thoughts are guarded and contended for instead of 'believed.' It is the situation as far as the Stoic way of thinking or philosophy is concerned.

Stoicism is aimed to be an active logical examination (however consistently looking to help Stoic thoughts and ideas) regardless of where it might lead people. Suppose these investigations; an individual embraces the Stoic standpoint. It will happen because the person in question has chosen and decided on this right, not because anybody is forced to do such things.

For such a particular Reason, numerous individuals would state another religious path at the center of Stoicism. The real work of Stoicism practice is alluded to by specific authors as 'profound or spiritual activities and exercises.' The idea of these activities in old philosophy is intended to give emphasis; in any case, that in old schools of thought, philosophy was a lifestyle.

The theory introduced itself as a way of being, the act of living, and a mode of life. Stoic philosophy practice is comprised of invitation for ultimate personal transformation, an adventure in a profound way. Stoicism, with its philosophes, lived this way, in an undeniable manner of change and conversion or a transformation of life, and more in search of wisdom.

Consequently, the simple routine regarding the Stoic way of thinking and philosophy required activities that are neither just activities of thoughts nor even moral activities, but instead, in full meaning and sense of this term, spiritual activities and exercises. Since these are geared towards understanding a visual transformation and gradual personality changes, these activities have moral and existential value.

Becoming a stoic does not mean accommodating your conduct based on the particular external code of good conduct. Following the Stoic Spiritual way includes all parts of being-will, sensibility, imagination and intellect, and the soul, mind, and body. Spiritual exercises in Stoicism are learning how to live an intellectual life and then apply it throughout their lives.

Antiquated essayists, even Stoic journalists, and writers are not viewed as prophets or experts but instead fill in as guides and mentors. They don't profess to know harsh truth; no such thing may exist, yet instead, search out wisdom and knowledge in any place it can be found.

In an increasingly broad sense, the idea of the spiritual path interpreted as 'way of life,' 'standpoint upon life,' 'self-improvement,' 'personal growth' and 'personal healing,' is the essence of Stoicism. A few people acknowledge the Stoic perspectives on right and moral conduct, yet dismiss the 'more out of control' religious and metaphysical views. Whether that is true or not, you won't be required to adopt specific convictions or beliefs. The real transformational procedure is fundamentally spiritual and intensely holistic and personal.

The Stoic Spiritual Path prompts individuals to focus on themselves, to deal with themselves through these inward spiritual activities. Knowing themselves ultimately requires an association with themselves that structures the majority of the Stoic profound or spiritual exercises.

Each spiritual exercise tends to be a dialogue with other people with a world around everyone, and with themselves. Along these lines, it is extraordinary to the extent that individuals move past beyond their present and past conditions, past their constrained personality-driven perspective, and consider their lives from the perspective of potentials that inhibit everyone.

Socrates is famous for his affirmation that unexamined life isn't worth living (Apology 38a). Generally, what Socrates needed to look at is a system of values that individuals adopt in justifying what they think and find essential, and this is part of the purposes of the stoic community.

Stoicism is not just about spiritual aspects. It is widely known as the practice and philosophy, helping users enjoy a more meaningful, contented, and peaceful life. Though some individuals believe that Stoicism is emotionless, the truth is, this teaches how to avoid unpleasant and harmful feelings and enjoy the positive and healthy emotions instead.

Stoicism also includes how individuals think about good and bad or evil. Why do individuals need to distinguish between the two? Why do they call certain things bad or good? The primary reason for this is to take the right actions that appropriately respond to recognition.

Stoicism still has many things to be learned, and whether individuals like it or not, Stoicism still has its link or connection with modern life. Stoicism also poses impacts on individuals' spirituality.

CHAPTER 20:

Stoicism in Psychotherapy

At its core, stoicism is independent of any religious or political undertones. While some compare it to Buddhism, others refer to it as Western Yoga. Nevertheless, it is naturalistic, agnostic, and European philosophy. This guide focuses on the therapeutic aspect of stoicism mostly and touches upon specific spiritual and metaphysical themes, which form rational mysticism. Stoicism has been related to Neoplatonism's mysticism, hailed as the last pagan philosophy, which was assimilated into Christianity afterward. Stoicism was also used during the Victorian era in psychotherapy. It was used in conjunction with hypnotherapy as a form of medico psychological treatment, developed into psychoanalysis by Freud.

Even in ancient times, it was common practice to use philosophy as a physician of the psyche. Philosophers had used their methods, concepts, and aims for therapy. The Catharsis or purification concept of Freud derived from Aristotle. Still, it is also a common technical term used to describe the

mind's separation from external or material things. The separation and purification from material things is a primary Stoic practice and is similar to the psychoanalytic projection theory that Klein and Jung called defense mechanisms.

In recent times, cognitive and existential therapies have been based on similar concepts of classical philosophy. Heidegger and Gestalt's existential therapies draw upon the stoic idea in their therapeutic techniques. And cognitive behavioral therapy, too, is based on stoicism. The popular ABC system used in CBT is a reiteration of catharsis, which, in essence, is separating our judgmental attitude from the external events. In his manual, Epictetus had said that it is not the events in life, which cause a disturbance in people but their judgmental attitude towards the events.

Many such instances of how ancient philosophy, mostly stoicism, are being used in a therapeutic context. The modern therapists have been indebted to old philosophical works largely.

Stoicism-Basic Concepts

Stoicism, also called following nature or natural life, is living according to nature where nature specifies an individual's nature and that of the entire universe. The stoic ideals are applied at three basic levels, which include:

- Self- truthfulness, personal authenticity, and moral integrity
- Humanity– Philadelphia, social justice and empathic understanding
- Universe- Being one with life, nature, and everything universal.

Marcus Aurelius has used the above levels in the therapy writings he had entered in Meditations. He asks to explore the mind of the universe, self, and that of the neighbors. Exploring your mind lets you see justice and authenticity. With the universe, you can see how you belong in the universe, and your neighbors to understand whether it is an informed or ignorant mind and to recognize your kin in it.

In short, stoicism is about being in harmony with yourself and the universe. In psychotherapy, it relates to emotional and mental health. The three-level classification is called as Threefold Rule of life in stoic psychotherapy.

Threefold Rule

Stoics divided philosophy into three main parts, namely Logic, Physics, and Ethics. Logic denotes objective judgment of the present, ethics is the unselfish action, and physics as willing acceptance. The cardinal virtues that Greek philosophy recognized include truth, justice, fortitude, and temperance. These four are interconnected with the threefold rule, judgment disciplines, fear and desire, and action and with the three qualities in stoicism: integrity, objectivity, and acceptance.

The threefold rule is an entire psychotherapeutic system that has been handed over by classic stoicism. It is to be continuously applied to get the desired results. Here is a breakdown on each of the three rules.

Logic or Discipline of Judgement

Marcus Aurelius has opined that a rational mind does not accept falsehood. And it does not involve uncertainty in its perceptions. Truth, which is considered the supreme classical virtue, is defined as stoic objectivity, and it is the ability to separate the external and internal natures. The central core of stoic logic is, knowing your inner self. You are said to possess real knowledge when you can see the boundaries of your inner self. It is the ability to distinguish continuously the internal and external or between mind and matter. Epictetus defines being trained in philosophy to learn what your inner nature is, and what is not. It is like drawing an imaginary line or circle around your true self. Stoics describe the completely circumscribed mind present in an ideal sage, as the inner citadel and perfect equilibrium sphere.

Psyche Defined

Psyche is defined as the thing that moves. In stoicism, 'self' denotes autonomous action done by our free will, thoughts, decisions, and intentions. While man acts on free will, all other things are extraneous to the self. Stoic mindfulness means being constantly aware of the mind movements and taking full responsibility for one's actions, judgments, desire, and fear.

Mindfulness also denotes owning your thoughts, the projections we make, and suspending the emotive and value-laden judgments. Meaning and form are projected by our thoughts on the perceptions we make, and when we separate the perception and the form, we get objectivity and truth. The fundamental core of logic in stoicism is that things do not disturb people,

but the judgments they make. The mind is present in a place of its own and can turn heaven to hell and vice versa, as John Milton writes.

Marcus Aurelius advises on the stripping method to see through things that we face in our lives and to stick with first impressions and not make assumptions of your own. For instance, he says that when he sees his son is sick, he should not think that his son might die. When you don't extrapolate and adhere to the first impression, nothing untoward will happen.

Whenever we are faced with a fact, we should ascertain it and suspend our prejudices. This stripping technique is termed as fundamental analysis, its objective is termed as objective representation, and the assent of the sage's judgment is given only to this representation and analysis.

Different therapeutic methods accomplished the discipline of judgment. These include rhetorical methods, verbal formulae, and visualization. Three basic modes, namely solitary, one to one, and group modes of therapy, were conducted to assess judgment discipline. Though this is a logical pillar of the entire stoic therapeutic system, practical training started with just two fields: ethics and metaphysics.

Ethics

Ethics denotes taking responsibility for all the actions we take and focusing them on the solitary objective of reconciling the personal moral integrity with love for all humanity. The sense of identity we have determines our self-interest and ethics. There is no conflict between social and self-interest for the ideal stoic sage, as he can identify his nature and humanity. It is kinship and is followed by practicing love for brotherhood and by exploring the minds of others. The motivation for ethics comes from affirming the first stoic psychology principle, which says a good man is always happy. The sensory pleasure or hedonistic pleasure is differentiated from happiness or eudaimonia, which comes from maintaining the integrity and standing by what is right.

The stoic sage renounces all attachment to material possessions and places his happiness on what is within his hold, which is his moral integrity. For instance, physical health is considered a natural and ethical thing to desire, but its value is only secondary or derivative. It is natural only when it is in accord with moral integrity. Stoics believe that death could be taken as a rational choice in extreme situations. One example cited is the suicide of

Socrates, who chose integrity over life. This existential decision he made put him on a pedestal. And he will be remembered by people as long as civilization exists.

Fundamental analysis, which is the core of Stoic logic, creates a slogan that is contemplated, repeated, and memorized. It helps as good psychotherapeutic methods and is used as autosuggestions for therapeutic effect.

Metaphysics

Metaphysics is on controlling emotion or pathos. Living in harmony with the universe is termed as stoic acceptance, and mastering the desire for sensory pleasure is called temperance, while fortitude is conquering pain and death. Excessive emotional attachment can lead to selfishness and fear. A sage shows serene detachment towards all things external. The essential fear that a stoic need to conquer is fear of death. When you take it away, you will not feel fear for anything. Stoic metaphysics is related to pagan theology and is different from other religious or spiritual beliefs. So, it is easily adaptable to the atheistic and agnostic perspectives. Stoic mysticism is just a simple union with God's mind, and by visualizing the universe or the 'All,' they reached a god-like perspective. From this perspective, metaphysics was seen as transience, unity, and interdependence existing in all material things.

In stoicism, the universe is perceived as a whole and is the objective reality. The legal perspective we have, which is earthbound, distorts reality, as it is confined to a minor part of the universe, whereas in stoicism, the totality denotes an authentic existence. This meditation is called the wise from above, and it involves contemplating the whole universe as present in a sphere. Philosophers have tried to visualize earth from outer space to get the feeling of tranquility and detachment. Scientists from NASA who have been on space mission describe the experience of viewing the world from above in similar terms.

Stoicism offers a plausible philosophy applied in psychotherapy, which is not connected to any political or religious dogmas. It is also more relevant to psychotherapy than the conventional Freudian theory. Many other aspects are not talked here in stoicism that is of immense help in psychotherapy, including visualization methods.

CHAPTER 21:

Minimalism of A Stoic

Before we get into the idea of minimalism within a Stoic context, it is worth noting that minimalism in the general sense doesn't quite apply to the Stoic. New Age subject looks at minimalism as the noble forgoing of comforts and possessions. You see that everywhere that higher truth is sought, and you see that in the quest for contemplative life. But the thing that is most distinct about the way a Stoic sees it is that minimalism is not about forgoing material possession or choosing silence over clutter. A Stoic embraces minimalism, but that minimalism is about internal disassociation that then prevents distraction.

Put it this way—a minimalist believes that he shouldn't own a sports car; a Stoic believes there is nothing bad with the car, as long as it will not raise his ego's fire or obscure the perspective of truth. That's the first difference. There is more.

In the New-Age definition, a minimalist sees life as a series of events that tame the demands of the flesh. Their contention, and it has merit for a part of society, is that limiting the flesh's distractions allows the mind to develop its full potential. The Stoic has forgone the sensations and the sway of the flesh. The former looks at minimalism as the way to quell the chaos of the flesh, to hear the mind's whisper; the latter already conquered the self and is in tune with the mind. One needs minimalism to find his way and, as such, defines it accordingly; the other lives minimalism and doesn't need the outward action to hear his mind.

Let's take a granular look at it. To do that, we need to see and understand the mind and being of the human being.

There are three parts to us. First, there is the body—and it is a huge part of what we do and even how we think. Second, there is the mind. The mind can do numerous things—all of which are intangible. Our mind is hugely influenced by the opinion and input of the body. It consists of multiple dimensions, including one that is conscious and another that is—and by that, it hardly means that it is asleep or comatose. It is an excellent organ with chemical, biological, electrical, and even quantum aspects to it. Finally, there is the intangible aspect of the interaction between the body and the mind, and that results in a sequence of behavior that would not exist if the mind did not need to deal with the body's input.

It is easier for all intentions and purposes to separate the body and the mind and look at them as adversaries battling over a point in court. The advocate for the body fighting for bodily instincts; and advocating for the mind fighting for learned guidelines. Take eating, for instance. Eating is a bodily instinct. The body needs you to eat so that it can energize and replenish itself, but the mind reminds you that you can't overeat even though you feel like it, and you are rewarded with bliss for carrying it out.

We've all been through that: when we feel like we want to do one thing, we also think we shouldn't. The two sides of us being torn apart and, more often than not, until it is resolved, our external self-languishes in indecision. There is one way of coping with that, but it requires the understanding and execution of discipline.

But for now, we need to see at the duality that exists within us, and it is that duality that gives rise to the successes and the mistakes we make every day

—and sometimes we pass that on to the upcoming generation. Then it continues with those mistakes or those habits.

The duality in each of us is the third aspect of the individual. Think about it this way. On one side, you have black, and on the other side, you have white at the point where they intersect, you get gray.

The third aspect of your being—the amalgamation and the contradiction of the two sides, is not always in opposition, and it is not still in unison. It is not always in the same degree of union and resistance—as such, you get a specific character profile that builds from there. That's where we live—the gray between the pull of the mind and the pull of the body.

Up to this point in this guide, we have been painting a picture with analogies. Keep that in mind and travel the analogy path to a limited extent, just sufficient to take you anywhere you want to be to see the truth of this within yourself.

Let's get back to the duality and third aspect of yourself. All the battles that happen do so in your brain—albeit different parts of your mind. The bodily instinct—the so-called "flesh" in the analogy—is typically located in the brain's ancient part close to the base and the center. The bottom of the central nervous system's mind is the evolutionary start of what eventually grew to be the brain. This base is where the instincts of survival reside—you can think of them as a hardwired code of survival. This part of the brain has an underlying task, which is to survive and prolong the species. Fear, anger, hunger, reproduction, and all the primal instincts you can think of are driven and controlled by this half of the brain. The other half is merely to describe the two sides of the opposing forces in mind.

So How Does the Stoic Practice Minimalism?

He does so very indifferent from the way non-Stoics do. Non-Stoics deprive themselves of material things and clutter to cut down on the noise. Stoics cut off the effect of the physical stuff within their mind. So, it doesn't matter what is around them; it doesn't affect them at any level, which keeps them real to their need for peace and higher truth.

Here is how it works:

A Stoic knows that the Rolls Royce in his garage is there only for his refined taste, not because he wants to one-up his neighbor's Bentley or he

wants to be seen so that adulations flow his way. He wants delicate leather and exquisite stitching because they appeal to his demand for quality and precision. He is looking inward when he wants something; he is not looking outward at what others may say of him, and with that, he peels away the first layer of the ego.

The Stoic's minimalism effect is in his mental realm, not in his physical one. Here is a thought exercise that you can conduct to see the difference. Wherever you are at this moment, assume it is in your home or room, and you are surrounded by copious amounts of your things. Some things are there for vanity; some are there for identity; others are just there and have become a part of you. Now imagine giving it all away. For only one instant, imagine if the movers came, and you instructed them to take it and give it all out. What would you be left with? Nothing. Only the tools you need to make a living. So, if you are a mechanic, keep your wrenches and so on. If you are a software programmer, keep your laptop and computers. If you are an artist, keep your paint and brushes. Just keep the tools you need to make a living. Imagine how this would make you feel. Do you think that emptiness? Is it impossible to consider that you no longer have all those photos, those gifts, those DVDs, or those comfy sheets to sleep on? But in the midst of all that, you have to realize that you are still alive.

Some lament the photos of families, mementos from generations ago, hard-earned money spent on furniture, and now all gone. Directly deal with that until you conclude that you do not need all those things to make something of yourself. All those things were merely distractions. What you will face at this point is the sadness and the pain of giving all those things away because you identified with them; they were your security blanket, your reason for something, your rewards for accomplishment—they were a testament to who you are. But if you evaluate it, you do not need any of those things to live. Those things cause you to slow down. They hold you back, and they cloud your thoughts.

What is essential is that we can identify ourselves amid distraction because we know what to look for. Have you ever been to an overcrowded room, and you look around to find the love of your life? If you don't know what she looks like, you obviously won't find her. But if you already know, you can pick her out of the crowd without even seeing her face. You will

recognize her hair, her gait, her posture, and all the subtle things that will lock your gaze onto her.

Similarly, an exercise in minimalism will introduce you to the power of an undistracted state. It will lock your gaze onto your true self and what it feels like to be undistracted and uncluttered. When you do, inevitably bring on all those things into your life, they will no longer be distracting in nature, but rather, they will elevate you to a level that you can't imagine.

Minimalism to the Stoic is something that you can only experience. You only do it at one time in your life to latch onto it and realize that the benefit it has surpasses anything that you have recently experienced.

If you take people like Gates, Jobs, and Buffet and look at the way they see themselves, you can get the feeling that they don't let any of the distractions get to them with all those resources. A flight on the private jet is just a means of getting somewhere, not the arrogance of being airlifted in the lap of luxury. Designer shoes are not about a name branded to the heel, but rather the demand for exquisite artistry. Countless people were impressed by the branding but blind to the artistry. Some people respond in awe to the Spirit of Ecstasy, symbolizing the Rolls Royce on the hood of the car but haven't seen anyone appreciate the attention to detail and craftsmanship, which appeals to Stoic.

It is possible to be a Stoic minimalist and still ride chauffeur-driven in a Rolls Royce, as long as you recognize how to differentiate the distraction from the appreciation. One will dim your light; the other will magnify it.

CHAPTER 22:

Ego VS. Stoicism

Unmasking Ego

For what reason is the sense of right and wrong so challenging to clarify or describe? The inner self is hard to characterize because the personality isn't one exact thing. It is comprised of various convictions that an individual secures over their life. Those convictions can be different and even opposing. To further confound it, every individual's conscience is unique. If somebody were to unmistakably distinguish and portray every one of the pieces of their sense of self and what it drives them to do, you probably won't get a decent depiction of what yours resembled. The test of getting mindful of what your sense of self reaches turns out to be increasingly troublesome because our way of life doesn't reimburse us for coordinating our consideration internally and seeing such things.

The conscience is hard to see since it takes cover behind sentiments that show up apparent – our connection to depictions of our character – and

because we have not worked on studying. You can get a look by seeing specific considerations, like those recorded recently. The more straightforward method to recognize the personality is by the trail of emotional acknowledgments it decamps anger at a friend or family member, a should be correct, an inclination of instability in specific circumstances, and envy sentiments that are unexplained, the need to intrigue somebody, etc. These feelings can be ascribed to the deceptions that include the sense of self. To start with, it is simpler to see the side effects of coming about feelings and show, as opposed to the self-image that caused it.

How Stoicism Relates to The Ego?

The Stoics were not unacquainted with dreadful people; they saw leaders. They saw tricks. They saw poisonous egomaniacs and unquenchable desires. What is more, what was their response to the more significant part of these people? Imagine what they could acquire by mending the motion of their emotions.

Besides a general attentiveness and a craving not to be defiled by them, for the most part, the Stoics felt sorry for these sorts. It is how Marcus Aurelius expounded on somebody like Alexander the Great. He nearly appeared to be pitiful for him. Like, seriously, how could you think this was going to end? Did you believe conquering the world was going to satisfy you? Did you feel that popularity and greatness would fill that gap in your spirit?

It is a wise and philosophical attitude towards those ignorant; Egomaniacs do not make it easy for us to pity them; instead, they make fun of them and enjoy them. It does not even affect inquisitors or crooks; they feel harmless about this. Especially when their success comes at the cost of our blood and sweat, but the truth is, they can't help themselves at this point. It is not even any fun to be like them. There is no pressure, but they do not feel anything about them. It is not a game.

Given that the irrelevant notice of anxiety makes most fearful or depleted, "stoicism facts" externally appears as though the definite inverse thing anyone would need to get some answers concerning, also desperately require for the period of regular daily existence. Nevertheless, in Stoicism, we have a mechanical assembly to help us as we continued looking for self-predominance, ingenuity, and savvy: something one uses to continue with an inconceivable life, rather than some dark field of insightful solicitation.

In it, we find, without a doubt, the most imperative adroitness all through the real presence of the world. Sometimes, people question where does this ego come from? Where exactly?

We feel it from everything and everybody, including our nature. At the point when we are obstructing personality, we are arrogant, childish, and silly. We are mean, we are shallow, we are shaky, and we are delicate. To put it plainly, we are everything a Stoic should be.

"It is difficult to discover what we think we know," Epictetus said. That is the reason we stay away from a sense of self. Marcus talked dodging the stain of "imperialization"- - the conscience that would originate from being head and having power. He spoke the silliness of attempting to make yourself associated with a thousand years or of reasoning you'll live until the end of time. These insightful and effective men were doing a steady fight against their inner selves, as all Stoics have attempted as the centuries progressed.

We cannot work with other individuals if we have set up dividers. We cannot improve the world on the off chance that we don't get it or ourselves. We cannot make or get criticism on the off chance that we are unequipped for or uninterested in a got notification from outside sources. We can't perceive possibilities—or make them—if as objected to seeing what is before us, we live inside our dreams. Without precise bookkeeping of our capacities contrasted with others, what we have isn't certainty yet hallucination. How are we expected to reach, propel, or lead other individuals if we can't identify with their needs—since we've put some distance between our own?

The Greeks realized that ego, the sense of self by another name, was a definitive adversary and enemy. That nothing but must have to be controlled. That being timid and having self-awareness was genuine quality, the untruth facts of our lives. We have to recall the equivalent. That is the reason we need to make and to understand this.

"We're selfish with property and cash, yet barely care about sitting around idly, the one thing about which we should all be the hardest penny pinchers." — Seneca.

The Stoics comprehended that time is our most important resource that should be under our consideration. In contrast to any of our material

belongings and possessions that we hold, time can never be recaptured when lost. We should consequently endeavor to squander as meager of it as could reasonably be expected.

Tomorrow Isn't Guaranteed!

The people who openly give away their time to others will likewise find that they are no superior to anything the individuals who waste it. The more significant part of us enables people and different duties to force on our time too effectively. We take responsibility without giving a profound idea to what it involves. Schedules and timetables were intended to support us. We ought not to become captive to them.

Notwithstanding which end of the range we fall into, time is of the essence. We think we have a ton of time, yet we don't have another choice regarding this.

"I have frequently thought about how every man cherishes himself more than the remainder of men, however yet sets less an incentive all alone assessments of himself than on the assessments of others." — Marcus Aurelius.

A lot of what we do come from our basic should be loved and acknowledged by others. Dissatisfaction from our social gathering had real repercussions recently. It would have likely implied outcast and death in the wilderness. That is still consistent with some degree today. Be that as it may, what amount of time and exertion do we spend attempting to win others' endorsement? What is it that costing us? Happiness should never be outsourced.

In Conclusion

The ego directly affects the Stoicism and how we practice it in our daily life. It indulges in everything regarding your inner-peace. If we keep looking for ways to prevent any harm to our ego, we will probably suffer from not letting Stoicism in our lives. The forms hinder us; it takes turns in our daily routines. So, we can say, if there is a mass of people point taking their forks and standing in your ways, you should be straight forward, go egotistical and let your mind be at ease. Sometimes, the ego is essential to get your hands on any desire you may have, but we must keep a cool head and move on to keep your emotions in check. If you don't have a clear mind

and focused thoughts, there are certain changes that your self-esteem might get hurt, or you may hurt yourself in the process of avoiding causalities. The more empathize you are, the more you will be able to enjoy and endorse your life. The essential part of using Stoicism is to maintain balance in your emotional state and to live as happily as you can. Why we even have egos? We should become better than lots. Have a smile on your face. You begin to feel changes in yourself when you put aside your ego and live whole-heartedly.

CHAPTER 23:

Stoicism and Dealing with Death and Grief

Death and grief are common themes in Stoic texts because they're common themes in our lives. Every one of us, with no exception, we are going to know and love someone who is going to die. Stoics refer to death as Memento Mori, which means "remember you must die."

5 Stages of Grief

In 1969, Elisabeth Kubler-Ross proposed five stages of grief: denial, anger, bargaining, depression, and acceptance. If you have ever departed a loved one, you can probably remember going through this series of stages. While these stages were not established during the days of the ancient Stoics, they were still a part of the grieving process, and Stoics like Marcus Aurelius and Seneca understood this.

Denial is the step of grief which can make us feel lost, overwhelmed, or that life is meaningless. You will feel shocked at this stage and might tell yourself that this isn't happening. Some people start to feel numb and wonder if they continue their life without the person they have lost. While we might not feel like we can survive without someone we have loved and lost, we will also begin to heal, as denial helps us cope. Denial is thought of as a defense mechanism against reality, but it also helps us begin to find peace with death.

Stoicism can guide you through the denial stage by helping you find peace with the death of your loved one. It reminds you to focus on remaining calm and realizing what factors in your life, you can control and which ones you cannot. Both of these exercises will help you work through the denial phase.

Anger will start to show itself after you've come to realize that the person has passed away. Your shock and numbness will begin to wear off, and you will start to feel angry - at yourself, at the world, and even at the one who passed. You will start asking yourself why this happened, and sometimes even blame yourself for the person's death. Even though other emotions will be felt, such as sadness, anger will become the most prominent emotion. You might take out your anger in many ways, including through your words and actions towards your family and friends.

Anger is generally not an emotion people want to feel, but it's also an emotion that you shouldn't hide during your grieving process. Like the other stages, anger is an essential part of the process and will help you heal. Even though Stoics teach us not to focus on anger, you must acknowledge your anger during grief. However, you should also continue to follow the Stoic way and not allow your anger to control you. By accepting your anger, you will manage your anger, which will help you get through the second stage of grief.

Bargaining is often referred to as the "if only" stage. It is the stage where you always wonder what you or others could have done to help the person. You might realize to yourself, "If only I had brought him to the doctor earlier," or, "If only I took notice to the signs." Some people also tend to bargain with God or another higher power. They might say something like, "If I start to go to church every Sunday, I can wake up and realize it only be

a terrible dream." The emotion of guilt is prevalent in the bargaining stage. It is also the part when you might feel that the person's loss is just too painful. You might feel overwhelmed by the process of grief and start begging for an end to the whole situation.

A Stoic would see bargaining as living in the past, which they feel is a waste of time. Stoicism can help you overcome the stage of negotiation by realizing you have to remain in the moment. Stoicism can further assist you in this stage by learning what you can and cannot control. Death is something that people typically cannot hold under natural circumstances - no bargaining can stop it.

Depression is the stage that follows bargaining. In this stage, guilt is still present as the feeling of being completely overwhelmed and exhausted over the death becomes more prevalent. At this stage, people feel so much loss that they sometimes have trouble coping with their day to day activities. While depression is a major mental illness, it's important to remember that this isn't the case in the process of grief. It's a natural stage, just like anger and bargaining. For some people, depression can come when they are worried about paying for the funeral or figuring out burial arrangements. For others, depression comes in brief bursts and lasts only a few minutes.

Stoicism can help with depression by offering you tools to maintain a positive mindset. Ancient Stoics realized that a person's positive attitude would help them overcome difficult situations. Furthermore, people often feel depressed because they focus on the problem they cannot control. Therefore, realizing what you can and cannot control can help you overcome depression.

Acceptance is regarded as the final stage of grief. Some people think of this stage as when they decide that they are okay with what happened or start to feel better. However, acceptance has nothing to do with the feeling that you will be alright. Acceptance is about genuinely realizing that your loved one is gone, and you will never see the person physically again. In this stage, you start to learn how to live without the person. You will begin to find yourself also. You will start to be more at ease and begin to put the pieces of your life back together.

It's essential to remember that the stages of grief can go back and forth. For instance, you might be at acceptance and then go back to depression. Some

stages might last for a few hours, some a few days, and some weeks or months. You will have good and bad days. You will always miss the person who passed away, of course. We never really get over the loss of a loved one; we learn how to live without them. Stoicism can help.

Stoics and Grief

Stoics believe that one of the best ways to remember that life is precious and spend your time wisely is by keeping in mind that you will die one day. They also believe that one of the best ways to overcome grief when a loved one dies is by remembering Memento Mori. Another way to overcome grief is to live by Seneca's words, "It's better to conquer grief than to deceive it."

Seneca did not just realize that grief was bound to happen because death will happen and that nature requires us to grieve. However, Seneca further taught us that we needed to handle this grief well and not let it drive us into madness, depression, or despair. We have to keep a balanced mind as we grieve, which will help us overcome our grief. If we don't remain balance, we will allow grief to cause more harm than it should.

Seneca believed that one way we can overcome grief is by realizing that the person we grieve over would not want us to suffer from such emotions. He further stated that if you believe the person would like you to suffer through the tears, this person is not worth your time or energy.

Many Stoic exercises can help prepare you for death. When you use negative visualization, you imagine your loved one dying. Stoics believed that this process would help you overcome grief once the person has passed away. When you focus on what is important, you realize that your loved one will die, and therefore, you need to spend quality time with them while you can. It ties back into the idea of controlling what you can. You cannot stop yourself or someone you love from dying, but you can make the most of their time here.

Sometimes it's not you that is dealing with grief, but someone you love. Epictetus believed that you have to be careful when you see someone grieving that you do not take on that grief. Stoicism teaches us to be compassionate and understand the feelings of others, including feelings of grief. Therefore, Epictetus taught us that we need to find a way to allow other people to grieve but not take on the emotions ourselves. Epictetus

stated, "If a friend is grieving, our goal should be to help her overcome her grief, for us to catch her grief, won't help her but hurt us."

In Meditations, Marcus Aurelius talked about death and grief by stating that it's necessary and expected. Aurelius taught that once we understand that death is a part of nature, we will move on from grief at a healthy pace. To help you take your fear of death, you can work on your relationship with God. Aurelius wrote that adults should have no fear when it comes to death. The only people who should fear death are young children because they can't understand how death is a part of nature. As an adult, you can.

Stoics felt that death should not be terrifying. They believed that if we took the fear out of death, we would overcome grief. Ancient Stoics stated that death was nothing more than a transition from your human form into a new way. They believed that it wasn't an ending but a new beginning. People should fear death just as much as they fear sleep - not at all.

CHAPTER 24:

Using Stoicism to Create Calmness Within Yourself

Stoicism is not just about learning how to navigate conflict and complicated feelings with greater ease; it is also about learning how to create a higher quality of life for yourself on a day to day basis. Learning how to use stoicism to create calmness within your daily life gives you an excellent opportunity to start enjoying a higher quality of life. One of the most significant benefits of learning how to increase your customary calmness, aside from the improved quality of life, is that it also brings down your overall stress levels and improves your overall mood. When you manage to achieve this, navigating things like stress, anger, and conflict becomes more comfortable because you deal with a calmer baseline of energy.

To better understand, think of it this way: if you were already stressed out every single day, and then someone gave you some news that increased

your stress levels, you would likely be over the top by that point. After all, you were already carrying so much, putting anything else on your existing stress might feel like the straw that broke the camel's back. If, however, you were not typically carrying any pressure at all. The introduction of new stress in your day to day life would not seem like such a big deal because you were not already overwhelmed and overburdened. Instead, you would be in a calm and comfortable space emotionally, so this would feel like something new that you could navigate and release, making it easier and healthier for you to navigate complicated feelings.

Choose to Stay Present in the Moment

In our modern world, the most people spend their lives worried about what is yet to come and upset to already happened. In many cases, the reality of their past and future can combine to create incredibly overwhelming and intense emotions that make it seem like even their present is doomed. Thus, they find themselves living with a remarkable lack of peace.

Learning to recognize that the past has already happened and that the best you can do is learn from it, and that the future is not guaranteed and the best thing you can do is hope on it is essential. You cannot go back and rewrite history for your past, change your consequences, or fix something that you feel you did wrong. If you hold yourself a hostage by dwelling on what you did or on what happened to you, you will find yourself always feeling hurt, ashamed, and wronged by the life you have lived. You may find it challenging for you to move on because you think you do not deserve to, which is not true, or like you cannot until someone else fixes what they did wrong to you, which is not possible. Even if that person could fix it, the lingering pain would continue to exist, which would ultimately mean that it was up to you to fix it.

The future has yet to happen, and so many believe that if they worry about it and plan for it enough, they will control how it turns out. While you can positively influence the future by the choices you make today, you cannot control the future, nor should you try to. You should make plans for yourself and aim toward goals. However, it would be best if you also refrained from worrying about the future as even you have no idea how it will play or what will happen in the long run. The best thing you can do is have hope for the future and hold faith that it will all reveal as it should and

that you will be physically, mentally, emotionally, and spiritually strong enough to handle whatever comes your way. That way, you can focus on the present moment instead, and grant yourself freedom from the set-in-stone past and the undetermined future.

Allow Yourself to Experience Gratitude

Gratitude is as much an expression of emotion as it is a chosen state of mind. When you let yourself experience and express gratitude, you experience an abundance of positive benefits, including a brain that rewires itself to be more positive and optimistic. Unfortunately, many people experience unrecognized or unexpressed gratitude, which leads them not to receive the positive emotional and mental benefits of the two.

Gratitude is about so much more than an implied state of a word. Gratitude is about allowing yourself to truly feel into the joy and gratitude that you experience when something positive or good happens or has happened, and to receive a said thing mentally. When you experience gratitude in this way, you begin to experience far more positive emotions, and you truly start looking for more reasons to be grateful. In the end, you experience a calmer quality of life because rather than being wound up and worried about bad things happen, you are relaxed and looking forward to good things happening in your life.

Be Willing to Experience Healthy Detachment

In life, there are differing levels of attachment that are appropriate for different situations. You might think that there is a simple way to generalize which areas of your life deserve stronger attachments and which aren’t. Still, the reality is that there is no sweeping generalization that can be made regarding where attachments should and should not be made. Instead, it would be best to think about what will be ideal or the healthiest for you in any given situation. It would be best if you were flexible enough to adjust those attachment levels anytime you realize that a recently chosen attachment level is no longer suitable.

Generally speaking, detachment is something that you should use as a practice to help prevent you from experiencing unnecessary pain in various situations. For example, in your relationships, you may hold no attachment for a specific person to fulfill your emotions in particular ways, knowing that it would only hurt you in the long run if you were to hold an

attachment. Instead, you could be detached and trust that you could have your varying emotional needs fulfilled by yourself and met by different people in different relationships. You could also hold detachment toward different outcomes, the way life itself will go, the past, or around things that were recently bringing you any level of unnecessary stress in your life.

Remember That Your Time Is Precious

Regularly taking inventory of how you are spending your time and allotting plenty of time for you to engage in all areas of your life is essential. You should give yourself plenty of time to engage in your career, manage your wealth, take care of your health, enjoy your favorite hobbies, spend time with your loved ones, spend time with yourself, and devote to your spirituality or faith if you are religious. Taking responsibility for your schedule and treating your time as a precious part of your life is the best way to enhance your overall sense of calm.

Learn to Stop Procrastinating

Like you can lose plenty of time on habits that you do not realize are wasting your time, you can also lose time procrastinating. Procrastinating is a form of practice that wastes your time; however, it is not one that you engage in unknowingly. When you engage in procrastination, you know you are procrastinating because you frequently think that you should be doing it, but instead consciously choose not to. It can create a situation where you do not get things done when you need or want to, and where you begin to feel ashamed or frustrated with yourself because you are consistently and knowingly putting things off. Procrastinating also frequently leads to heightened stress levels because you feel overwhelmed by the amount of work you have put off.

Learning how to control your thoughts and voluntary actions enough to eliminate procrastinating from your habitual experiences is essential, as it will allow you to begin to eliminate the stress that comes with procrastinating, too. When you learn to consistently work away at crucial things to you or are essential to your future, you find yourself experiencing more significant success levels over time. Get into the habit of doing a little, consistently, rather than doing nothing and rushing to get everything done at the last minute.

Discover Methods for Prioritizing Your Life

Learning how to identify the order of priorities in your life is essential, as it allows you to deal with things in a way that will minimize your stress and maximize your results. While you may think prioritizing is exclusively for work-related activities or chores. The reality is that learning how to prioritize your entire life is essential, as it will allow you to always focus on what is most important to you in each moment.

You should focus on prioritizing everything in your life ranging from your physical, mental, emotional, and spiritual needs, to your practical needs in all eight areas of your life, including your career, wealth, health, relationships, love life, relationship with yourself, hobbies, and faith. Likely, you will find that your priorities change based on how you feel or what you need on a day to day basis, but as you learn to tune in and listen, you will find it effortless to recognize these priorities and schedule accordingly. As a result, you will find all of your needs being met and not just the things that managed to be dubbed a priority.

Always Live in Integrity with Your Truth

One of the biggest disfavors you can do for yourself is living out of integrity with the truth. When you live out of goodness with your reality, you end up doing things that feel wrong to you either physically, mentally, or emotionally because you have chosen to live by someone else's truth rather than your own. You can live out of integrity with your fact by not doing or saying the things that feel right for you in each moment. After you engage in these behaviors that are not aligned with your truth, you will likely find yourself experiencing shame, frustration, and feelings of disappointment within yourself based on the choices that you made or did not make.

Rather than allowing yourself to stray further away from the truth, focus on doing what you can to lean into your inner sense of reality in all ways. Say what you truly mean, and never say something that you would not be willing to stand behind genuinely. Do not do things that you believe are misaligned with your truth, no matter how much you think you have to or you should have to. Honor your reality in every way possible and live as closely in alignment with it as you can throughout your life. You will feel much calmer and at peace after any situation where you spoke and behaved

in alignment with your truth than you will after any situation where you did not.

CHAPTER 25:

A Stoic’s Purposeful Life

We don't seem to ever talk about dual purposes. And that's because we do not ever talk about the divergent paths of our two selves. One part of us is driven by the resulting force of two fundamentals in our life. The one factor is the instincts that dictate to us from the very depths of our being. The other is the societal and communal forces of doing what is acceptable, forced upon us externally. We tend to internalize this in our minds, and it is our mind that imposes civility on our potential actions. When these two forces combine, there is a resulting vector that charts our path, sometimes forward, sometimes backward, and sometimes ebbing and flowing through the course of our earthly lives. If these two forces' effect just shaped life, it would be mundane, uneventful, and unfulfilling. This part of each of us has a simple purpose. There is no great secret here. You can glean the meaning from the things that attract us

and the hints that drive this part of us. The purpose of this physical existence is to survive.

The purpose to physically survive transcends time and person. Survival is more about the species and life itself, not so much about the individual. But the single purpose of survival of the species takes on a duality of purpose for the individual. For the species to survive, the individual needs to either live indefinitely or procreate. So, survival and procreation of the individual fulfill the purpose of the species. As far as your body is bothered, that's all you need to do. Those are your marching orders. To fulfill this, you do whatever it takes. You adapt, and you share resources.

But you can't stop there. It would be best if you took this further. If you can make that leap, you will realize that life itself has a purpose after a prolonged observation. It's logical and reasonable to come to that conclusion. It doesn't matter if it's bug or beast, or fish or fawn. All life is headed somewhere, doing something more than just consuming. They are interdependent and together, striving for the same grand purpose. That grand purpose is to act as the conduit between the well of divine inspiration and the void of this physical dimension.

The first part of our dual purpose is to stay alive and extend life to manifest the overall goal of life itself. It is the sole purpose of the body, to do whatever is necessary to live and extend life. Every single, primal instinct in you is designed to achieve that purpose. The faster you get to realize that and get on board, the better.

The second purpose of this dual-purpose model is based on the part driven by divine inspiration. It is the part of us we touch when we enter a state of meditation. It is the part of us that is the total energy of the Universe. The role of us is holy, but unlike any deity, the ancients conjured. It is this energy that unites all of us and keeps us bound as one. It is the same part of us that communicates and draws from the well of the Universe. The laws of attraction that have been expounded exist because we are a part of this Universe. That energy within us is not isolated, but rather an inextricable part of the fabric of the Universe's energy matrix.

Whether any purpose is the impetus of our existence, or whether our existence gave rise to our purpose doesn't matter one bit. It's whatever you

believe. What matters is that there is a dual purpose, and the more we understand both, prioritize them, and get to work, the better we become.

Greatness is Your Purpose

If you want to extract more from yourself than you are currently able to, you will need to understand the very fundamental nature and purpose of the human condition. You will need to realize, whether you subscribe to the theory of evolution or the theology of creationism, the one truth that survives both arguments is that we have a purpose, and its basis is not in silly notions. Our purpose is matched perfectly to the states of our being. Our physical body is pre-purposed to survive, while our divine purpose of existence is to pursue greatness.

So, the choice is yours. What do you want to do? Do you want to live up to your divine purpose and let your body keep going, or do you want to give in to the physical purpose and be a vassal for a hollow existence?

Every one of us is born to take part in this greatness. Every single one of us can be great and can be divine in stature. But the inability to shake off the robe of familiarity and the veil of ignorance stops 99.9% of human beings from fully manifesting the greatness within them.

Is Greatness Not for Everyone?

Some argue, unsuccessfully, that not everyone can be great. That's not true. Good question, but it's a fallacy. If you stick to what you know and do not want to leap forward and adapt, you will become extinct. Asking this question is like asking why we need the patent office since everything that needs to be innovated has already been invented. Of course, that joke was back in 1899, and since then, you must agree, the human mind has come up with more than we could have imagined. To the uninspired vassal, we seem to always live at the edge of all possibilities. But to the inspired mind, there is so much more to be done; we need all hands-on deck. We can all be great and leave the menial tasks to robots, machines, and computers.

Unfortunately, the status quo is something we are generally comfortable with. Take, for instance, the coal industry that is based on outdated technology. Those who work in that industry adamantly want to keep doing what they are doing and continue using the subterranean mines to extract the supply of coal. The energy extraction method is outdated and dangerous

in the mines and hazardous to the population due to pollution. But yet they don't see it because they are not willing to jump to something other than what they are used to. While they do that, they fail to see that technology has already solved the energy extraction problem that existed when coal-driven energy generation was developed.

The coal miners are an example of a class of jobs becoming extinct with the development of new technology, and all the miners have to do is adapt to the changing conditions. Adjusting is hard, but if you have the will, you can. You have to get off your laurels and do it. But societal forces make this difficult.

Are you in a similar situation? Are you unwilling to jump forward because you are satisfied with where you are right now? Success will never grace your doorstep if all you want to do is hold on to what only feeds your body's purpose but not your divine purpose.

What has to do with being generous and how someone must be left to do the menial tasks? The answer is that if we are willing to let go of what is comfortable and what is familiar and embrace what's new if we are eager to let the raft remain at the river while we trek forward, then we can leave the menial tasks to technology. Meanwhile, we, every one of us, can develop a new frontier. Imagine an economy where every person is successful at doing more, where everyone is not living a hollow existence. It is possible, but you don't have to worry about everyone; you have to worry about you. Can you step up to greatness?

CHAPTER 26:

Stoic Living

When becoming a true Stoic, it means living the teachings of Stoicism in your everyday life. Unlike other schools of philosophy, Stoicism requires that the knowledge that you gain should be put into actual practice. Again, it is worth stressing that the true meaning of Stoicism does not lie in just knowing the teachings of this philosophy, but in the practical and regular application of its teachings.

Just like other schools of philosophy, acquiring knowledge is very important in Stoicism. After all, you cannot know what to apply in your life unless you have the right knowledge. It also be given consideration that you must not allow this guide or any other guide to limit your learning and experience of Stoicism. Therefore, it is recommended that you continue to explore more the world of Stoicism. Read as many useful guides as you can about the subject. You can also find many composition and blog posts

online that may help you understand and appreciate the Stoic philosophy fully.

If you want to be a Stoic, you do not need to enroll in some class or be baptized. Instead, what you should do is to gain knowledge and to put that knowledge into practice. By now, you already have a good foundation of Stoicism, and you are also equipped with its fundamental teachings. The last thing for you to undertake now is to have a deeper understanding of the teachings by making your reflections on them. Of course, the essential part is to observe and live the teachings in your everyday life.

Stoicism has survived not only because of its beautiful teachings but also because people continue to live by its tenets. Sadly, only a few people are aware of the beauty that Stoicism teaches; still, those people, no matter how few they are today, have realized more meaning in life. More importantly, they can live a virtuous life and remain happy despite the many imperfections in the world. Stoicism has stood the test of time. Stoicism is a philosophy of living and is not limited to any geographical location or era. As long as life exists and humans tread the earth, Stoicism will continue to survive.

Now, whether or not you shall live like a Stoic ultimately depends on you. Transitioning from your current way of life into a Stoic way of life takes willpower and determination. After all, it is a fact that it is not easy to change; however, it is possible — and you can do it. However, you need to work hard on it and give it enough time and effort. Becoming a true Stoic is entirely up to you. You can remain the way you are right now, just the way you have always been, or take the challenge and journey to live the Stoic teachings and experience changes in your life. Nobody is forcing you to be a Stoic, but the option to learn the teachings and apply them in your life is always open for everyone.

Becoming a genuine Stoic takes commitment. You have to conquer your mind and overcome destructive emotions. There is also a demand that you live a virtuous life, and this can be a real challenge considering how much corruption there is in the modern world. It is another reason why the world needs more Stoics or people who live in virtue. Stoicism promotes honesty and goodness, and these are the qualities that the modern world needs. When you become a Stoic, you do not just help yourself, but you also make

the world a better place. Less anger or hatred can make a big difference in the world. Why not be considerate to yourself and give it a try?

Negative Emotions and Passions

To the Stoics, the way to live by nature is to conduct oneself and live with reason. It merely means that you have to be rational. If you behave irrationally, you will find difficulties as you would not be in harmony with nature.

So, how come people continuously chase things like fortune and wealth instead of doing their best to pursue a life of virtue? Well, they fail to see what nature is due to the lack of the right reason. Without the right reason, people tend to end up with the wrong judgment and understanding of things. Out of greed, people continue to chase after money instead of virtue; people hurt one another because of anger and hatred. People are always controlled by their passions instead of the other way around. It is where apatheia comes in; it gives humanity a sense of freedom. By freeing oneself from negative emotions and passions, you will be able to think rationally, so you will be able to decide and live by nature.

Now, this is easier said than done. In actual life, it is not that easy to overcome negative emotions. It is the reason why their emotions control so many people. Nevertheless, you have to know that you can make a difference. You do not need to be a slave to your destructive emotions. With the right realization and enough practice, you can free yourself from destructive emotions. It is freedom.

Positive Emotions and Passions

The Stoics also recognize that not all emotions and passions are destructive. Positive emotions or desires like love, peace, and happiness will allow you to see the world. Hence, this kind of emotion or passion is desirable. So, how is this different from negative emotions? Simply put, negative emotions and passions are irrational, while positive emotions and passions are rational or reasonable. Again, being reasonable is essential. However, before you can be sure that you are reasonable, you need to have a clear view of the real situation and the world around you. Stoicism is advised that you indulge yourself in positive emotions and passions and stay away from negative emotions. Negative emotions blind you and prevent you from

being reasonable, while positive emotions lighten everything and allow you to be rational.

The problem with just removing negative emotions is that there will be nothing left in its place after you remove them. Hence, there is still nothing good to be felt or recognized. Remember that every time you remove a particular negative emotion or passion, you should replace it with positive emotion. It is easy to do: Cultivate the opposite of the negative emotion you are trying to overcome. For example, in the case of fear, focus on courage; if you feel sad, then remove that emotion and cultivate joy and happiness in your life.

By filling yourself and your life with positive emotions/passions, you will be more able to see everything more clearly. Hence, before you start dealing with reasons, the first step is to ensure that you are first filled with positive emotions. If you think or reason out while you are filled with negative emotions, then the chances are that you will be unable to see the subject. It will take you to make wrong decisions, which will prevent you from living your life to the fullest. Therefore, as a rule, make it your priority to have as many positive emotions/passions as you can.

Apatheia

Now that you understand negative and positive emotions/passions, you can easily understand the concept of apatheia. Simply put, negative emotions are not reasonable, while positive emotions are reasonable or rational. It is the key to apatheia. Take note that apatheia does not mean the absence of emotions. Instead, it is about controlling your emotions with reason. Apatheia is not about being free from emotions, but only from negative emotions. It is a common misunderstanding in Stoicism. The key is to free yourself from negative passions and emotions using reason, and then fill yourself with positive emotions by pursuing a life of virtue.

If you have noticed everything you have read in this guide, you probably already know how to achieve apatheia or inner peace. It is not complicated teaching; however, the challenge behind it is to realize the Stoic teachings fully and put them into actual practice.

You do not have to recognize all of the teachings in one go. Again, becoming a Stoic is a journey. You may want to learn the fundamental teachings one by one. How do you know if you have been able to learn

particular teaching thoroughly? It is simple: If you understand it with the right reason and you can apply or live it in your life, you have attained mastery of that teaching. You are then encouraged to explore and master other teachings. Do not rush the process. Instead, you should enjoy every step that you make. Becoming a Stoic is not a race nor a competition. Take it at a pace that is secure yet effective for you. Remember that you are a Stoic when you live the teachings and not master all of the teachings at once.

So, it's time for you to begin accepting the things that you cannot control in life — the external things. You should also start taking responsibility for those within your realm of control, especially your mind. It would be best if you even filled yourself with positive emotions and passions. Once you can see more clearly, you will easily use reason to guide you to a life of virtue and goodness. It is the key to apatheia.

It should be made clear that this apatheia, or inner peace, is not something superficial. This inner peace has to be maintained in all circumstances, especially when faced with a destructive emotion or a stressful situation. It is not something that you merely act out, but it is a real and actual peace experience. Of course, to reach this point of maturity, you must have learned much of Stoic philosophy.

The truth is that apatheia, or inner peace, is more of a result than an end goal. When you practice Stoicism, inner peace becomes the fruit of your transformation. It is essential to remember that you should not be bothered too much with achieving inner peace. It is a common mistake that becomes an obstacle to your development. Instead, please focus on the teachings and on putting them into practice. Once your understanding of Stoicism deepens, if you can live its teachings in your everyday life, then apatheia will unfold on its own.

CHAPTER 27:

Stoic Advice for Parenting

Stoicism is a very ancient philosophy. Most parents would never even think that Stoicism would have anything to offer them in parenting advice. However, you will be surprised just how encompassing Stoic principles is when running a home and raising children.

Of course, raising a kid in today's society is nothing like what the Stoics had to deal with in their time. But they did share some great gems that may help the modern parent cope better with their children. In this guide, you will learn how to use Stoicism to teach your kids, manage anger and frustration, instill good values, and cope with impetuous toddlers:

Teaching Your Kids

Parents usually wear many hats when it comes to how they raise their children. Most parents often see themselves as playing the role of the provider in the family. You go to work, earn some money, stock the fridge,

and buy your kids some clothes/toys, and so on. However, there is a critical aspect of parenting that many overlooks, and that is the teacher's role.

If there were a time in history that children needed guidance through life, it would be with this current generation. There is a lot of stuff that is distracting kids these days, and as a parent, you need to bring up your child with the wisdom to know how to handle different situations.

So, what did the Stoics have to say about parents playing the role of the teacher? In the Discourses, Epictetus advised parents to make sure that they properly trained and instructed their children. He stated that instead of leaving your kids with a fortune, you are better off teaching them life abilities to help them in the future. In other words, there is no point in raising rich, ignorant kids who will ruin their lives afterward. You don't have to stress too hard to come up with the names of some celebrity brats that were born into money but have now lost everything.

Stoicism doesn't say that you should not provide for your children. However, you also need to go further and teach them to be responsible, caring, generous, and self-controlled. Teach your kids to pursue the best in themselves and others so that they will end up living a virtuous life.

Giving Your Kids Measured Praise

Stoics didn't believe much in praise. They saw the pursuit of praise as a trap that would only feed the ego and lead to your downfall. In his memoirs, Meditations, Marcus Aurelius pointed out that beauty within everything that is considered externally beautiful, and praise doesn't add anything to it. He went on to say that there is nothing that becomes beautiful just because it is given praise. In the same way, nothing becomes spoiled only because it is blamed.

So, what does all this mean for you as a parent? The Roman Stoic said that if your child is well-behaved, praising them won't make them act better. It doesn't mean that you should avoid giving praise to your children. It merely implies that you need to be deliberate and careful with your praises.

Marcus Aurelius also stated that a man only becomes better and worthier of praise if they learn from their mistakes. According to Stoic philosophy, praise should be reserved for people who have attempted something, failed, and learned their lesson. For example, if your child is troubled with math

problems, you should urge them to keep trying even after they fail. Once they succeed and pass that test, you can praise them for not giving up and learning from their mistakes.

As a parent, there is a vast difference between giving praise to a child by saying, "Wow! You are so clever!" and saying, "You worked very hard." The first praise implies that the child is naturally gifted. However, the second statement means that they could achieve something great because they worked at it. You need to strive to give careful and deliberate praise to your child.

Anger Management

Kids may be cute and cuddly, but there are times when they are a menace and act stupid. It can leave any parent feeling angry and frustrated. However, Seneca had something to say to parents who felt like losing their temper over their kids.

According to Seneca, you shouldn't be angry when others make mistakes. When dealing with children, please don't get mad when they forget to observe their duties and instead watch games with their playmates. He equated such anger with being angry at someone who is deaf just because they didn't hear you call them or get frustrated with a blind person who stumbles around. His advice was that you need to forgive and be lenient with people.

So, let's break this down to a practical level. When your child starts playing around and accidentally breaks something, don't get angry and launch into a screaming tantrum. Restrain yourself and use the situation as a learning experience for you and your kids. Be tolerant and explain to them why they need to behave better. Tell them that you are disappointed in their actions instead of getting mad.

The fault may not be theirs since they are just kids. You may be the one at fault. So, learn to be slow to anger when dealing with your children.

Maintain Gratitude

There are days when you wake up and immediately have to deal with crazy teenagers and impulsive kids. These are the days when nothing around the house looks good anymore.

In Meditations, Marcus Aurelius wrote that you should consider how privileged you are to be alive when you wake up every morning – to think, love, enjoy, and breathe.

When you feel overwhelmed by kids acting like fools and refusing to listen to you, try not to concentrate on all the bad things in your life. You are alive and have a family, which is more than most people can claim. Yes, they are misbehaving right now, but you know you love them, and they love you too. Life can be much worse than that, can't it? Always be grateful.

Instill Good Values

In his Discourses, Epictetus recommends that we not sleep before reflecting on what we have achieved or gone through during the day. If we acted severely, we should reprove ourselves, and if we did good deeds, we should rejoice.

It may sound like general advice, but you can also adapt it to the way you raise your kids. Sitting around the dinner table can be the perfect time to hear what the entire family went through during the day. You can use this time to ask your children to talk about how they spent their day, the activities they engaged in, the mistakes they made, and any lessons they learned. You can also ask them what their plans are for the following day to begin thinking ahead.

By teaching your children to reflect on their actions and contemplate their future, you are raising them to be responsible. They will realize that making mistakes is normal as long as you own up, learn your lesson, and not repeat them.

Punishing Your Kids

One of your kids will inevitably do something wrong that deserves some punishment. But does that mean you should immediately do so when you are still angry?

The Stoic way to handle this would be to give your child the chance to speak up in his defense. Listening to what they have to say is an excellent way to give yourself the time to get rid of your anger. Your raw emotions will dissipate, and you will then make sure that your punishment matches the child's mistake.

Punishing children is a sensitive issue. You want to prevent them from repeating the mistake, but at the same time, you want them to understand why they deserve punishment. Take the time to hear your child out and pick a fair way to reprimand them.

Dealing with Spoilt Brats

Kids will always push their boundaries as they try to force their parents to do their bidding. Seneca's advice was simple: don't give in to your children's whimsical demands. He advised parents to avoid flattering their kids and instead tell them the truth. Even if it means instilling fear and respect into them, so be it.

If a child demands something in anger, do not give it to them. Wait until they have calmed down and then offer them what they had asked for. If you are a wealthy parent, let your kids see the wealth but don't allow them to use it. If they make a mistake, correct them. Finally, please don't spend too much money on your kids because they will begin to see themselves as being better than others due to the lavish lifestyle they are accustomed to.

The advice that Seneca wrote as part of his teachings is suitable for the modern parent. The fastest way to spoil a kid is to give them everything they want whenever they desire it. When they become adults, they will expect to have their way every time they get angry or start crying. Be firm and do what you believe is in their best interest.

CHAPTER 28:

The Rise of Modern Stoicism

The movement now known as modern Stoicism began in the late 20th Century. Modern Stoicism differs from classical Stoicism in that Modern Stoics follows Stoicism's principles from a purely secular sense. Ancient Stoics viewed the universe's divine power as the Logos that permeates all creation. Modern Stoics do not get that deep into such big, metaphysical concepts such as fate and the universe's divine will.

Instead, Modern Stoics tend to focus only on living a better life down here on Earth. Stoicism has always been practical for everyday life, but Modern Stoics have broken down the precepts even further to be even more significant for modern living. Here in this guide, we will examine how Stoicism has had a resurgence in modern life.

Modern Stoicism in Philosophy

Stoicism received various starts and stops throughout the centuries with philosophical thinkers as diverse as Montaigne, Descartes, and even Teddy Roosevelt, all signing on to draw their interpretations from time to time.

But these brief moments of insight into the past did not constitute a movement. It wasn't until the late 20th Century that a new push toward Modern Stoicism truly began.

In many things, it was thanks to the development of the internet that was not only Stoicism brought to new wide-ranging audiences, but also the fact that the web allowed these newfound Stoics to connect over the world. Soon new groups were put together on online platforms such as Reddit and Facebook, which allowed Modern Stoics to hash out their Stoic philosophy views.

But most importantly was the birth of the so-called "New Stoa," a philosophical collective designed to mainstream the Modern Stoic mindset to the masses which formed as the "Stoic Registry" in 1996; it has since served as a resource for budding Stoics all over the globe. From here, the movement steadily grew, and several more online groups were formed, while several books on the subject of Modern Stoicism began to make the rounds.

Most notable in these efforts are the likes of Ryan Holiday and John Sellars. Ryan Holiday is a California born, millennial media mogul, turned modern Stoic famous for his ability to explain complex philosophy in an easy to understand manner. John Sellars, meanwhile, is an esteemed philosophy professor. The backgrounds of these two modern sages are quite different, but their message is the same. Stoicism works, and it can be applied to modern life.

In particular, Sellars is also among the founders of "Stoic Week," which challenges people everywhere to take part in a challenge to adopt Stoic practices for seven days straight. The project began as a standalone event but has continued regularly, with thousands signing up for the challenge.

Even before Holiday or Sellars' books began making the rounds, however, there was one niche group in which a brand of Modern Stoicism was already flourishing—the U.S. Military. In particular, James Stockdale is well known for pushing forward a more modern approach to Stoic philosophy.

Stockdale, a Navy Veteran who served in Vietnam, found solace in the work of Epictetus, the Stoic who was born a slave and embraced Stoic philosophy to make sense of the hardship of life. During his time in Vietnam, James was captured and made a prisoner of war; the Stoic principles of courage and endurance helped him make it through.

Modern Stoicism in Psychology

Psychology does, indeed, owe a lot to Stoicism. The very word is derived from the Greek term "psyche" which for the ancient Stoics meant the seat of emotion, consciousness, or for lack of a better term—the "soul."

But pushing aside the more metaphysical interpretations, the idea of the psyche in Psychology does indeed encompass what we have come to understand as human consciousness. For modern psychologists, the psyche represents both the conscious and unconscious mind and a person's emotional states.

It is all common jargon and can be traced right back to the days of Socrates, Zeno, and the like. But the field in which Modern Stoicism has taken hold when it comes to psychology is in the practice of Cognitive Behavioral Therapy (CBT). Cognitive Behavioral Therapy seeks to teach the patient how to change their minds and change the way they think.

It is done in an incremental pattern to change thoughts and behaviors. If, for example, someone suffering from social anxiety is afraid to go to public places, CBT will create comprehensive exercises for them to embrace the Stoic virtue of courage.

A big part of this involves "negative visualization." The patient will often be told to keep a journal and just before they are getting ready to confront something that makes them anxious—such as going out in public—they will envision all the things they think could go wrong and write down all of these negative thoughts in the journal.

Usually, the patient finds that things did not turn out as bad as they thought. Even if they did, their journaling helps them critique the event rationally to adapt their attitude to lead to more successful engagements in the future. Along with combatting phobias and anxieties, Cognitive Behavioral Therapy is also good for helping patients control negative impulses. Impulse control, of course, is a primary tenant of Stoicism.

For example, for someone who has anger management issues and trouble controlling their impulses, CBT can use the Stoic notion of teaching the individual to look toward the long-term good rather than the short-term gain. If someone feels compelled to lash out at drivers who cut them off in traffic, CBT helps the individual take a breath and think of the long-term consequences that would happen if an ugly incident of road rage should erupt.

Practicing CBT enables the participant to visualize what might happen should they lose control.

They could get into a fight with another motorist, get arrested, and go to jail, among other things. By considering these scenarios in advance with CBT, the participant can learn to change their behavior should the occasion arrive.

Instead of succumbing to their impulses, they can now step back and better analyze the situation. It is, of course, standard Stoic practice at work. From Chrysippus to Seneca, the rational reasoning of the Stoic has sought to blunt the passions and bring forth logical analysis. And so too does Cognitive Behavioral Therapy.

Another area in which some aspects of Stoicism are used in psychological treatment is in the field of "positive psychology." Positive Psychology revolves around the individual "character strengths" of a person and seeks to channel them in a constructive manner that brings out the best in someone. It, too, can be likened to Stoicism and its focus on obtaining virtue in life.

Modern Stoicism as a Political Movement

Ancient Stoicism was not too invested in their day's political environment when the Macedonian King asked Zeno, Antigonus Gonatas, come to his Kingdom as an adviser, Zeno refused only agreeing to send one of his students instead. From the beginning, Stoics were mostly apolitical, and when the political structure of the day sought to make them partisans, they avoided it.

It was Plato—not Zeno—after all, who wrote "The Republic" and advised that philosopher-kings would be best to rule society. The Stoics, on the other hand, would, for the most part, have nothing of the sort. Marcus

Aurelius was perhaps the only real exception to this rule. But even in his case, he was not someone naturally seeking political power, so much as it sought him.

At any rate, today, there is a growing movement for Stoicism in the modern political arena. In many ways, the current political climate globally—and most especially the United States—is volatility. What could Stoic principles do to heal the political divide? Many are indeed looking toward Stoicism as a possible solution to heal our political wounds.

Stoicism allows us to look at all sides of an argument rationally. And instead of talking over one another, the Stoic is equipped to listen to alternative points of view and accept others' ideas, even if they do not necessarily agree. As all of these trends seem to suggest, whether it's philosophy, psychology, or politics—Modern Stoicism is on the rise.

CHAPTER 29:

Stoic Courage in the Modern Day

There can be no doubt that all Stoic principles are highly valuable in day-to-day life. Such things as ethics, the discipline of action, temperance, and even logic all serve to improve a person's life by restoring control to how they think, speak, and act. The more that the Stoic practitioner lives by these virtues, the better their life becomes. However, certain Stoic principles can prove more pivotal overall, forming a foundation upon which all other practices are constructed. Logic is one such principle that allows the individual to pursue and grasp the other Stoic concepts better. Likewise, courage is another 'foundation principle' of the Stoic tradition. Just as logic allows the practitioner to understand Stoicism, courage enables the individual to practice Stoicism, even when faced with fierce opposition. These modern times are full of ignorance, unbridled passion, hostility, and other such anti-Stoic attributes, making the Stoic path

harder to travel. The Stoic virtue of courage, therefore, is more necessary now than perhaps ever before.

Courage in Society

Society is probably the single place where Stoic courage is needed most in these modern times. Decades of propaganda and disinformation have led to some of the most divided societies history has ever seen. Even worse, the propaganda and disinformation being spread are usually aimed at creating outright hatred and hostility between different people. The result of this is that every person is called upon to 'take sides' within social and political divides. While the average person is easily persuaded to blame ethnic and cultural groups for all the problems a country faces, the Stoic will see through such lies and bigotry, recognizing the real enemy and the tricks they are playing. It leads to the most challenging decision that a Stoic will face. Do they take the side of popular opinion, or do they follow their principles and take the side of what is right?

On paper, this decision is a no-brainer. Of course, the Stoic should follow their principles, no matter the cost. Unfortunately, in practice, this decision is harder to make on many levels. The first obstacle faced is that an individual might have many friends and loved ones agreeing with popular opinion, no matter how wrong it is. It doesn't make those people bad people; it merely demonstrates how easily good and trusting people can be conned. The problem here is that if the Stoic stands their ground, they stand against their friends and loved ones. Not only can this threaten even the best of relationships, but it can also create a great deal of sadness and remorse within the heart of the Stoic.

As a result, following the Stoic path requires the highest level of courage available. After all, while it takes a certain level of courage to stand up to an enemy, it takes an even greater level of courage to stand up to one's friends. Furthermore, society tends to ostracize those who oppose popular opinion. If, for example, a Stoic decided they didn't support military action oversees, they will likely be labeled unpatriotic, disloyal, even traitorous. This tribal mindset of 'us or them' can find a Stoic on the wrong side of the fence more often than not, facing subtle or even extreme backlash forms. It takes the greatest level of courage to survive to be a social outcast.

Courage in the Workplace

Another arena where courage is essential for following the Stoic path is in the workplace. All too often, the mindset of 'do what it takes to succeed' overshadows common ethics, principles, and justice. This will lead to a Stoic being faced with another impossible choice to make. Do they go with the flow and turn a blind eye to wrongdoing, or do they stand their ground, follow their principles and risk losing their job? Again, on paper, this decision is relatively straight forward. The Stoic tradition point is that it enables a person to do what is right, regardless of how hard that might be. But, when faced with the outlook of losing one's income, and potentially losing one's home as a result, then doing what is right becomes infinitely more complicated.

It is where Stoic courage comes into play. Anyone's mind will do a brilliant job of justifying the wrong course of action if it secures their security and wellbeing. If your mind wasn't practical at tricking you such things as Apatheia and the Discipline of Desire wouldn't be needed. However, since your mind can provide a convincing argument regardless of right or wrong, courage is required to resist the temptation that the mind conjures up. Standing your ground at all costs is the most courageous; it's a thing a person can ever do. Therefore, going against the flow and sticking to your Stoic principles will, more often than not, take all the courage you possess.

Alternatively, there may be times when taking a stand affects someone else's position rather than yours. An example would be when a person you like at work does something unethical, resulting in an investigation. If you know that they have done something wrong, providing that information can be a very challenging thing to do. After all, if you stay out of it and your friend gets into trouble, then it isn't your fault. Alternatively, if they don't get into trouble and avoid such actions in the future, no harm was done. Wrong. Integrity is a vital element of the Stoic mindset; thus, when a Stoic is asked to provide information, they must do so, regardless of the outcome. Taking a stand on the side of what is right when it threatens those you care for takes absolute courage, something many people don't possess.

Courage in the Family

Finally, there is the courage that is needed concerning the family. What makes family such a tricky group to deal with is that it is based solely on emotions. Love is at the center of a strong and healthy family, and while

that is usually a good thing, it can easily and quickly become the stuff of nightmares. One way this is true is when you are tasked with taking sides in an argument between two family members. If one is right, then taking their side, while the correct thing to do, will make the other family member question your love for them. It is where emotions cause havoc when it comes to perceiving reality. While Apatheia, wisdom, and Discipline of Action help the Stoic control their emotional responses, they usually lack the average person's mindset. The result is that choices are perceived in terms of emotional value, not rational value.

More often than not simple arguments and the like fade away quickly, allowing relationships to be fully restored once again. However, there are times when life-changing decisions can affect relationships on a more permanent basis. If family members oppose one's choice of career, religious affiliation, life partner, or the like, the consequences of sticking to that choice can be very costly indeed. Countless people have been disowned by their families to choose a partner of different racial, religious, or political orientation. Others have been disowned for selecting a partner of the same gender, causing untold levels of pain and suffering on all sides. A Stoic would never make such a decision lightly, and they would never base it solely on such things as infatuation, heightened emotions, or other such stimuli. However, when such a decision is deemed correct under all Stoic considerations, that decision becomes the correct one. Facing the prospect of being ostracized from one's family means that making this kind of decision will require the most vital will, the most transparent mind, and, most importantly, the boldest courage you can hope to find.

CHAPTER 30:

Great Stoics and Admirers of Stoicism

The Stoic way of life has inspired many people over the past 2300 years, including the most influential leaders in politics, sports, business, and the arts. Some of them practiced Stoicism as their daily philosophy, while others drew comfort and inspiration from the Stoic classics. From the committed Stoics to merely curious, here are the most outstanding leaders and innovators who have applied the wisdom of Stoicism in their lives and careers:

Political Leaders

Considering that Stoicism is such a practical philosophy, it's not surprising that some of the greatest Stoics were political and military leaders rather than professional philosophers. In ancient times, the most influential and revered of these "practical Stoics" was probably Cato the Younger, a Roman statesman. He fought to preserve the Republic and prevent the rise of Julius Caesar.

Cato was famous for his Stoic lifestyle, his uncompromising moral standards, and his physical courage. He dressed as a poor man, shoeless, and bareheaded in every weather. As a general of the Roman legions, he lived and worked as a common soldier. As a Senator, he refused bribes and scorned any attempt to influence his vote. When attacked by assassins during a Roman election, Cato refused to flee and made his way to the polls, still bleeding from his wounds.

Though some people mocked him for his inflexible rigidity, Cato's character's consistency was deeply impressive. Over time, he gained so much moral authority that his fellow citizens saw him as the quintessential Roman and paid close attention to his opinion on any critical issue. Unfortunately for Cato, he could not prevent the ambitious general and politician Julius Caesar from building popular support and assuming power.

Of course, the most famous Stoic political leader is probably Marcus Aurelius. He is remembered as the wisest and best of all the Roman emperors and an influential Stoic philosopher in his own right. To get some feeling of what his life might have been like, watch the first scene of the movie Gladiator—the wise old emperor at the beginning of the movie is supposed to be him.

Military Leaders

The Prussian ruler and military leader Frederick the Great took up the practice of Stoicism in a moment of despair after his armies were nearly wiped out in the Seven Years War of 1756-1763. Going on to eventual triumph and great renown as a general, Frederick was so grateful to Marcus Aurelius for his inspiration that he filled his summer home with statues of the philosopher-emperor and referred to Marcus Aurelius as his hero. Frederick the Great wasn't precisely a Stoic—his ambition for glory wasn't Stoic at all—but he could use Stoic principles to overcome disaster and go on to victory.

During the American Revolution, George Washington used his admiration for Cato the Younger to rally his dispirited troops at Valley Forge. Cato the Younger was a hugely popular figure among the American leaders, who saw him as a symbol of both the Stoic virtues and resistance to tyranny. Washington arranged for a play about Cato's life to be performed for the

troops, inspiring them to endure the winter at Valley Forge with the same Stoic resolve Cato the Younger would have shown.

Washington wasn't the only leader of that period to be inspired by the Stoics. Toussaint Louverture, one of the leading figures in the Haitian War of Independence against Napoleon's France, was said to have been guided by his study of Epictetus. Incidentally, the Haitian Revolution is still the only successful slave rebellion in human history, so the slave Epictetus writings influenced the liberation of the Haitian slaves many centuries after the philosopher's death.

Entertainers

Although Stoicism offers the most to those who practice it wholeheartedly, the Stoic classics can provide support and emotional resilience to anyone who reads them. Several popular entertainers have expressed an interest in Stoicism or one of the Stoic thinkers. For example, Anna Kendrick—singer, actor, and author of Scrappy Little Nobody—turns to Marcus Aurelius for emotional comfort even though she doesn't consider herself a practicing Stoic. In a New York Times interview, Kendrick described the Meditations as a "soothing" book, even though she doesn't agree with everything Marcus Aurelius has to say.

You can get much great advice for daily life just by keeping a copy of one of the Stoic classics by your bed and reading a short passage every night before you go to sleep. That's probably why Thomas Jefferson had one of Seneca's books on his nightstand when he died, but he's not the only one to keep the Stoics close at hand. Brie Larson of Community and 21 Jump Street tweeted a screenshot of one of her favorite passages from Marcus Aurelius in 2017. The path she chose was about philosophy as a guide for daily life, encouraging her fans and Twitter followers to learn more about the Stoics.

Similarly, English actor Tom Hiddleston tweeted a screenshot from Seneca's "On the Shortness of Life" in 2011, adding that the Stoic philosopher "knew a thing or two." In this passage, Seneca talks about how different people are driven by other things—greed, ambition, or simple restlessness—but few are capable of merely slowing down and enjoying their lives. According to Seneca, life only seems so short to us because we spend most of it distracted. Hiddleston has appeared in Marvel superhero

movies such as Thor and The Avengers and was the star of the BBC miniseries The Night Manager.

These entertainers might not be deeply involved in the Stoic practice, but they have all drawn on Stoic ideas to one degree or another in dealing with the ups and downs of life in the public eye. By using their fame to promote the works of Seneca or Marcus Aurelius, they may influence at least some of their fans to give Stoicism a try.

Authors

Most writers are also voracious readers, and some of the most influential writers of all time have counted the works of the Stoics among their favorite books.

Ambrose Bierce, the author of the satirical classic The Devil's Dictionary, was fond of the Enchiridion of Epictetus. In a letter to a friend, he echoed a passage from that work by saying that Stoicism's study would make him worthy of being a dinner guest of the gods themselves. Bierce is mostly remembered today for his witty and cynical definitions of common words. Still, he was also a journalist, poet, and author of powerful short stories about the Civil War.

John Steinbeck, the author of some of the greatest American novels was ever written, has one of his characters read a passage from Marcus Aurelius in his 1952 novel East of Eden. Steinbeck described the Meditations as one of his two favorite books.

JK Rowling—perhaps the most famous writer of modern times for her Harry Potter series—has also described herself as a fan of Marcus Aurelius.

Of course, being a fan of a book is one thing, and incorporating its ideas into your own life is another. Ralph Waldo Emerson, an author, and philosopher were fans of the Stoics; he also included some of their thoughts when developing his philosophy of Transcendentalism.

Business Leaders

Stoicism began when Zeno of Citium took up philosophy to console himself after losing his fortune in a disastrous shipwreck. He then described this shipwreck as the most profitable voyage he had ever undertaken. Stoicism can help entrepreneurs and business leaders overcome adversity and

achieve the heights of professional success. Paradoxically, it teaches them to stop getting emotionally invested in concepts like defeat and victory and profit and loss.

The Stoic business leader can see things as they indeed are and act appropriately by detaching from the endless pursuit of profit and competition with other companies. Stoicism does not teach us to ignore our roles in society just because they are "indifferent" to genuine happiness.

A Stoic emperor cannot neglect his duties but must seek to govern wisely and well—as Marcus Aurelius did. A Stoic businessperson, not thinking of profit as good and loss as bad, must still conduct his company's affairs with all the skill and strategic intelligence he can manage. As Epictetus says, we don't get to pick our roles in the play of life, but we still need to perform them with all our skills.

Stoicism: Life-Hack or Way of Life?

As you can see, Stoicism has appealed to many people, including some who have had a tremendous influence. If George Washington had never been inspired by the example of Cato the Younger, who knows if the United States would even exist? If Frederick the Great had not turned to Stoicism after his early defeats, would he have ever gone on to win his most significant victories?

Although Stoicism has given courage and fortitude to some of the most outstanding leaders, writers, and even entertainers, there's a difference between Stoicism as a "life hack" to make you more effective and practicing Stoicism as a way of life. Kai Whiting and Leonidas Konstantakos, writing for the "Partially Examined Life" blog, encourage readers interested in Stoicism to further interest. You can turn to Stoicism for comfort and inspiration when things don't go well, and you can use it to give you the fortitude to overcome a challenge and go on to victory. But, neither of these things can produce genuine and lasting happiness.

Epictetus once described students with "a little philosophy" as the most challenging since they were harder to help than students with no experience. He also told the condition of a "person making progress" as being similar to drowning in shallow water—you're closer to safety, but you're not there yet.

If you pursue Stoicism with a full commitment, you may also end up being a success in business or whatever field you decide to pursue. The clear-headed mentality of Stoicism can be a tremendous asset. If you seek Stoicism half-heartedly, you may find yourself unsuccessful at both career and philosophy. As Epictetus says, it's not possible to put equal effort and intensity into two separate goals.

It is not to hint that you cannot have a career while pursuing Stoicism. The Stoics believed it was possible to practice philosophy within the everyday world of career and family, or they would never have split away from the Cynics over that issue. However, your best chance of achieving happiness and success is to focus on happiness, letting success happen along the way. The Stoic approach to life and work is one of the most enduring guides to making that happen.

CHAPTER 31:

Stoicism Tips to Increase Motivation, Cultivate Discipline, and Enhance Productivity

Stoicism is a philosophy that values action, but what happens when you are plagued with doubt to the times where you are not able to make decisions? It can hinder every aspect of your business, sapping you of your needed motivation, and halting your productivity. For Epictetus, good and evil can only be found in the decisions we make, which means that lacking the willpower and confidence to make decisions will lose the opportunity to live a virtuous life.

Once we decide what to do, how do we pass to the action phase and get things done? Luckily, the Stoics have a lot to say about increasing motivation, cultivating discipline, and enhancing productivity. After looking at some stoic wisdom on that topic, we will consider their perspective on what is supposed to happen afterward: taking responsibility

for whatever outcome occurs and persevering when the odds are against you.

Tips for Increasing Motivation

Stoicism is a unique philosophy because it stands for decisive action, and not for passive contemplation. A stoic cannot merely wait for inspiration to strike him; he must be his inspiration.

Often the biggest challenge we face when getting down to work is the distraction of the world around us: our cell phones and computers blast notifications about every single news event on the entire planet. Our friends' text us at all hours of the day. Advertisers want to grab onto our wallets. A successful entrepreneur does not have time for these distractions. Usually, these distractions end up making us feel bad. We learn about devastating global tragedies; we have no power to stop, or we feel inadequate compared to the perfect picture that marketers try to sell us.

To face these distractions, we recommend creating a plan for your day, with set routines and rituals to help you get through. Using your journal as a guide, you can start to automate your daily activities, so you no longer have to struggle to decide when you will answer your millions of work emails: you will sit down and answer them during the scheduled time.

Perhaps the most significant bit of stoic wisdom surrounding motivation is this simple thought from Marcus Aurelius about the brevity of life. Or, in the wise words of Seneca, "While we wait for life, life passes."

Tips for Cultivating Stoic Discipline

After trying all the practices in stoic discipline, you will see which ones work best for you. Then you can adapt them to your lifestyle and business goals. In this section, we talk the value of discipline itself, regardless of its being directed. These principles can be useful for tackling any challenge in your life, whether it is getting into better physical shape, finally finishing a challenging home improvement project, or learning a brand-new foreign language. Of course, we will want to focus on the business aspects here and keep these other possibilities in mind. After all, the more disciplined you are, in general, the better off you will be. If you are a paragon of precision in the office and then come home and cannot manage to cook yourself a healthy meal or go to the gym, you will eventually suffer in your work life

too! Remember: No one ever lived their best life without a conscientious fitness regime, including diet, exercise, stretching, and proper rest.

Suppose you need more motivation to cultivate discipline. In that case, we leave you with this powerful quote about why an action, self-mastery, and control are the essential tools for living a happy, virtuous life.

Tips for Enhancing Productivity

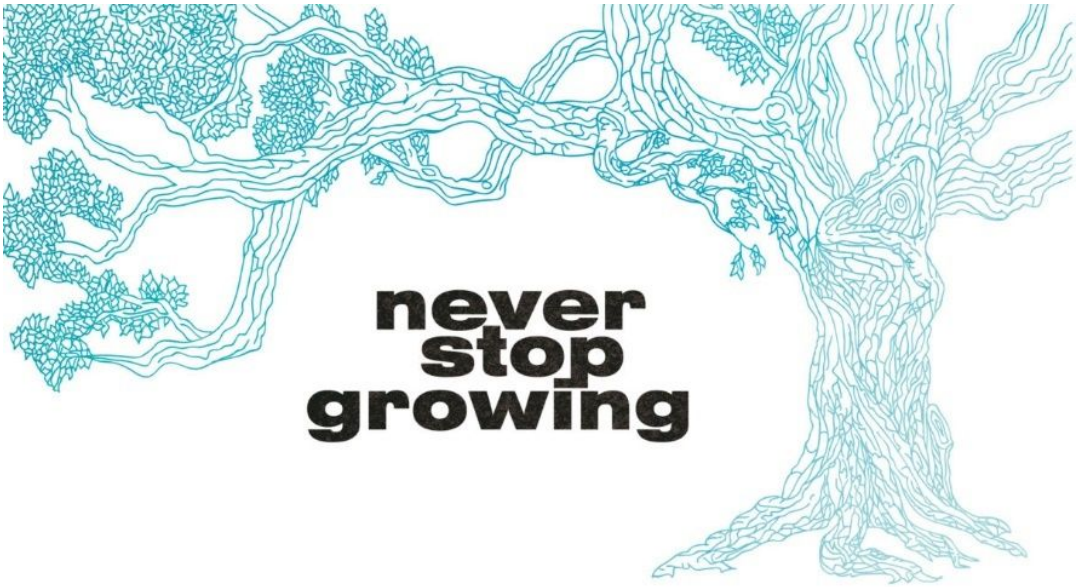
Of course, there is no sense in living immediately if you are flailing around. Only act after you have cultivated a strategic plan for what comes afterward —based on where you want to go. Do you want to lead every single tiny aspect of your business? If you answered yes, you might be a perfectionist and, quite possibly, also a control freak. If this is the situation, then this advice is especially for you.

When doing business, the most important thing to do is as little as necessary. Not as little as possible, but as little as necessary. Why is this? Because what is truly needed for your business is your big-picture vision. You are not running a business because of your photocopying skills or because you can write a great email. Do less. Automate what you can. That is what technology is for. Delegate what you can't. Then you will be capable of concentrating on what is truly important and maximizing your efficiency.

If you are not at the phase where you can afford secretarial or administrative assistance, do not despair. Your time will come. In the meantime, use these activities to cultivate another stoic critical practice. Visualize the process you are undertaking and see all the interconnectedness even of something incredibly small. Maybe you are photocopying handouts for your upcoming budget presentation. Imagine your prospective clients looking through those handouts and realizing what a talented speaker you are. Perhaps you are sending out fifty LinkedIn connection requests to build up your network meticulously. As you tediously hit the "send" button over and over again, try to imagine one of them reaching the person who will connect you to the client of your dreams. The repetitive act of clicking "send" will not seem so tiresome but instead will feel like an interconnected part of a more significant journey. As you go through this process, remember what is under your control and keep your eyes on the big picture.

CHAPTER 32:

Never Stop Growing



One of the foundational pillars of Stoicism is continuous self-improvement. Indeed, we got a good sense of how being able to change yourself can change the world. However, this is a two-way street.

If you modify yourself for the better, then the world will change for the better. But if you adjust for the worse, then the world will change for the worse. It's that simple. There is no other way around it. Therefore, the true Stoic is aware of the responsibility that comes with existing in this realm.

Given that consideration, we will talk about the practical ways in which you can continuously improve throughout your life. As a Stoic, you value the idea of "never stop growing." Since change is the only continual in the universe, it makes sense to embrace it for the best. Otherwise, you will only find yourself stuck in the same spot while the world whirls around you. When this happens, it can be a pretty frightening place to be.

So, let's get started on uncovering the best ways in which you can grow for the rest of your life:

Find A Benchmark

Finding a benchmark when first starting as a Stoic is a great way to see the stoic lifestyle in action. The classic stoic figure is Marcus Aurelius. He was known for the peace and stability during his tenure as emperor. Moreover, he was also renowned for his maturity and wisdom.

Indeed, Marcus Aurelius is a significant figure to emulate. After all, someone with the enormous responsibility of leading an entire empire would surely be worthy of emulating. In this regard, other stoic philosophers like Seneca and Epictetus are all worthy of study. However, you might think that they are a bit outdated. While their teachings are timeless, their life was lived in an entirely different context.

So, the question begs, are these any modern-day Stoics worth emulating? You might be amazed to notice that some of the world's most successful and thereby wealthiest individuals subscribe to stoic philosophy. These individuals include Warren Buffet, Bill Gates, Jeff Bezos, Elon Musk, and Bill Belichick. Each of these luminaries espouses stoic principles in one way or another.

For instance, Elon Musk once remarked that he always questions himself to improve his overall performance. Jeff Bezos is notorious for looking to avoid wasting time. He lives in the present by focusing on one task at a time. He has been quoted as saying that doing multiple tasks at once is a waste of time. And then there is Warren Buffet. He has been famous throughout his career for displaying a moderate lifestyle despite being the world's richest person.

These individuals highlight how important it is to find someone who has already gone down the road you seek to travel. In this regard, it is clear that they can offer insight that you will undoubtedly find valuable at one point or another.

Never Stop Learning

Sadly, most folks look forward to the day they don't have to "study" anymore. Sure, going to school may be a drag, especially if you are not

learning anything substantial, but that doesn't signify you should stop learning.

In the words of Marcus Aurelius, "give yourself time to learn something new and good, and cease to be whirled around." In other words, if you can focus on learning something new all the time, something worthwhile, you won't be floating in the wind aimlessly. Learning is one of the core tenets of Stoicism. After all, is it possible for someone to know everything about everything? That is ludicrous.

The human mind is unable to know everything there is to know about everything. Still, folks get caught up in their hubris. They think they know everything. What's worse, they act like they know everything. It is not only egocentric, but it's also downright dangerous.

Because the true Stoic is humble by nature, they won't shy away from learning something new. So long as it's something "new and good," the Stoic will be more than willing to pay attention. So, if you are wholehearted about becoming a true Stoic, invest your time in learning. It could come from reading, watching interesting material, or merely listening to others. When you listen to those around you, you will be surprised to find how much other people know about things you had no idea about.

Practice What You Have Learned

Alright, so you have studied and learned a great deal. Then, you will need now to put it into practice. There is no point in learning so much if you don't put it into practice eventually. It is the logical consequence of learning and reflection. Once you have seen aspects to improve yourself and your life, this must finally make its way into practice. Otherwise, being an "academic" Stoic will never bear fruit in your real life.

It is an eloquent reminder that the life we live in a proving ground. If we succeed, then it's a testament to our hard work. But if we fail, then it is nothing more than a means of determining where improvement needs to occur. We cannot live our lives in hopes of never making any mistakes because nothing will ever be perfect. There will always be failures to be made. And it's from the losses that we learn. Sure, it's much better to learn from others' mistakes, but you will eventually have to get out there and put those lessons into practice. Otherwise, what sense is there in merely learning from books? At some point, these lessons must be translated into a

realistic means of going about the world. Ultimately, what you know and, subsequently, practice is what makes your life the best possible.

Use Adversity to Your Advantage

Marcus Aurelius once said that an impediment to action becomes the way to advance the action. Thus, an obstacle that gets in the way becomes the way to go.

We could end the point right there. And it would make for an excellent point. But let's take this a bit further. When you see obstacles for what they are, you begin to look for ways around them. It isn't about cheating your way to your objective. It is about finding a way to overcome these obstacles.

Whenever you are faced with obstacles, struggles, and adversity, you need to find a way. If you have the right learning, you can deal with the situation. In the end, you solve the issue and move on. However, what happens when you can't figure out a solution?

Please do remember that there is nothing new under the sun. Whatever you are facing through, someone has already been done and experience it. So, take a move back, and look at the experiences that others have lived through. There is a perfect chance that the solution is already there. Nevertheless, we tend to get so consumed by our shortcomings that we can't see the forest for the trees.

Often, our attitude is our biggest obstacle. We get so wrapped up in believing that there is no way out. And while there are problems that may not have an immediate solution, Maya Angelou quotes this quote, which sums up adversity perfectly, "every storm runs out of the rain."

Time Is of The Essence

Even the world's wealthiest individuals cannot purchase a few extra minutes every day. It means that time levels the playing field. It is the ultimate equalizer. It is why we are all playing at the same difficulty level. If you believe that others have a more comfortable life just because they have more money, then here's some news for you: we all get old, and we all run out of time. The difference is that some of us live longer than others. But that doesn't mean that you can't make these 24 hours count. What use is

there in worrying that you will die one day? Why not live this day to the fullest? You can always deal with tomorrow when it comes around.

Seneca once said that it's not so much that we have a short time to spend on Earth; instead, it's that we make poor use of it. If you wanted to quantify how much time we lose, make a quick list of the activities you do regularly. Now, take stock of the time that you "waste." To define this term, think about the activities which you do that do not directly contribute to any of your goals, whatever they may be. For instance, there is a difference between spending time on social media to chat with friends and family, and then there is mindless scrolling through pictures and memes. Unless you get compensated for doing so, then you are wasting time.

Be Forgiving

In Matthew 6:15, Jesus said, "but if you do not forgive men for their trespasses, neither will your Father forgive yours."

This beautiful quote eloquently states how we must first forgive others if we wish to be forgiven. Many times, this means letting go of things. Holding grudges will never do you any good. If anything, it will only make you bitter and resentful. Sure, there are things which you must deal with, but dwelling on them will only lead you to become jaded and cynical. So, let go. Forgive others for what they have done. You can then forge ahead with your life. You will find an enormous amount of peace in merely letting go of pain and resentment.

Conclusion

The soul of Stoicism lies in its simplicity. It fundamentally teaches that human beings are rational beings composed of body and soul. The top part of the soul is the coherent, logical, and sane part of the human being, found in the heart. The other parts radiate out of it; for instance, the soul's visual aspect connects with the eyes. But for our intents and purposes, we concentrate on the top part, the soul. It is the seat of impulses and representations of the being as a whole. Herein lies the difference between humans and other animals. Animals act and react purely on instinct and impulse, with no prior thought process. They work according to their convenience and what suits them at any given point in time. Animals seek survival as their primary impulse, without regard to the impact on their surroundings. They seek to continue existing, by whatever means necessary.

Throughout its long history, Stoicism has advocated two fundamental principles of its philosophy:

- Certain things and events are not in our control, so it's pointless to agonize them and get agitated when they occur.
- Negative emotions and passions need to be eliminated from our consciousness for the optimum chance at living a happy life.

True happiness, according to Stoic belief, arises from detachment. Freedom from emotions, wealth, status, and negative thought processes translates into real happiness and joy. Stoicism also places great importance on moral development. Of what does moral development consist, exactly?

Moral Development

We do not exist in a vacuum. We play several roles in our daily life. As a husband, wife, daughter, son, sister, brother, friend, student, teacher, mentor, guide, tinker, tailor, soldier, and spy, there is no shortage and no end to the roles we play. The number of positions might be fewer when we're children, but this number increases exponentially as we ascend to adulthood. There are prepared rules and a code of conduct for each of these

roles, and we attain them as we grow up. And this forms the basis for moral development.

There are specific "appropriate actions" that are compatible with each role and age group. A three-year-old crying in an ice cream store because they have run out of chocolate chip is appropriate, while the very same reaction from a ten-year-old might be deemed highly unsuitable and childish. There are guidelines to be followed when one enters a certain age bracket, and anything outside the boundary of the set protocol will undoubtedly invite ridicule and scorn. Developing oneself about morals, values, and principles forms a critical and crucial part of growing up and adheres to Stoicism. The final stage of Stoicism is naturally happiness and the unremitting glow engendered by inner peace. People rarely reach this apex while growing up, as they are surrounded by material things and needs and wants that prevent them from discarding external measures of happiness for internal yardsticks (the fruit of introspection). A person who has achieved that state of inner contentment and bliss lives a life full of virtue and cheer.

Undoubtedly, Stoics recognize the various aspects of life concerning poverty, ignorance, disease, death, and other attendant ills. Still, they choose the life-giving aspects that stand in opposition to these factors: happiness, health, knowledge, goodness, and peace. The value of the negative features is virtually zero. These are termed "rejected indifferently." The chosen ones, the positive realities, and characteristics are known as "preferred indifferent." Stoics choose the preferred indifferent and opt for making their lives richer by acting on them.

For example, negative emotions like fear, lust, and distress are deemed injurious because they harbor and give rise to false beliefs about what constitutes happiness and the conduct of a happy life. In the same vein, delight is often mistaken as a preferred indifferent, but in reality, we feel delighted when we get what we covet or gain something that we have lusted after.

Stoicism's essence teaches us to discard superficial, negative activities, emotions, thoughts, and feelings and replace them with affirmative, life-giving, and constructive emotions. Stoicism prefers those values which help us grow as humans.

Part II

Nlp Secrets

Introduction

As the name says, NLP is the program that helps to cope with psychological problems. It is a system that allows the expert to read and assess human beings' patterns of thoughts and behavior. The experts of NLP can also train the other individuals from this field to get knowledge. There are stages of achievement, as well. Using and reading up on the techniques used can help a person get help for him or herself.

NLP is a system of psychological strategies that interact successfully with the participant's unconscious or subconscious mind. Brain-hax, in contemporary-day language. The outcome is how you can interact/make the argument/strike a deal/help convince individuals (or oneself) far more successfully. Ironically, dramatically, more firmly on accusation! Neuro: referring to the nerves or neurons, the brain's communication method. Linguistic: referring to dialect. Programming: To fix or establish the means stuff operates.

NLP should be applied for one's growth, paranoia, and phobias. It utilizes cognitive, mental, and empathy methods to make modifying people's feelings and behavior simpler. NLP depends on speech recognition, but it must not be mistaken with natural language processing and uses the same term.

NLP was founded by John Grinder & Richard Bandler, who found it essential to recognize the dynamics of influential individuals' thoughts and actions and introduce them to everyone else.

Despite a lack of scientific data to confirm this, literary works, The Concept of Magic I & II, were written by Grinder and Bandler, and NLP started gaining recognition. The success was attributed to its flexibility in grappling with the various complex problems confronted by people.

Neuro-linguistic programming is a means to alter people's emotions and attitudes and enable them to achieve optimal outcomes.

After it started in the 1970s, the success of neuro-linguistic programming, or NLP, has been broader. The benefits involve managing phobia and

anxiety problems and enhancing efficiency in the workspace or personal satisfaction.

NLP's differing definitions make description challenging. It is focused on the premise that people work from the world's inner "tracks," which they acquire from sensory experiences.

NLP helps to identify and modify latent prejudices or shortcomings of a global map of a person.

NLP isn't hypnotherapies. Alternatively, it operates by deliberately using language to introduce shifts in one's emotions and actions.

A core characteristic of NLP, for instance, is the notion that an individual is skewed against one sensory system, defined as that of a preferred representational method or PRS.

Therapists, by language, may sense the choice. Phrases like "I see your argument" may represent a visual PRS. Or "I perceive your claim" might indicate an audible PRS.

An NLP professional should define the PRS of an individual and build the clinical structure on the condition. The system may include building partnerships, collecting knowledge, and establishing targets for them.

Neuro-Linguistic Programming became a modeling methodology that provides a toolkit of approaches to address life's opportunities and challenges. It's a somewhat natural science today trying to put outcomes into the modern world.

It begins with a positive mind; we're curious about how stuff works. It also helps one significant model individuals in several scenarios, and such templates are checked and continuously improved.

In effect, it refers to a range of strategies to replicate and hand onto someone else what is taught.

A model's function is that does that operates in the sense in which we are working. NLP is a 'pattern, check, optimize, and evaluate method. Even so, it's not a theoretical science. It is because we rely on what happens, rather than on the idea behind it. We remain up-to-date with science study, though, because it offers rich content for discovery and examination.

Adequate NLP preparation would demonstrate how to utilize the strategies and provide the knowledge and expertise required to adjust them consistently and develop new ones centered on particular clients' different responses.

It will help you develop your leadership skills significantly, and can affect them. Practicing these strategies will also improve your endurance and willingness to handle change – like exercising in a gym will develop your muscle power, agility, and stamina.

The strategy will help you dramatically increase your product's outcomes by developing your leadership, selling, management & relationship expertise. NLP will help you relate to the intent of your private life, resolve obstacles & help you walk the path of your very own superhero.

CHAPTER 33:

What Is NLP And What Can Do for You?

A powerful tool for mind control is neuro-linguistic programming or NLP. NLP strategies are employed in tv and cable news by news anchors and others, leaders, trainers, other media personalities, and people who behave to manipulate you. However, most NLP goals don't know they're under mind stimulation command and are factors that make this technique so strong. NLP uses different tools to stimulate a hip hop or trance-like nation in individuals who make them endangered to the recommendation. The tools used in the Neuro-linguistic program NLP are a form of hypnosis. Many of those methods have been used for years by manipulators and others associated with mind manipulation.

What Is NLP?

Neuro-linguistic programming was developed in the 1970s and is a form of mind management. It was a moment when many researchers dealt with new behavioral and psychology theories, which you can learn as we dive into history early. Approaches were flexible such as those of NLP because they appeared to use knowledge and skills collected. Both resulted from men who had used hypnosis and mind control in the past and the new social expertise areas revealed by the hard natural and social sciences.

When we talked about the history of mind control, we talked about men like Rasputin for a minute, who seemed to utilize arts so dark and mysterious that it's hard for others to understand how they attempted to do what individuals did. Looking at Rasputin's pictures, his eyes are the one aspect that seems most surprising about the house. He seems to look out of the frame, almost as if he shared the space with you. Rasputin's manipulation and control techniques were little known at the time, but it seems we can see aspects of what we'd call NLP mind control in some of his tactics today.

Effective communication is a tool used by NLP mind manipulation practitioners to induce relations in their goal. Even though NLP guides are more focused on the tactics and less about psychology, this form of tactic pumps into a human intention to build an emotional and psychological relationship with everyone. In combination with other words, gestures, or other indications, Firm eye contact can access the other girl up for mental control or even place them in a trance. These days, many people use NLP strategies to pursue their goals, even if the goal is to offer you stuff for a slim profit margin on their side.

History Of NLP

In the 1970s, Richard Bandler or John Grinder, two people from California with expertise in Psychology and linguistics, developed neuro-linguistic programming. NLP's most striking aspect is that it incorporates research from various subjects and incorporates these with a profound understanding of the human condition and motivations. Those of Fritz Perls, Milton Erickson, and Virginia Satir are the customs most applicable to the NLP.

Milton Erickson is a word that has had significant psychological and hypnotic influence. Indeed, different people and very well-known public speakers such as Tony Robbins supposedly used his techniques. Ericksonian methods were used in psychotherapy nowadays, but NLP

hypnotists and therapists have also co-opted them. They make the person wiser and more likely to be influenced and regulated.

Ericksonian technologies are designed to gain access to the collective unconscious. Something NLP achieved in surprising ways. In the 1980s and 1990s, the NLP grew in popularity.

The Techniques Of NLP

The NLP techniques are intelligent, so innovative that most inexperienced people with NLP will be willing to slip under the radar. Neuro-linguistic training methods have been claimed by the recent U.S. president, Barack Obama, whose remarks are used as instances of permissive speech hypnosis, an NLP strategy. As stated earlier, NLP technologies are extracted from a knowledge of how the mind works, what encourages human behavior, how humans form a relationship with each other, and also how human beings naturally interact and act.

We mentioned that a manipulator and narcissist is paying attention to the indications which indicate your psychological response or your aspirations and intentions. Also, an NLP practitioner is paying attention to you, trying to find ways to establish the relationship bond, searching for clues on how you think, and exploring opportunities to stimulate a trance. Here is a list of many of the things a person who uses NLP techniques looks for:

- Defines how your brain develops using eye movements
- Defines how your brain stores data using eye movements
- Evaluate what feeling of view is prominent in your brain
- Determine what side of the brain has a predominance
- Decide on when you lie

Neuro-linguistic coding is an aspect of dark psychology relatively near the surface in the context of general knowledge, as many individuals use it. However, it is still a powerful tool for mind control.

Physiology Update

Often shaking up the physical environment can be the very thing you need to use the NLP to convince or evaluate someone else. Maybe during the discussion, something is trying to block your way. You might consider

moving with both you or the person you are talking to create a much more friendly place. If you feel the discussion isn't going where you want, perhaps take a break in the toilet and give a person some moment alone.

If you are heading back from the toilet and things are all the same, say you turn the place up. You might want to go for a journey or move out onto the patio. You don't have to drive too fast, though. Maybe even changing your body position or the way you're seated is enough to see the other individual reengaged.

Visualization

Visualization is an excellent way to enhance its goals for some people. There are so many aspects that may seem out of control, but if you just conceptualize what you want, you'd be amazed at how much you can achieve.

Something can start by talking into presence. If you'd like to move to L.A., start dreaming about it and be an actor. Don't tell people that at some point, you just need to do this. Say you're going to go through it, and you're going to be surprised how far you can impact yourself toward those goals.

Suppose you have to write it down as well. It's more like a self-persuasion tool than the one you would employ on anyone, but it also helps to talk and write about the aspirations and desires that you want to see achieved.

Taking Away the Capacity to Say No

We touched briefly on this higher but took away another person's ability to say, so that is an NLP tactic that you can are used for persuasive communication. Rather than saying, "Would you like to come out tonight for dinner? "Ask somebody," Where will we dine tonight? "You did not offer them the option of saying no to their dinner date. Anyway, they may claim they can't, but you usually decided to take the possibility away.

Rather than saying: "Can I get a one? "Tell me, 'How much can I have? "Most people won't even recognize that their capacity to transform you down has been taken away.

CHAPTER 34:

The Key to Strong Leadership

Neuro-Linguistic Programming (NLP) is regarded as one of the world's most prominent mind control techniques. It is used by everyone from politicians to the media and marketing companies. Yet, many people do not believe that NLP is being used as leverage to manipulate other people.

Richard Bandler and John Grinder introduced NLP in the 1970s. Soon, it became a popular concept in the psychoanalytic field, the occult, and the New Age worlds in the ‘80s. It was not until the ‘90s and ‘00s that it became a force in the marketing, advertising, and political world. It has become such an intricate part of advertising and marketing that many people don’t even know its communication use. Nearly everyone in businesses that center on influencing people knows and applies some of the NLP techniques—if not all. Individuals who have mastered NLP can trick people and get them to do things in the most surprising ways.

In case you haven’t heard of it before, NLP is a scientific method used to influence or change people’s thinking and behaviors to achieved specific outcomes, usually desired ones. For years, NLP has been used as a method for treating anxiety disorders and phobias. It has also been used to improve performance and happiness. All this is done using specific perceptual, communication, and behavioral techniques, making it easier for people to modify their thoughts and actions, usually for the better. NLP focuses on language processing to some extent; however, you should not confuse it with Natural Language Processing, which has the same acronym.

NLP was invented based on the belief that humans operate through internal perceptions of the world they pick up through sensory experiences. Thus, NLP attempts to detect and change unconscious biases and limitations in a person’s perception of the world. NLP is quite different from hypnotherapy.

Unlike hypnotherapy, NLP uses conscious language to facilitate changes in thinking and behavior.

Simply put, when using NLP, you layer subtle meaning into your spoken and written language to place suggestions into a person's unconscious mind without them realizing as much as NLP is meant to be a force for good. It is also used as a tool for manipulation. However, it is more about the person using it than the technique itself. The word "manipulation" has a negative connotation, but this doesn't mean that NLP is automatically negative because it is being used for manipulation.

Techniques in Using NLP to become a Leader of People

Many NLP techniques can be leveraged to influence or manipulate people for one to be their leader. Some of the methods are:

- Anchoring
- Rapport
- Swish pattern
- Visual-Kinesthetic dissociation

These techniques are taught in a pyramidal structure, with some advanced courses being taught only in expensive seminars.

How does NLP work?

The NLP practitioner starts by closely monitoring the individual they are working to influence or manipulate. They pay attention to subtle body changes and movements, such as pupil dilation, eye movement, skin flush, and nervous tics. By paying attention to these, they can quickly figure out:

- The side of the brain used predominantly by the person
- The predominant sense in their brain
- How their brain acquires, interprets, stores, and use information
- When they are making things up or outrightly lying

One of NLP's central features is the belief that an individual is naturally biased toward one of the five sensory systems. It is known as the Preferred Representational System (PRS). NLP practitioners can quickly detect this bias through their use of language. A phrase such as, "I hear your point" may signify a bias toward the auditory system. That is people who use this

phrase instead of “I see your point” have an auditory PRS. So, an NLP practitioner seeks to identify a person’s PRS and then build their change therapy around it.

After monitoring the person’s body changes and movements and using it to acquire specific information about them, the NLP practitioners gradually and subtly recreate their mannerisms, including their body language and how they speak. They start to talk with language patterns designed to trigger the person’s primary sense to put them in specific emotional states. It is anchoring and rapport all together. The NLP practitioner is doing this to improve communication with the subject and achieve response through empathy. Essentially, the NLP practitioner is faking the person’s social cues to get them to become open and responsive to suggestibility.

If the person (subject) has a predominantly visual PRS, the practitioner will use language that targets their visual sense. For example, “Do you see what I mean?” If the person has a predominantly auditory PRS, they will say things like, “Are you listening to this?” or “Hear me out and listen closely.” By mirroring the individual’s linguistic patterns, the practitioner is attempting to build rapport. Rapport is the mental and psychological state you enter when you let your guard down. You only reach this stage in NLP when you are sure that the person talking with you shares the same mannerism, making you trust them more. As soon as rapport is achieved, the practitioner subtly takes over the interactions without the subject realizing it. Having learned and mirrored their mannerism and language patterns, they can now subtly facilitate changes in others' thoughts and behaviors. Combined with an array of other NLP techniques, the practitioner now has the power to steer the other person in whatever direction they want. It is possible as long as the other individual is not conscious of what is going on. From there, this person can convince the subject to do anything—from donating to getting into bed with them.

Usually, you are supposed to seek consent before you practice NLP on people. However, unfortunately, many manipulators are familiar with this technique and know how to use it on you without your knowledge.

How to Know if Your Boss is Using NLP?

How do you make sure that you are not manipulated through NLP without your knowledge or consent?

- Check to see if they are copying your body language. If you know someone manipulative or into NLP, be wary when you interact with them. Make sure they aren't sitting the same way as you are, or mirroring your hand movements. To test them, make a few movements and see if they recreate them.
- If they pay too much attention to your eyes, make random movements with your eyes and move them in unpredictable patterns.
- Do not allow suspicious people to touch you. When you have a conversation with a manipulative NLP user and are in a heightened emotional state, if you let the personal touch you in that state, they will anchor you. It means they will put you in that same emotional state later, whenever they want.
- Pay attention to their language. The vaguer the language is, the more likely it is to put you in a state of suggestibility. How? You have little to nothing to agree or disagree with.
- Be cautious of people who use permissive language a lot. It is a useful technique in NLP. The idea is that the best way to put someone in a suggestive state is by seeking permission to do that thing. "Feel free to sit with me" is an example of a statement that an NLP practitioner will use.
- Read between the lines. The use of language with layered meaning is one of the hallmark NLP techniques. If someone says something like, "Reading, nutrition, and sleep with me are the favorite things to do." This sentence might seem harmless, but there is a layered meaning. Check to see if you can read between the lines and pick up on it!

NLP can be leveraged for manipulation since it is all about altering a person's thinking and behavioral patterns. So, you should always be careful around NLP practitioners. Understand that NLP is regarded as a pseudo-science by the scientific community, so it is best not to use it for anything.

CHAPTER 35:

Benefits Of NLP

You’re the Master of Your Experience

What happens when you limit yourself? Do you even know you are doing it? Without even realizing you may have been fostering self-limiting beliefs for your entire life that you aren’t even aware of. Deep down inside, you may feel like you aren’t as successful, beautiful, or worthy of love as other people. You may tell yourself through your regularly scheduled mental programming that someone else is always better than you at XYZ, so why bother trying?

Thankfully, that isn’t actually how you have to live your life. You can change all of those self-fulfilling prophecies and limiting ideas of who you are and what you mean to the world with NLP.

When you learn and understand what thought patterns cause you to believe you are not worthy or don’t deserve success, you can know how to change them. The big picture is that the thought patterns in your mind that you run like computer programming contain all of the limiting beliefs you say, think, and feel. When you learn to run new ideas and mental processes and teach yourself more positive communication and techniques for managing your internal state, you can begin to live the life you desire.

Becoming the master of your mind is one of the many benefits of this kind of training. If you can understand how you behave and react to or experience the world, you can learn how to change what doesn’t work or fit your ideal life.

No one can truly control the way you think and feel, except you. It is an important lesson. Once you realize the benefit of that, you are on the right track. No one can cause you pain without touching you.

NLP shows you how to understand this: only you have the power to create the thought patterns or change them that cause you to have severe or intense emotional reactions to everyday life and the people in it.

We are not governed by others' state of mind, emotions, or the situations we find ourselves in unless you allow yourself to be. When you learn the techniques of NLP you can begin to understand how you are the master of your experience, and once you master that, you can:

- Improve your communication with yourself and others
- Better understand the motivations of yourself and others
- Enhance the overall health of your life
- Reduce and eliminate anxiety, stress, and worry
- Create more successful and efficient models for accomplishing anything in your life
- Learn a higher degree of behavioral and emotional flexibility under challenging times.
- Have the attitude agility to inform your life in a more balanced way.

It comes down to what you want to change, and if you don't like the way things are in your life or the way you feel, you are the one who can change that.

NLP empowers you to learn how to do this: how to shift and reframe old thought patterns and programming that keep you locked in doubt; how to become more attuned to your true self; how to act resourcefully in stressful times; and how to see that we are all living life through our own subjective experiences and can afford each other greater compassion and respect.

It All Comes Down to How You Behave

What causes our behaviors? Where do they come from? Many of us may catch ourselves reflecting on a moment and wishing we had behaved differently: held our cool, been less anxious, been more outgoing, not thrown that first punch, acted more respectfully, and less aggressively.

So, what determines how we behave? Can it be isolated and understood? Of course! One of NLP's main benefits is to crack into the patterns of thought

that lead to behavior.

Our behaviors can be extremes or blends of optimism, pessimism, aggression, passivity, assertiveness, trust, and envy. The way we act often results from many more profound layers of information in our minds; things that we may not even realize are occurring because they are such unconscious thoughts and attitudes.

What you learn from this book's techniques are methods to uncover the essence of how your behaviors influence your experience and where they come from. You will also know how you can change behavior.

An example of this might be that you have wanted to lose weight for a while, and you try diets and exercise, but nothing sticks. Your behavior is passive because you aren't asserting your will to accomplish your goals, and also envious because you suppose that you need to lose weight to measure up to others' ideal of beauty. You may also even sport a suspicious behavior because you have given up after many attempts that didn't work.

NLP helps you identify the deeper patterns of thought that cause these behaviors so that you can learn HOW to change them. A lot of psychotherapy focuses on unfolding behavior patterns by looking at the *why* behind the action. NLP focuses more on *how.*

Relationships And NLP

Relationships are one of the main focuses of our lives. As human beings, we long for connection. We search for it, we test it out with romantic partners, we plan it out with business colleagues, and we learn how to have relationships with our family and friends over long periods.

Because we are human, there will always be ups and downs in our relationships, because we will experience them in our own lives as we grow and learn and take on more experiences.

The part of relationships that gets left unchecked, more often than not, is *communication*. When things fall apart, sometimes, it's because we reacted instead of communicated. When things are tense and fraught with awkwardness, it's because communication isn't a part of the relationship: good communication, that is. You can communicate with anyone in any

way you see fit. Your beliefs, attitudes, and behaviors will inform the way you speak to everyone in your life.

Part of the learning and modeling of NLP is language (linguistics). The way we speak and communicate informs our whole experience, as much as the way we behave and how we perceive reality. These techniques help you learn how to share more effectively with everyone, not just your spouses or business partners.

It’s Not Just Your Mind. It’s Your Whole Health

When you began reading this book, you learned that NLP meant Neuro-Linguistic Programming. It translates to studying the process of human thought; how the brain expresses itself in life and creates your experience. It’s all about the mind.

But what about the body? NLP doesn’t just benefit your mental state and your capacity to change your thoughts and patterns; it connects to your whole physiology. The brain tells the body what to do, involuntarily, and voluntarily. It stands to reason that not just your emotions and mental capacity can benefit from these techniques. The body is so significantly impacted as a result of practicing NLP.

NLP focuses on language to help us learn our thoughts, but our bodies use just as much language to communicate to ourselves, with others, and in our experiences. It’s called body language. A lot of how we share doesn’t come from our words but from our body language: the way we hold ourselves, how we gesture, where our eyes look when we are thinking, remembering, or talking, how we sit or stand, or where our arms are when we face someone new to make their acquaintance. We say so much with our bodies, and NLP helps to recognize the method behind all of that.

Building rapport is one of the NLP techniques that focuses on your body language and connecting with others. You can learn new ways of being open, creating a comfortable experience, and being confident in all walks of life.

Beyond body language, there is also the aspect of your physical well-being. A large part of our consciousness is our physical self-awareness: does it feel good or bad? Achy and sore or flexible and agile? Do I feel proud of my body or ashamed? Do I feel healthy or unhealthy?

Many of us are concerned about the matter of our health, both mental and physical. Utilizing the tools provided by NLP helps you to reframe your patterns of self-care, diet, exercise, and the ability to heal yourself. This training's concepts aren’t to get you to lose weight and stay on your diet; they will give you the tools to know how to change your life patterns that keep from reaching your goals.

Business Acumen

Nothing says “professional” like an outstanding resume, career advancement and promotion, motivational leadership and employee rapport, and healthy overhead. Our work life is a significant part of what so many of us value: it’s what puts food on the table, pays the mortgage, and sends the kids to school, it’s what enables you to take that vacation over the holidays, and it is how many people value their worth.

Our professional success weighs heavily in rounded life. Our sense of purpose in what we do to earn a living and accomplish more of what we feel we are good at on a professional level informs who we are, how we think of ourselves, and how we relate to the business world.

Enough of us struggle to find advancement and contentment in what we do professionally. Some of us try hard to climb the ladder with little success. Others of us have no problem climbing the ladder but don’t get on well with our employees and find work stressful. There are those working a job that we know isn’t who we are or what we want, to the great detriment of our happiness. When looking for something better in our career, some don’t leap and stay with the job's security paying the bills.

What if you could learn ways to create the work-life you want? How would it feel to have the job success you are looking for at the company you want to be at, with the pay rate you want and having the fulfilling and engaging work relationships that help you grow as a professional?

NLP has the key to all of that and more. Many companies, businesses, and employers utilize neuro-linguistic programming to train their management team and their whole company of employees. Why? Because it paves the way for better performance and efficiency, increased productivity, more time to focus on results and not problems, happier, more motivated staff, greater customer satisfaction, and a healthier bottom line.

There is no secret magic to NLP: it is only learning how you think and express yourself to create your life experience. It shows you that if you do not like how you feel about where you are in your life, you can change it by understanding how you think and how to change what doesn’t work.

CHAPTER 36:

Using NLP And Hypnosis to Build Self-Confidence

NLP and the Subconscious Mind

NLP is a lot like a user manual for the brain that helps you communicate the unconscious mind's goals and desires to the conscious self. Imagine you are in a foreign country and craving chicken wings. You go to a restaurant to order the same, but when the food shows up, it ends up being liver stew…because of a failed communication.

Humans often fail to recognize and acknowledge their unconscious thoughts and desires because many get lost in translation to the conscious self. NLP enthusiasts often exclaim, “the conscious mind is the goal setter, and the unconscious mind is the goal-getter.”

The idea of being your unconscious mind wants you to achieve everything that you desire, but if your conscious mind fails to receive the message, you will never set the goal to achieve those dreams.

NLP and Hypnosis

NLP was developed using excellent therapists and communicators who had achieved great success as role models. It’s a set of tools and techniques to help your master communication, both with yourself and others.

NLP is the study of the human mind combining thoughts and actions with the perception to fulfill their deepest desires. Our mind employs complex neural networks to process information and use language or auditory signals to give meaning while storing them in patterns to generate and store new memories.

We can voluntarily use and apply specific tools and techniques to alter our thoughts and actions in achieving our goals. These techniques can be perceptual, behavioral, and communicative, and can be used to control our mind and that of others.

One of NLP's central ideas is that our conscious mind has a bias towards a specific sensory system called the preferred representational system (PRS). Phrases like “I hear you” or “sounds good” signal an auditory PRS, whereas a phrase like “I see you” may signal a visual PRS.

A certified therapist can identify a person’s PRS and model their treatment around it. This therapeutic framework often involves rapport building, goal setting, and information gathering, among other activities.

NLP is increasingly used by individuals to promote self-enhancement, such as self-reflection, confidence, social skill development, but primarily by communication.

NLP therapy or training can be delivered in language and sensory-based interventions, using behavior modification techniques customized for individuals to better their social communication and improved confidence and self-awareness.

NLP therapists or trainers strive to make their clients understand that their view and perception of the world are directly associated with how they operate in it. The first step toward a better future is a keen understanding of their conscious self and contact with their unconscious mind.

It is paramount first to analyze and subsequently change our thoughts and behaviors that are counterproductive and block our success and healing. NLP has been successfully used to treat various mental health conditions like anxiety, phobias, stress, and post-traumatic stress disorder.

An increasing number of practitioners are commercially applying NLP to promise improved productivity and achievement of work-oriented goals that ultimately lead to job progression.

NLP Techniques to Build Self-Confidence

Here are some prominently used NLP techniques.

Anchoring

Try this yourself! Think of a gesture or sensation on your body such as pulling your earlobe, cracking your knuckles, touching your forehead. Then associate it with any desired positive emotional response (happiness, confidence, calmness, etc.), recalling and reliving the memory when you experienced those emotions.

Content Reframing

This NLP technique is best suited to combat negative thoughts and feelings. With these visualization techniques, you can alter your mind to think differently about situations where you feel threatened or unempowered.

Rapport Building

Rapport is the art of generating empathy in others by pacing and mirroring their verbal and nonverbal behaviors. People like other people who they think are similar to themselves.

When you can subtly mirror the other person, their brain will fire off “mirror neurons” or “pleasure sensors” in their minds, making them feel a sense of liking for you.

Dissociation

The NLP technique of dissociation guides you in severing the link between negative emotions and the associated trigger. For instance, certain words or phrases may instantly bring back bad memories and make you feel stressed or depressed. If you can successfully identify those triggers and attempt to detach those negative feelings, you are one step closer to healing and empowering yourself.

Future Pacing

The NLP technique of leading the subject to a future state and rehearsing the potential future outcomes to achieve the desired result automatically is called future pacing. It’s a type of visualization technique or mental imagery, used to anchor a change or resource to future situations by imagining and virtually experiencing them.

Influence and Persuasion

It is the most ambivalent NLP technique and houses a gray area between dark psychology and psychotherapy.

NLP is primarily focused on eliminating negative emotions, curbing bad habits, and resolving conflicts. Another aspect of NLP deals with ethically influencing and persuading others. Now pay attention to the word ETHICAL here.

How to Use NLP as a Useful Tool to Manipulate

Your intentions are the only North Star in a dark and lonely ocean. It is the only thing that sets NLP apart from manipulation by serving as a useful tool to remember the actual purpose of using NLP. Studies show that your brain subtly works towards achieving them when innately aware of your goals, even when you aren't actively thinking about it. It is known as “diffused thinking” when you allow your mind to wander freely, making connections randomly. It’s a process that encompasses all parts of the brain and is commonly used to solve problems and difficult concepts. The real motive can sit undisturbed, deep in your subconscious, while your mind works around it, trying to develop ways and plans to achieve it. NLP is a set of skills that allows you as the user to be in control of your own conscious and unconscious mind.

However, that doesn't mean that NLP is unsuccessful if the user's intentions are immoral. It is possible to imbue those habits. These are known to be practiced by historically unsavory characters, such as criminals and terrorists; thus, the patient can be fashioned into the next revolutionary terrorist who ushers in a new era even completely reinvents modern violence as we know it. It is an example of the more extreme cases. More subtle manipulation, the kind that may not make headlines and morning news, can be equally deadly.

For example, consider this hypothetical scenario between two rival law firms, competing for the same large client. Law firm A plans to manipulate the client's choice by presenting their rival law firm in a bad light. It is done by hiring a programmer to sit in on law firm B’s top attorney's regular therapy sessions. Then subtly twist the patient's view of his/her relationship with their spouse, thereby planting subconscious suggestions of problems the ties that do not exist. This technique would fall under the category of manipulation in court, with or without NLP.

Another instance of manipulation your brain doesn't commonly recognize because humans are sympathetic creatures, is beggars' emotional

manipulation. Though there is a percentage of 'honest' beggars, who are genuinely homeless and struggling to survive, there is a great majority of those whose trade is begging.

It is quite popular in the South Asian region, and the manipulators often don patchy clothes and have dirty faces. They use words and behaviors to play on the emotions to convince people they need money. Many even go the extra mile and hire children for the day, just to rub it in. The manipulation is done so well that whether they have trained themselves in NLP techniques or not, they are very good at it.

On the other hand, NLP programmers are hired to hold regular workshops in businesses such as our hypothetical law firms. Then use it as a tool to help boost employee motivation, and encourage them to pick up new skill-sets that have been attributed to highly successful individuals in a bid to improve general worker productivity and employee attitude in the company. It is a technique that has shown positive results.

Similarly, as it is used in business purposes to inspire workers, it is also commonly employed by a door-to-door salesperson to sell as many products as possible and earn higher commissions.

Personal programmers work with their clients to help them repair relationships with their friends and family, rectifying, and solving conflicts. NLP is also clinically utilized in curing mental illnesses like PTSD, GAD, phobias, anxieties, paranoia, and even substance abuse.

There are many more instances where NLP is employed, for good and evil, but the prevailing truth of the matter is that NLP itself is not guilty. Like any technique or product, there are users and abusers.

The thing being (ab)used is innocent of the crime of the (ab)user. It's NLP's abusers with evil, nefarious motives that have brought a bad name on the personal development and psychotherapy technique so well-intended by Brandler and Grinder.

CHAPTER 37:

How to Read People's Mind?

Tips on How to Read People

There are typically three methods you can use to read people effectively, and those are:

1. Facial Profiling

2. Body Language

3. Human Psychology

Each method has its ways of applying information and learning appropriately in a given situation. Additionally, there are different levels of approximations for each type. For example, for racial profiling, you can read and analyze people based on their facial expressions. To understand body language cues, you need to spend more time with the person you explore. For human psychology methods, you need to pay even longer durations to read and analyze any person and their personality.

Facial Profiling

Our face is the most evident and visible reflection of our personality. Looks don't just help in remembering an old long-lost friend or keep us different from each other. They also help in understanding the underlying personality traits and characteristics of people. The study of personality through the person's face has been in existence since ancient times in Greece. This science-based art form is called physiognomy, which roughly translates to 'to judge nature' in the Greek language.

Today, multiple studies prove a deep connection between personality and facial features. Most experts accept that there are five types of faces, including:

1. *Convex*

2. Concave
3. Plane
4. Convex-Concave
5. **Concave-convex**

Each type tells you a lot about the person. Let us look at them in a bit of detail:

Convex Type Face – People with a convex kind of face usually have a sloped forehead with a hooked nose. Their jawlines will look weak too. People with this type of face are somewhat stubborn and demanding with little patience for anything. Many times, people with the convex kind of face have a very sharp mind and are great to have as business partners because of their business skills affinity.

Concave Type Face – People with this face are characterized by a strong chin and a protruding (or bulging) forehead. Their noses are usually small in structure. People with this type of look are generally known to be kind, compassionate, patient, and thoughtful about everything they say or do. Moreover, these people spread their kindness and compassion for society's goodness and usually do not reserve it for one specific person.

Plane Type Face - People with the plane type of face have neither an underdeveloped nor overdeveloped part. There is a profile of balance across their faces. People of this type are usually known to be stable and calm and are great to have as partners, both personally and professionally.

Face experts have discerned two more hybrid types of faces: the 4th and the 5th in the above list.

Convex-Concave Type Face – These people have their forehead and nose in the convex shape, and the chin is concave. The personality traits of such people are usually associated with dominance and egotism. They are highly confident individuals and nearly always are valuable members of the society they live in.

Concave-Convex Type Face – This is the opposite of the above type and is characterized by a strong forehead combined with a weak chin. They are usually associated with moral weakness and emotional instability. However,

these people can understand and empathize with the personal status of the people around them.

Facial profiling or face reading techniques are instrumental in reading and understand a person’s nature and character. With sustained practice and patience, you can learn to notice the facial structure and more or less come to a correct conclusion about a person’s name. There is a lot of history and literature covering the subject of racial profiling. It has been around since ancient Greece times with Aristotle doing a lot of work.

While the initial face reading techniques were restricted to the faces' descriptions, the methods moved to astrological and predictive aspects during the Middle Ages. By the 19th century, facial profiling was being used to sort and detect criminal types.

Humans are always curious to know more about our neighbor’s personality and what his mind is thinking. The ancient Chinese had a face reading method based on the belief that the face reflects our thoughts and inner spirit.

Body Language

For millions of years before, perhaps, verbal communication in the form of languages was established. Our ancestors have successfully lived and thrived using their entire body to communicate and talk with each through hand gestures, facial expressions, standing or sitting posture, and every other aspect of the human body. Our fight-and-flight responses are all based on nonverbal reactions only. Imagine you suddenly saw a cobra coiled up very close to you. You’d hardly wait to think and say something sensible. You would simply turn and run without thinking. Running is one of the most effective nonverbal body language gestures letting others know there is something unpleasant you are running away from or something enjoyable you are running to.

Body language's power is so immense that your body says it is always taken as right when there is a conflict between your words and actions. It mostly only during extremely pleasant or unpleasant experiences that our body language comes to the fore. Our brain understands our intentions and transfers those understandings through our body systems to reveal them via body language.

That is why it is easy to realize that when you talk to someone and notice that the person’s feet are towards their car, they want to go even without the person telling you this in so many words. This person is running late, and the brain carries these intentions to the legs, making them point towards the car even though the conversation has not stopped. The body language, therefore, is considered more accurate than verbal communication. All our intentions are subtly and almost unconsciously processed by the brain's limbic system, which drives the body to react without thinking and in real-time.

Here are some more examples of body language reactions in response to what we don’t like:

- When we get bad news, our lips automatically compress
- When we miss the bus, we are rubbing our necks and clenching our jaws
- When we are asked to work the coming weekend, our chin gets depressed and our eyes narrow

Some examples of body language reactions in response to things we like:

- When we see our beloved or anyone else we like, our eyebrows will arch automatically. The smile will come on without any effort, and our arms will relax as we welcome this person
- When we are in the presence of our lover, there is excess blood flow to our lips, making it look full, and our pupils will dilate?

If you look at it naturally, none of these body languages are needed for us. Our systems have evolved without verbal communication so effectively that these nonverbal cues based on body language are deeply embedded. Children born blind also will cover their ears when they hear something unpleasant. They haven’t seen these reactions in other people! That is the power of body language.

Whether with personal or professional relationships, body language cues emanated can help you determine people’s true feelings. Body language reading will help you understand whether the person(s) feels comfortable or uncomfortable in front of you. The dual system of verbal and nonverbal

communication has helped human beings survive and become articulate communicators through our evolution process.

Learning to analyze and read body language will help you understand what and how others feel about us, which will help us understand how our relationships are evolving. It is common for people to realize things are not going well in their love relationships based on body language. It is easy to sense changes. For example, couples stop touching or talking or even walking close together. They deliberately put some distance between themselves. So, even though both the partners are polite to each other. They know deep within that this relationship is going nowhere.

Human Psychology

Expert psychologists opine that if you can build and develop reading and analyzing people's behavior, you can reduce conflicts considerably. Understanding human psychology is critical to get a wholesome view of the human world and analyze people better. The history of social psychology spans only 120 years. Yet there have been many studies, and experts have been able to use the observations to understand human beings better and predict behavior.

How to Control People Using Mind Control Techniques?

There are different ways which people use to control the minds of others; below are some of these techniques:

Subliminal Messaging

These are either visual or auditory messages sent to a receiver's brains to bypass the person's everyday conscious perceptions. To do this effectively, the mind controller flashes these messages to the other person's brain without giving the person's eyes the chance to capture/see the image or make sounds inaudible for the receiver's ears. The messages are sent directly to the brain. The mind controller aims to influence the other person, and they do that effectively using this technique.

Neuro-Linguistic Programming (NLP)

It is a technique that has its basis in the idea that successful behavioral patterns can be made possible in either the self or other people by modifying underlying thought patterns and interpersonal relationships or interactions.

Brainwave Synchronization

There is a league of neurons that communicate with each other in the brain for everything they do or think. These neurons generate and transmit electrical signals between themselves, creating patterns in the form of waves, known as brainwaves. For different states of mind of a person, there are different resultant frequencies of these brainwaves.

Hypnosis

It is a mind-control tool used by professional hypnotists to fish out a person's suggestible subconscious mind by moving past the conscious and analytical mind to create positive thoughts or replace old negative beliefs that the reason has held onto a long time. People in sports have used hypnosis successfully. Other fields like education, therapy, and self-improvement boost a person's self-confidence and eliminate phobias, fears, and bad habits that use hypnosis. It is used for relaxation and stress relief too.

According to the National Institute of Health, hypnosis is a useful tool in reducing some kinds of pains, including the pain from cancer. Also, hypnosis has been proven to have some self-help benefits. It has been said to be a useful tool in any attempt to change another person's thought process for things like persuasion, negotiation, or sales. When hypnosis is used in this manner, it is known as conversational hypnosis, based on the techniques created/developed by the American psychiatrist and medical hypnotherapist Milton H. Erickson.

Cognitive Behavioral Therapy

It is a therapeutic technique that may not be related to mind control. Still, it works when it comes to the underlying principle of modifying a person's behavior, known as behavioral modification, based on corresponding thought modification.

CHAPTER 38:

Understanding the Subconscious Mind

The Subconscious in Psychology

Freud called the different parts of the psyche the Ego, the Superego, and the id. The Id is the part of us, which is animal in nature. T is the part of us that wants to have sex, eat, and fight. It is the most primal part of humanity, and it is the only part of the psyche, which is within us

from the very moment we are born. It might seem dark and scary, but it is the most natural part of us.

The Ego is the part of the psyche, which is grounded in reality. It is the part that tells us what is doable and controls our reality orientation. The Ego is the part of us, which “converts” the Id’s drives into behavior.

The Superego is the moral component of our psyche. The Superego tells us what is appropriate and honest in any given circumstance, and it tells us what we think is okay and what we believe is unacceptable.

The Id and the Ego are being engaged when people use Dark Psychology and Dark Persuasion. When a person uses these tactics, they hire the subconscious, partly living in the id and partly lives in the Ego.

The subconscious mind is made up of all the memories and associations you have and all the experiences with different people. Have you ever tired a portion of food you had a particularly bad reaction to, or gotten food poisoning? It happens to many people, and many discover that they can no longer eat that food again for many years after this experience. It is the subconscious at work. If the food in question is carrots, then you will find that the next time you encounter carrots, you will be disgusted at the thought of eating them. You will find them repulsive and unnatural. It is because your subconscious has internalized the experience of discomfort and disgust with that particular food. In reality, you know that the food will be fine in future adventures. Still, you cannot encounter that food and engage with yourself rationally because you have integrated that awful experience into your psyche. The subconscious is instinctual and has plenty of animalistic qualities to it.

The subconscious is responsible for the sexual drives which we have. It is governed by the pleasure principle, which states that we are driven by pleasure, and that pleasure is the ultimate motivator. It is why advertising works well when it engages ideas of sexual motivation and other forms of fun. The old saying “sex sells” is ever prescient to this day. Think about the phenomenon of sexual attraction. You might consciously understand that you are married, and happily so, but you will still find yourself wanting to engage in sexual conduct with others, even though you have agreed with your partner not to do so. It is the very essence of the id. It is always present, lurking, and it is the most feral pressure. Sexuality is often part of

Dark Persuasion tactics. A leader is often handsome in physicality. It is part of charisma, and it is a very effective way to engage in someone's subconscious drives.

Memory

Memory is a tricky thing. If two people witness an event, they will both have different accounts of that event. One person might remember it as a situation in which they were victimized. Another person might think of it as an event that was fair to all parties involved. Memory can fade and come back within a lifetime. Think about the earliest memory that you have. Undoubtedly, it will be one of your childhood. Is it a pleasant memory, or an unpleasant one? Sometimes the unpleasant memories are what stick out the most.

The mind has several different types of memory. First of all, there are the classifications of long-term memory and short-term memory. As the names would suggest, long-term memory is when you keep something in your mind for a very long time. Short-term memory is where thoughts or experiences are stored while your brain decides to file them in your long-term memory or let go of them. Explicit memory is a type of long-term memory that will require conscious thought to bring about. It is what you are using when you try to think of your earliest memory. Implicit memory is something that you don't have to try for. It is like riding a bike (if you've already learned to do so). That is something that people say never goes away. You already know how to do it, and you don't have to try to do it. It is also the type of memory you are using when you brush your teeth or walk around. Your muscles do not have to be directed to do these things, because you already know how to do them. Autobiographical memory is your memory of how your life has progressed. It is something that almost everyone has, and it allows you to build a life story.

Subconscious memory is what you are using when you have a "bad feeling" about something. It is similar to intuition. These are very closely related concepts. Intuition and subconscious memory are when you integrate memories of the past, but you don't know when or where they are coming from, and you don't precisely know the content of this memory. Many people use this type of memory when they are in dangerous situations.

It will be something you can lean on to identify instances when you are being manipulated or persuaded, brainwashed, or deceived. FI, you can tap into this mysterious system of the subconscious; you will be able to defend yourself. It is no easy task, and it takes a lot of trial and error, and it takes experience.

Ten Ways to Train the Subconscious

1. Allow yourself to believe the unbelievable.

To change your habits or way of thinking, you must fight back against the impulse to believe that nothing can ever change. It is one thing that often gets people stuck; it is the belief that the way they are now will be the way they are forever. Banish this thought, for it will only leave you undeveloped and will keep you away from self-realization.

2. Permit yourself to be successful.

Many people have in their subconscious the belief that they can never be as successful as they want. Some people have complexes from growing up poor that tell them that they will never have enough money and always act as though having enough money will never be an option. We keep ourselves unsuccessful, as well, in other ways. Some people think that they can't be creative, or they can't do a specific type of job. You just have to switch this thinking, and when you find these thoughts arising from your subconscious, you can tell yourself consciously that you are capable; you can be successful.

3. Resist others' projections.

We are all subject to the projection of others. Projection is when a person has beliefs or feelings about themselves, and they think that all other people are like them. They start to believe that everyone around them is matching them in some sort of characteristic or habit. People will put you in a box and expect you to act a certain way. You must allow yourself to reject their thoughts about you. Resist their attempts to put you in a box.

4. Give yourself some positive reinforcement.

The very essence of resisting Dark Persuasion is understanding the dark forces at work and giving yourself the opposite information. Being able to comprehend Dark Psychology means that you will have to engage in the

darkness just a bit. However, once you do this, you will have to balance your energy with some positive thinking. If you can give yourself complimentary messages to balance out the gloomy darkness, you will find that you can overcome all manipulation and deception.

5. Be real about your success.

Don’t be humble. Of course, being humble is a virtue, but only up to a point. Being humble will eventually lead to your downfall. You need to stand with Machiavelli on this point, and let yourself be able to praise yourself wholeheartedly. Individualism is one of the central tenets of Western culture, and this means embracing yourself, your needs, and your way of living. Celebrate yourself. Tell yourself that you are the one who deserves success. Be real about what you have already accomplished – chances are, you have completed a lot.

6. Envision your future.

Be bold about your future. If you are always envisioning a lot full of pain and suffering, you will probably be working toward making that real. If you can create a future vision for yourself that is one of success and domination, you will be much closer to creating that in reality.

7. Point out your weaknesses so that you can work on them.

Your subconscious will play tricks on you. Sometimes, it will make you think that you are perfect and have no flaws, when, in fact, this is not the case. Most people have one or two areas that they can work on. If you can point these out to yourself, you will find that you can morph more closely towards self-realization.

8. Embrace gratitude.

Embracing gratitude is about fostering a healthy self-image, which will help you on your path to self-realization. Some people have damaged their subconscious, and they get bitter and weakened because of past failures. You must learn to resist this urge, and you must find gratitude in the world. It will make your defenses stronger, and it will teach you that there are things worthy of your pursuit of happiness.

9. Identify what you want, and get it.

Stop messing around and keeping yourself from getting what you want. If you don’t know how to get it, then try to learn how to get it. If your goal is a specific career path, ask someone if you can be their apprentice. If you can learn on your own, do your research and start to learn how you can achieve this goal on your own. Read books, the internet, and ask other people how they have achieved what you want to achieve.

10. Get rid of your attachment to the “how.”

The “how” is not essential. The “how” is what keeps you from getting what you want and need. It is where judgment comes in. The subconscious will sometimes push you towards a conclusion, and you will find that if you have a voice that makes you towards the conclusion, this will start to create a space between what you want and where you are. You should work to reduce this space as much as possible.

CHAPTER 39:

Seven Important Mind Rules

Most people wrongly believe that the mind and body are two separate things, but the brain is part of the body as a whole, and the reason is part of the brain. You are one being, so the mind and body are the same whole because they are connected.

One: Ideas or Thoughts Result in Physical Immediate Emotional Reactions

Thought processes affect your immediate behavior's reactions, even if you are not consciously aware of your response—for example, a micro-signal in the facial area of looking upset. Negative thoughts of any kind develop instantly into negative, physical, emotional changes within the body. Example: blushing, imagining being upset, or crying in an individual situation, will result in you doing so by just the thought of being confronted by that situation. Suppose you imagine a spider is going to hurt you. In that case, the imagined idea causes a physical, emotional, adverse reaction to fear, even though the spider is of no danger to you and may not even be there. Thoughts that release powerful emotions, whether the real or imagined, will, without fail, seep into the subconscious mind. Physical, emotional reactions then occur due to the subconscious accepting the negative thoughts as fact. It is due to the subconscious mind, not knowing the difference between what is real or imagined. Of course, happy thoughts also have an instant effect on your emotions, and therefore your body, by having a positive impact on the body, unlike negative thoughts. Consider the mind and body as being the same thing because the reason is part of the body. Therefore, whatever thought you have, affects every living cell within your body, either negatively or positively, depending on your thought, so it’s best to think positively.

Two: The Subconscious Mind Delivers What We Focus On

When you want to achieve a realistic goal that you are not already doing, if you focus your subconscious mind on a negative, then a negative result will be achieved. The plan is failed, alternatively, by playing a festive movie of achieving that same goal within your imagination. Then you will accomplish that goal on a conscious level because your subconscious mind believes you have already achieved it, making it easier to do so via the subconscious autopilot. The subconscious believes you have already completed the goal because you played the complimentary movie of doing so. The subconscious mind does not know the difference between what is real or imagined because both are your reality. You made a conscious decision to do something. Your subconscious then plays a festive movie of what you consciously want to achieve. Doing so makes a task more straightforward to accomplish due to the two parts of the mind working in agreement instead of conflicting.

Three: Repeated Negative or Positive Focused Thoughts Result in Long-Term Organic Change

When ill, negative, repeated, focused thoughts you have about yourself delay the healing process and can even kill you with stress due to causing heart failure. When positive with uplifting thoughts, we tend to recover faster from illness. It is the mind and body connection is the same thing. Many human diseases are functional instead of organic, so continued, negative, focused thoughts that you have about yourself result in long-term, organic, negative change, and therefore illness. The term used is “Psychosomatic” (the disease caused by the mind). So, mind rule one and two develop into mind rule three if they continue negative thoughts about themself. People who cause illness through the mind can be classed as neurotic. The term used for a person who continuously has a psychosomatic illness is a hypochondriac. Even though some people have genuine diseases, negative, repeated, focused thoughts will still negatively affect long-term organic change-over-time. With hypnosis, the negative, focused thinking can be changed by changing the review positively. Be that as it may, a negative thought can also result in positive, organic change. For example, negative thinking towards smoking's bad habit means organic growth is better for long-term health due to the client avoiding smoking. Of

course, positive, focused thoughts result in long-term positive health benefits for the mind and body.

Four: Imagination Overpowers Knowledge Within in The Mind

A smoker has the conscious knowledge that smoking is killing them, but yet they have not imagined the adverse effects within the subconscious mind. Therefore, the subconscious mind is still playing a festive, supposed, associated movie toward the bad habit. Accordingly, the person does not change because imagination has overpowered their knowledge, even though the practice's positive association is wrong and kills them. Once again, remember that imagination (subconscious mind) is more powerful than experience (conscious mind), and the subconscious always wins, even when wrong. To do anything in life, you have first to imagine doing it, hence why imagination (subconscious mind) is more powerful than knowledge (conscious mind) within the whole reason. It is why people fail. They have made a conscious decision for change and then tried to succeed consciously. However, it is impossible to consciously stop smoking, lose weight, or any bad habit when the subconscious is still playing a festive movie towards the bad habit. Change the positive to a negative within the subconscious, and the bad practice is avoided.

Regarding people with depression, anxiety, stress, low confidence, etc., the movie within their subconscious is of wrongly believing an imagined, negative thought as fact. For example, a person may imagine that it is a fact that they are useless, ugly, etc., so they feel depressed and fear, even though they are wrong, but the negative, imagined thought is the fact in their warped perception of reality. Change the imagined idea to agree with logic knowledge, and the person’s reality changes for the positive, and the problem is solved.

Five: Another Via the Subconscious Can Only replace fixed Thoughts

If every morning at 7 is, I consciously decided to tap my head three times with my hand, and the subconscious eventually takes the task on as a habit through repetition. It has become a fixed thought, and it is incorporated into

my morning ritual. The subconscious would then protect this habit. To get up one morning and consciously force me not to tap my head would result in an overwhelming surge of anxiety as if something is wrong as if there is a potential danger. This anxiety of feeling there is a danger is simply the subconscious mind reminding me to make the habit, because it wrongly feels it is doing me a favor protecting that habit by keeping me from harm.

To overcome this anxiety and stop a potential danger, be it real or not, the subconscious reminds me of the habit, so I tap my head for instant relief from anxiety. In other words, there is a subconscious resistance to change because the subconscious mind believes it is doing me a favor, so it continues to protect the habit even though it is not healthy to do so. Remember, the subconscious does not know the difference between a good or bad habit; it protects it regardless of whether there is a danger not to do so. It merely is an associated link between getting up in the morning and tapping my head that became a habit. In other words, repetition has become a habit through an associated link. Changing the associated link will bring about permanent results.

Six: Opposing Ideas Cannot Be Held at The Same Time

It means that once the subconscious has accepted an idea as fact, then any opposing conscious ideas will always be rejected. The subconscious still conflicts against an opposite idea from the conscious mind. As you know, the subconscious is the more decisive part of the mind and, therefore, overpowers the opposing conscious idea or thought. That is true unless you change an idea on a subconscious level so that both parts of the mind are in agreement. For example, a person consciously thinks, ‘I want to stop smoking.’ Still, they continue to smoke because their subconscious is protecting the habit and positively associated links of smoking, due to them not showing their subconscious any differently. Remember mind rule four: ‘Imagination overpowers knowledge within in mind,’ which means the subconscious overpowers the conscious, and that, of course, has a detrimental effect on a person’s life, and that is why to change, it has to be done subconsciously first, to then be a conscious act. Also, the subconscious cannot have two opposing ideas at the same time. For example, it cannot think fact (real) and fiction (not real) towards an idea simultaneously; it is one or the other image. The same with the conscious

mind, you cannot logically think something is true and false at the same time. Nonetheless, as you now know, the conscious can try to oppose an idea from the subconscious. Again, two opposing views cannot be held simultaneously, so the more decisive, more powerful subconscious wins.

Seven: Conscious Effort Alone, Results in Opposite Subconscious Success

Conscious effort alone results in the opposite; subconscious success means that; if you only consciously attempt to achieve your goal. For example, a weight-loss client consciously thinks, “I don’t want that chocolate bar because I don’t need it.” By doing so, they have implanted within the subconscious mind, an image of them wanting it and eating it, the exact opposite of the conscious thought. The client then eats the chocolate due to the powerful suggestion of the image in their subconscious mind. If you consciously say to yourself, “Don’t think of a black cat,” then subconsciously, you have thought of one, the opposite of what you wanted to achieve. It is why conscious effort alone will never work to overcome a problem, and as you now know, the subconscious is more powerful than the conscious, and it overpowers the conscious will every time.

CHAPTER 40:

Psychology and Behaviors

Importance of Psychology

Building of Relationships

The everyday basis of friendships or relationships is through interactions. There is no joint base of understanding where people do not understand each other. To effectively convey a message or communication, they are supposed to be accurate and factual in whatever they are portraying. A proper relationship is built on trust, and trust is firmly set up on a foundation of transparency. To be termed as transparent, they have to be like an open book that one can go through and gain or understand a few things from. Take an example of a new family that just moved into your neighborhood; you be not expected to openly invite them to your residence and show them around as if you have cohabited for centuries. You are expected to take baby steps to get to know them and what kind of beliefs they uphold. It does not necessarily mean that you can understand and contrast if you have a slight difference with someone you are not supposed to relate to. In every place you are, there are its own societal or cultural beliefs that tether them towards specific or certain behaviors. That is now up to you to know more about them. Then how to go about them, both for your convenience as well as your peace of mind.

Once you have a common ground with someone, it shows trust, which has resulted from your interest in wanting or getting to know how and why they do things the way they do and what triggers them. To get along with another, you have to know and note vulnerable points or boundaries that they possess so that as you interrelate, you will understand what grounds to trade on and not to. It is all about getting to know more about someone's behaviors, traits, or even personality to understand how to handle them or conduct yourself around them. Building a relationship is like making an

engine; every part must adequately synchronize with the other leaving no loose end or overly tightened sides for efficiency and convenience.

Improving Communication

It is an obvious sign as to why psychology is essential. Psychology helps you know what to say, where, around whom, and how to say it. For instance, it would be very inappropriate for a biology teacher to get into a physics class and start with a lesson. Of course, there will be many miscommunicating in terms of terminologies and confusion, and unnecessary talks. More like describing a flower's inner parts to a mechanic does not hold much relevance. With the possible barriers of smooth communication addressed and adequately handled, one can pass down a signal and expect a message back in context with whatever is under study.

Communication is a process that must be followed to the latter, though it does not seem like something that could cause an uproar. The truth is poor communication or miscommunications could alter a signal and send the wrong information. It is caused by a lack of proper measures set aside to analyze data or convey a specific message properly. It is better to know what one means or say when they portray certain traits or behaviors. Another simple illustration is a dog. When it is happy, it will wag its tail. That study has been done and proven. In the same case to humans, there are always reactions or traits that give out your inner motive or intention and reflect instead on what you feel inside or emotionally conveying. The only way they can be understood and accepted is if they are adequately communicated.

How the brain works depends on what it has challenged to work on or undertake. The only way to know its full capacity is by communicating to it or airing possible solutions of doing and how it reacts or behaves will have you see what communicative lines you stand as per the feedback.

Building Self-Confidence

Self-confidence, as the name initially suggests, involves the first subject, the self. You have to start up with yourself and ensure that mentally you can handle anything that comes your way within your abilities. Self-confidence comes about trusting yourself in any situation that you will take and finesse your way around. Once you are mentally decided and able, it is now said that you can tackle any handles that involve your reaction around people

and theirs around you. Self-confidence is enhanced when you trust your senses, and you firmly know what you can handle and to what extent. Believing in yourself to undergo any challenge posed your way is one way of portraying self-confidence.

Gathering the courage to open upstarts with simple inquiries like, in any instance, you would not expect a newcomer in a school to make immediate friends. They would first take their time to know what kind of people they are surrounded by, just then they can open up and explore each other. The trusting process is as slow as it may be the only way to build that confidence because you will want to be accurate with whatever you are handling. That way, you will know what buttons to push and which ones to avoid. To build that confidence, get to know someone, gather your facts right, and then execute them, relating them to your findings to stay in line. As a builder lays bricks on the house systematically, carefully yet skillfully to avoid errors that could threaten the inhabitants, so does psychology matter once confidence builds in gradual time to understand behaviors and mental abilities.

Know People's Behaviors

Getting to know someone's behaviors gets one to understand how they operate and tend to think. You can never behave the same with someone even if it is an identical twin. There is always one trait that will set you apart from the lot. Knowing one's behaviors is getting to synchronize your ways with their thinking, fit the shoes, and see things from their perspective. Once you understand one's views or character traits or reactions, it will be easy to relate to them and establish relationships. Take it in a scenario where you have just bought this new machine that you know not to operate. You will check out the manual for guidance and pointers for the dos and don'ts. That same analogy applies to people. Knowing one's characteristics will keep you like on were to tread on and not communicate to get a specific reaction. There is always something that triggers reactions and emotions. Knowing them will help you correlate with people much more comfortably and effectively, acknowledging boundaries or limits.

Knowing one's behaviors is not all about relating to them. At times, getting to know people helps you know whom to avoid or keep off for what they possess. Some people carry around vibrations that end up either being toxic or affecting an individual. It is as if knowing which somewhat waters

harbors crocodiles, which forests harbor snakes, and so forth. It is good to see the effect of people's presence in your life and how they influence your decisions or traits. Some may tend to lead in the right direction, some to build and inspire, whereas some are pure leeches, sucking the life out of you. So, know that person. Get to understand their way of thinking and doing things before engaging yourself with them. It will save you a lot of time as well as peace of mind.

Origin of Behaviors

Behavior is not something like a chemistry or physic subject that was discovered out of the blues. These things have developed within people in their different stages of life. Behaviors come to be inborn as well as acquired. Behaviors are traits that can be contagious or preferably transferable from one person to another. Most people do not know that actions, just like personalities, can be developed and nurtured over time. It is like a tree that one has to water, prune, treat with pesticides or insecticides, and care for if you desire fruitful results or outcomes.

Looking at this from a psychological approach, behaviors are manuals encrypted in someone's mind that make them react or behave in specific ways to their surroundings or circumstance. It is a lifelong learning theory that one will never complete studying or gaining information from. Behaviors come about because of interaction with people and the environment at large. Let us take, for instance, an infant baby. This small human has been born with zero mileage in their brain's functionality. That is, they are all new and like an open book awaiting information to be written. As they grow, they tend to act as per what they have been raised with. Their adaptability levels are usually nurtured or influenced by their parents. In terms of mannerism, parents must keep them in line as they impart disciplinary actions to bring forth decent behaviors and mannerisms, more of garbage in garbage out. They mirror actions and traits. For children to develop strong characteristics or behaviors, their perspective often makes them relate differently to other people.

As we will come to understand, new behaviors are learned through new operant conditions. One's outlook or doctrinal principles also bring forth different actions across the board. The ways people are taught in different settings on mannerisms or behavioral aspects affect how they think and

more like manipulate them into acting or reacting in specific ways. It may sound like a complex phenomenon, but it is merely a mixture of measurable events, analyzed experienced situations (directly or indirectly), and observable happenings. It is all in the look and hears aspect of life. You see a snake; you quickly look for an object to hit it or run away. That is already a mannerism or tendency in someone's brain that snakes are dangerous and kill you. So, using the same analogy, behaviors develop over time through either experience or observations from society.

Apart from exterior forces or influence, behaviors also develop from an internalized aspect. That is, internal events such as emotions or feelings. Thinking can also be considered as part of it. Feeling or emotions, as we all know, are triggered by external events or happenings around us. The constant or gradual occurrence of these things tends to affect and influence one's behaviors. The more a specific event happens, it will push or make someone act or behave in a particular manner. Let us look at the small infant baby again. A baby from birth cannot talk, for a fact. Their only mode of communicating is through crying. When a child is distressed or requires attention, at all times will cry and cry some more (it is always nerve-wracking yet beautiful in every way). It is their behavior since they are used to it getting them quick response and attention. It will be the case until the child learns how to talk. Actions will either be repulsive to counter or neutralize a situation to their liking or just their survival mode in cases.

CHAPTER 41:

The Power of Conversational Hypnosis (Part 1)

Hypnosis

Hypnosis can occur with or without the person's knowledge. If a person knows they are being hypnotized, they may be more aware of what is going on, but they are still susceptive to manipulation.

Hypnosis is used for many different reasons, and it can be used for positive change and negative change. Hypnosis has several elements, and they may or may not be present in various iterations of the hypnosis process. It starts with an induction. Remember in cartoons, when they illustrate the swirling visual effect, and some head-wrapped mystic is holding a watch with the swirl in front of a person's face? This cartoon depiction is what is known formally as the induction process.

The induction process is when a person is trying to change another person's state of consciousness. To make the person more suggestible and influence-able, hypnosis uses an actual transformation of the state of consciousness. To think about this, you can think about a typical and awake person, a person who is paralyzed. Otherwise capable, and a person in a coma. There are many gradations to the state of consciousness that a person is in. The person who is being hypnotized is not paralyzed, but they are closer to that than normal consciousness. Ordinary consciousness allows the person to have too much stability and defenses. The state induced in hypnosis is one where a person does not have all their strongholds in play.

After the induction process has been successfully implemented, the person can be told what to do or think. Since the person who is being hypnotized has their defenses uncovered and weakened, they can take instructions without question.

One method that works in NLP as a tool for hypnosis is anchoring. Anchoring is when a hypnotist uses something very familiar to bring you to that induction space where you are very suggestible. It might be a nursery rhyme, it might be a name you were called when you were younger, or it might be a song. It works to engage your subconscious, and it tricks you into thinking you are safe and allowed to be involved in the suggestions.

Another NLP –based method for hypnosis is the NLP Flash. The flash works by switching the reward to punishment or the sentence to a bonus. So, if there is something that you like to do which you are trying to stop doing, like smoking cigarettes, the hypnotist will make you think about a cigarette. Then they will make you experience something very uncomfortable, like an electric shock or some other kind of physical or emotional pain. It is a very dark method and can have profound implications.

Hypnotism can be a powerful way to persuade someone against their will. It may not be as secretive as the other persuasion methods, but it can be used without your knowledge.

The next primary method of Dark Persuasion is manipulation. Manipulation comes in many forms; what we will talk about here the most is manipulating interpersonal relationships. Manipulators have many ways, but some of the major ones will be talked about in the following paragraphs.

The first is putting down the other person. The manipulator often will have to be very sneaky about this technique. If there is someone who puts you down, you will not like them, and you will start to avoid them. So, the manipulator often begins as a close friend or a confidant. They build trust in the relationship before diving in. Then, at some point, they will start to disparage the other person in what they do, how they look, or other parts of their personality. The manipulator often precisely knows how much they can push buttons, and they know how far they can go before being recognized as a manipulator.

Along with their technique also comes the making the other person feel guilty. The manipulator makes the other person feel like they have wronged them, rather than the truth: they are being tricked. The manipulator will make the person feel like they have some debt to the other to enter into a

kind of pact where there is inequality. Ultimately, what happens is that the manipulator puts the person down, which makes them feel bad about themselves, and it makes them feel like they don't deserve to stand up for themselves.

Another technique of manipulation is lying. Lying may be one of the more straightforward methods of the manipulator. They will use excuses and complete fabrications to get other people to behave the way they want to. Lying is something that can start small and morph into a larger problem. The manipulator knows how to keep a person stuck in their web of illusions. Overall, they create a larger illusion of what the "truth" is. They try to make something that appears correct to the manipulated person. The lies might have to do with any number of subjects. If the manipulator wants money, they might lie about how poor they are and make themselves seem broke and desperate. If they wish to loyalty, they might make up lies about how important the other person is. If they want a job, they might lie about their experience in that field and make it sound like they are very successful. If they want sex, they might lie about a whole host of subjects.

Stages of Hypnosis

Stage 1: Absorb Attention

The first step into altering someone's conscious state (hypnosis) is grabbing hold of their full attention. Believe it or not, there are verbal and non-verbal forms of this first stage of hypnosis. Take, for example, the situation mentioned above in which a person can be so zoned in at work that everything around them sort of just fades away.

It is a prime example of how our psychological states are changed when we intently focus on something and non-verbal hypnosis.

Of course, gaining someone's complete attention can be a bit easier if you are using words. People tend to cling more completely to someone's words when describing images or to tell a story. It is a lot like how some people prefer visual learning over textual learning. The human mind can follow along better when pictures and mental images are involved because their visual sense is engaged.

You can practice this first stage of attention absorption in everyday speech. Go out with a friend or coworker and see how much more they pay

attention to you when you say you have a story for them. Tell them a story, either actual or made up, and be sure to include many details. Paint the picture with your words, use a lot of adjectives to describe the scene. The more senses you can engage, the better. Give their mind and imagination something to contend with.

When you have them wrapped up in your story, you have successfully absorbed their attention, which will lead you into the 2nd stage of hypnosis:

Stage 2: Bypass the Critical Faculty

The conscious mind is a somewhat limited entity. It takes in the data that is thrown at you every day, and it processes it rationally. The unconscious mind, on the other hand, is a lot more whimsical. It does not get bogged down with matters of reality. Consider, for example, that your unconscious mind is active when you dream. You may have never seen a purple, flying turtle in real life, but your unconscious mind is free to consider such things as completely real and viable.

The conscious mind deals with what is feasible. In hypnosis, this is what is known as the critical faculty. Think of the critical faculty as a guardian at the gate to the subconscious mind. The critical faculty is what alerts your mind to things that are impossible, unreasonable, and unlikely. If you are attempting to hypnotize someone, the critical faculty is the enemy of hypnosis. The point of hypnosis is transferring a person’s mind from a fully conscious state to an unconscious or at least an altered state, and the critical faculties make it impossible for this switch to occur, so it must be bypassed.

Bypassing the critical faculties can be achieved by first absorbing a person's full attention using simple techniques such as maintaining intent eye-contact with the subject and speaking a little slower and in a low tone than you expected.

Speaking in a hypnotic tone can go a long way in inciting a trance state and bypassing the critical faculty. If you are hypnotizing someone, you want to watch out for signs that your subject is in a trance state. Most importantly, do not give any hypnotic suggestions until you are confident you are past the critical faculty, and your issue is in a trance state. Otherwise, your request will be rejected by the critical faculty.

Stage 3: Activate an Unconscious Response

Activating an unconscious response does not have to be as extreme as getting a person to cluck like a chicken. It can be as subtle as evoking a laugh or making someone clap their hands to their mouth in shock. An unconscious response is an action that a person is unaware of or is only aware of after the story has been made. In other words, it is a response that has not been regulated by the conscious mind.

Eliciting an unconscious response is very easy when a person has entered a hypnotic state. Look for dilation of the pupils, a change in breathing rate, or flushing of the skin. These are all signs that your subject has let their critical faculty guard down and have been ushered into a hypnotic state.

Once you observe this, try eliciting an unconscious response; maybe describe in vivid detail a delectable steak dinner so that their stomachs growl in hunger or a swarm of bugs overtaking someone’s body so that their skin crawls with goosebumps.

Stage 4: Lead to Your Desired Outcome

The point where you, the hypnotist, can lead the subject towards the desired outcome through hypnotic suggestion or associated metaphors. This hypnotism stage is all about speaking directly to the unconscious mind and taking advantage of the altered state to either help the person or lead them to a conclusion, outcome, or decision favorable for you.

One example of this stage is called priming. Say, for instance, that you want to go swimming and want the subject to go swimming with you. Try telling a story involving cool, cascading, and refreshing water overcoming oppressive heat. It could lead to a post-hypnotic reaction that has been geared towards your desired outcome.

CHAPTER 42:

The Power of Conversational Hypnosis (Part 2)

Persuasion

Persuasion is hard to master, but we are sure that persuasion works by doing certain things that appeal to deeply rooted human responses. Robert Cialdini, in his best-seller book Influence, mentions six of those responses.

Liking

Simply put, if people like you, they are straightforward to be manipulated. When I mentioned this at the start of this book, I could not say the "How" to make people like you in-depth, due to your lack of knowledge. But now that we know NLP and its various techniques, we can define how to make someone like you better.

People simply tend to like people similar to them, are kind to them, or are very smart and intelligent, have a good personality, etc. In terms, there are a variety of factors, and these factors may change with regions. So, your first exercise is to start observing from this day onwards. Who do you like? And ask yourself the question, "why?". Then follow other people, who people tend to enjoy the most in your area, in your school or workplace, and why they like them. It would give you enough data to start using it against them by developing the habits of people who are "liked" the most in your region.

That said, there are still many things we can generalize. Like people who are similar to us, we tend to develop a liking to them. And we know how to make someone feel that we are identical to them, right? Rapport. Observe, learn, and use the connection. Practice it daily. Your observation skills may be dull at first, and you cannot tell the mental orientation of people and how they talk and what things to mirror or match. But trust me, with time, you will become an expert in this field. If you spend your entire day observing

people, while you are doing whatever you are doing, and spent at least one hour a day trying to build rapport with someone, I bet you would be able to see the results within a week.

There are other ways except rapport to make people feel that you are similar to them. Take social media, for example, build a rapport there quickly, especially on a chat with some stranger. So how would you make people like you there? Well, build your online presence. Show the perfect you there. The people you see online on social media, supposedly living perfect lives with every day traveling and luxurious dinners and epic lunches, are not real. They have the wrong sides in their lives, too; they just don't show it online. And people tend to be inspired by them. You can do that if you use a particular social media site. Just start posting things that are relatable to people.

Simply put, there is a myriad of ways to make someone like you. Just be open to them (or pretend to), make them laugh, make them feel comfortable, show them you are relatable to them and build a good rapport with them. Observance those certain factors based on your region and start practicing daily.

Reciprocity

It is effortless. People tend to return a favor, for they don't like a burden on their shoulders. We, as people, are trained to act "good" and in specific ways. One of the methods is to make sure that we return the favor. It's something found deep in our spine. So, just start to take advantage of that.

It is to notice that the reciprocity principle will not work on a majority, depending on where you live. If people in your city are more kind-hearted and educated, then this may work just fine. But if we compare it the first factor, the former is going to win by majority vote. Anyhow, for the slightly-less majority, this principle is still workable and quite efficient. One good example is when you get free samples from a store.

Let's talk about using this principle in real life or in real relationships to make things go the way you want them to. If you want a specific something to be done by a particular person, just simply start giving them favors. Let's take an example here. You have a class fellow, and you know that he is a damn genius. Now you know yourself and the lazy person you are.

You are sure that you will not be able to study the whole syllabus until finals, but you still want to pass with good grades. What do you do? At the beginning of the semester or session, you pinpoint these two brilliant and study-maniac kinds of guys. You start giving them favors: simple favors, or fake ones.

Drop a dollar their next step and pick them up for you. When they say it's not theirs, tell them to keep it because you found it next to their action anyway. Keep an eye on them; if they need help with anything, help them out. Nerds are not good at sports, and you may be good at them. Find such things you can favor them or help them out with. Compliment them randomly when they wear a new shirt, tell them that that girl was staring at them at the end of the day. These simple things will build trust, and they would start to feel high in your dept.

When the exam day comes, ask them to help you out. Even if they have never helped anyone out, they are going to help you out because you helped them in every possible way, even if you were faking all that.

Social Proof

This method does not apply to smaller situations or too many situations at all. But the concept is that people tend to do things if they see a majority doing it. How to use it in real life?

Well, the next time you want to persuade someone to do an action-oriented thing, simply tell them they "Hey, C'mon! Everyone is doing it!" and it would be more likely that they would be persuaded. It may not always seal the deal, and you may have to add other things to this (like rapport, or favors, etc.) to make it work.

When trying to persuade someone to do something you know they are not going to do, it is best to use as many methods as possible simultaneously.

Commitment and Consistency

The theory is something like people who commit are more likely to keep their word and do the thing. Of course, if your girlfriend is angry, she will forget all the commitments she has ever made, but the best way to persuade her even in her anger is to remind her of her obligations. It may work, or may not; we never know girls.

Anyhow, with the general public, excluding your girlfriend, people are more likely to abide by their commitments. How to use this in real life?

Well, take the example of the lazy school manipulator. He can make the two users commit to him. If he can do a big favor to them, he can help him out in the exams. If they say yes right off the bat, note their words and make sure to keep reminding them. They have committed and won't be able to say no to you thus.

This method is most widely used in marketing schemes, like giving off free samples of products.

Authority
People tend to believe something they get expert-vibes from. Students will accept their teachers without question regarding their subject, but how are you supposed to take advantage of this trait in real life? Well, let's look at another example.

If the nerd from yours tells you that there is an alien-baby discovered on Mars, you will probably believe it because you know he is an expert in his field. It means that if you give people the impression that you are an expert in something, you can make them believe you easily. How to do so?

There are two ways, the long term, and the short term. Your nerd friend has this nerd image or label stuck to him because of his long-term behavior, and you can do this too. Get into a few fields and study effectively. Let me give you an example.

Take some short books on Philosophy, read some interesting articles on Quantum Physics, and read a book on the implications of Psychology. And yes, additional know-how of world politics is an add-on. Now how to study effectively for the sake of making yourself an expert in the eyes of your friends? Just memorize the jargon. Understand the concept to your best, and remember the vocabulary of the subject. Jargons are the words that are only used within a matter—epistemology for Philosophy. And guess what? 90% of your friends would have no clue what they mean. So, take advantage of that fact.

Use that jargon when trying to prove a point. "No, the writer is not trying to say that. If you have ever read philosophy, you'd know that the study of these things is called epistemology, and in that Robert Alexander says …."

They won't question you because you made yourself look like an expert in the field. Keep using such talking methods to get a label of expert by your friends, or simply use them once for a short-term objective.

Scarcity

No rocket science; people tend to value things more, which are scare. So, tell everyone that the product you are selling is not available anywhere else because all of them are sold out. "Sir, don't miss your chance" This example used Scarcity along with Social Proof.

On the other hand, if you simply add more value to your product, making it unique, people would still have a scarcity effect from it. Try it; it works. The next time you brag affront your friends about the pen you just bought, tell them it's nib is made of two metal alloys, which used to be a way of nibs in the 1800s, but no one manufactures them now, except this company. They are going to be inspired and awed.

Practicing these six skills in your daily life is going to improve your experience. You will have a right hand on how to persuade anyone to do absolutely anything. My simple tip here is, when you talk to people with an objective in mind, keep in 6 things affront your eyes. Memorize them, and use them, or otherwise, you will never be able to see their potential. We all have objective-oriented talks several times a day when convincing our sister or brother to fix a coffee for us or to give us the remote. When buying something from the market or when convincing a friend for the new movie. Thus, keep these six factors in mind and decide which one will work the most effective way. Don't hesitate to use them.

CHAPTER 43:

The Power of Conversational Hypnosis (Part 3)

Secrets of A Hypnotist/Mentalist

It is the art of controlling one's mind through the use of a swinging object. Most people think about hypnosis as a ridiculous idea. However, hypnosis is real and is used both in constructive ways - for therapy and can also be used in dark psychology. It can be harmful to the victim involved. Hypnosis makes someone do things that they could not do in their normal state of mind; hypnosis tampers with your thinking capacity. Some say that during hypnosis, the victim is usually asleep and cannot quite tell what is happening around them till they snap back into their conscious mind. The art of hypnosis is mostly used as a form of therapy. The modern-day psychology has brought out hypnotherapy as a right way of treating rheumatoid arthritis, various skin conditions, post-delivery pain for mothers, and many others. The hypnotizer positively influences a person's actions during hypnosis. When somebody is in a hypnotic state, they can focus on one thing and see things differently. However, hypnosis can be used for bad intentions as well. It is why hypnosis is not highly recommended for application daily. On another note, not all people can be hypnotized.

Secret 1: Inducing A Trance State

Hypnotists first make sure that you are well relaxed and comfortable with them before they start hypnotizing. Then they make sure they get your attention to a specific point. Once this is done, the hypnotist can now begin to note how you react, your body language, and your focus level. At this level, the hypnotist can now accomplish anything they wanted to do with you. Once done with what they set out to do, they will snap you back to your conscious mind.

Secret 2: Power of Suggestion

It is a useful tool that is used to communicate with the subconscious mind. Hypnotists make you accept a sure thing and rub it in till the subconscious mind takes it. They use this power to make the victim be enticed with the same idea that they want. They make sure that their ideas fascinate the victims. They get you into the moment and then make sure you get full attention to what they are doing and their words. They then tend to organize a system of support to make you stay in that state for long. They may even use your close friends and relatives and influence them into making you believe what they have said. The subconscious mind then acts on this and makes it look trustworthy. The hypnotist will now have you to do whatever they want.

Secret 3: Conditioning

Hypnosis is known to be used by cults and people in politics, and they use conditioning as one of their arts to hypnotize you. They use words that grab your attention. The people in politics tend to use words such as – "progressive" "change," which makes their subjects believe what they say. Politicians know that it is hard to convince their residents; however, once they think that a particular politician will give them the change they need, everything would be easy. It can change somebody's personality for a while until they snap back into being themselves. However, highly you regard yourself; it is straightforward to change your mind using the art of conditioning. Conditioning tends to change your mind, and you end up hypnotized.

Secret 4: Create False Memories

Hypnotists create fake memories and make you see things that may not even be true in real life. They can easily change your mind into thinking and seeing things that may not be true. A good example would be when a hypnotist wants to turn you against your family; they will get into your mind, and after this, they will create bad and false memories and wrong information about your family. It will make you hate your family, and you now start engaging them with a hateful heart. Assuming the hypnotist wanted to get revenge from your family for something terrible they did, he will successfully do so through you. You will only realize what you have done when it's too late.

Secret 5: Induce Hallucinations

Hypnotists take it a notch higher by showing things that are not there. They make you think you are crazy or envisioning things that do not exist. It can easily make the person get into a psychotic breakdown. When the victim is in this state, it is straightforward to hypnotize them. When experiencing a psychotic breakdown, one cannot distinguish between the dream world and the real world.

Secret 6: Unwanted Telepathy

Hypnotists use telepathy as a way of catching their victim's attention and focus. It happens when the hypnotists know something that can catch the attention of the victim. They would use something like death, for instance, to capture their attention. They would pay too much attention and emphasize it so much that it becomes the only thing their victims would think about; in this case, a victim will think more about death. The hypnotist goes ahead to control the mind of this person and, eventually, hypnotizes them.

Secret 7: Use of Objects

Hypnotists mostly use objects to hypnotize people. It is the commonly known way of hypnotizing someone. They make you relax first and then use a moving object, for example, a swinging necklace. They swing the necklace before your eyes and make your eyes focus on that only. It makes you feel drawn to the moving chain, and you tend to forget everything around you. While in this state, you may not even hear any sounds. Or even notice someone is walking either at a distance or past you. This way of hypnotism makes you fall into a deep, kind of sleeping state. After snapping back from this, you will not be able to remember what happened, what you did, or said.

CHAPTER 44:

How to Win People with Persuasion?

Persuasion refers to the psychological influence, which affects the choice that an individual ought to make. With effectiveness, an individual is often inclined to make you buy his or her school of thought in a bid to change your thought process. For one to effectively achieve persuasion, several things need to be put in mind. When we can go beyond the natural human framework and grasp what moves others, you are in a position to achieve effective persuasion. It is because you are aware of the pressure points and how best to manipulate them.

When exploiting the art of persuasion, various pointers can come in handy. These are:

Mimicking

As human beings of reason, we tend to vary from one individual to another. The diversity of this is what makes us appear in the discrepancy of others. Owing to this particular fact, you will find that we are more drawn to be warm and welcoming to those who exhibit the same characteristics as us as individuals. It could be a physical trait or just the way an individual carries themselves out. In conclusion, this technique elicits positive feelings that go a mile when it comes to persuasion. When an individual has feelings of liking towards someone, they can be swayed by your influence.

To elaborate on this particular type of technique, we will employ the use of this scenario. In the hotel industry, especially in the most advanced and high-end ones, you will find that a waiter's allocation depends on the customer. High-end hotels in the industry have high customer feedback, and thus, they tend to treat their clients in a manner that suggests so. A client, for instance, would be allocated a particular type of waiter who matches their description. For example, French waiters are renowned for their

exquisite service. Putting the client first is at the top of the list when it comes to this particular field. Many professionals have succeeded in this area, owing to how they treated clients. It is because of the clients re the primary source of business. Putting the client into consideration goes a notch higher to even saying the exact words that the client has said. With this, they can gather that you have aptly decoded what they meant.

To accurately achieve this particular technique, an individual ought to do several things. First, they may consider doing in-depth research into the specific field of the question to see if what is required of them is met. Before you can achieve persuasion by using this technique, one ought to be well versed with the individual they ought to persuade. In conclusion, This type of expertise should be keen enough to ensure that it elicits significant points that may come in handy during persuasion.

Social Proof

When it comes to persuasion, social proof has repeatedly proven its dominance. Before we go deeper into the technique, we first need to gather the meaning of social proof. Social warranty refers to how an individual's feelings and thought process are affected by how other people have reacted to the same issue when it comes to social influence. An individual who is the persuader draws his or her basis from the acts that others have engaged in time and again. It could be the norm. With human beings, the danger that occurs is the feeling of wanting to be associated with a group of people. Human beings want to accrue a sense of belonging either to a group of people or to a particular act, which puts them at a higher risk of being influenced easily.

Employing social proof when persuading an individual will mean that you have a basis of a norm repeatedly by the people we consider to be in the same class. This basis must be something that most people engage in and not a few numbers. Take, for instance. There are newbies in the estate who are looking for service providers. This newbie would first be inclined to know what other people in the estate are using. Although they might not settle on the same option as the rest of the estate, this will be somewhat a buildup on to what choice they may choose to agree upon. Instead, they may end up embracing what others have used. With this technique, the trick lies whereby you ought to distinguish how an individual sees himself or

herself as per against others. You will only achieve persuasion by convincing this individual that many individuals have embraced the desired option.

Reciprocity

When it comes to this type of technique, one needs to understand that a good deed was done to another individual no matter how remote, tends to go a long way. From the wording of it, reciprocity refers to the process by which an individual can respond to a good deed by performing a good act in return. With this technique, we will find that most people fail to notice at its onset not until you are obligated to return the favor. In the world today, it is almost as rare as the sun rising from the west as it is to find someone who will extend feelings of warmness and care towards you. Save the people we are closely related to; we tend to feel different when an individual who is not even in your circle of friendship extends warm-hearted feelings.

The feeling of obligation arises as a result of being extended a good deed by an individual. It is the result of being raised with feelings of warmness. At this point, you can persuade the individual in the manner you wish. It is because he or she would be obliged to follow in the direction of the wind. It should be noted that this particular type of technique ought to be time cautious. It is because the implication of reciprocity does not last forever. There are limits to this timeline, and one should be careful enough to make sure that these limits are not exploited. With the passing of more time, it weakens the wave of reciprocity.

To achieve this particular type of technique, an individual should play in the tone of offers and obligations. If your request is worth it, then it raises an obligation effect on the other hand. Thus, creating a win situation.

Consistency and Commitment

This type of technique is wired on an already formed perception. An individual is in a position to settle on a particular choice. The choice that this individual pick would be pegged on him or her for as far as they go. From the wording of it, consistency and commitment refer to the fact that an individual can choose and stick to it with sheer determination and perseverance. When it comes to persuasion, not all techniques may work, and you may find that you hit rock bottom once or twice in your venture.

When this happens, it is not advisable to give up. Consistency is what builds our character in almost every facet in life. This type of technique is vast in a manner that cuts across various fields, not limited to education and business. The first approach to an individual to convince them may or may not end up in a manner you wish. The first approach is often characterized by rejection and, in some cases, mental torture. The best way to respond to this type of instance is by not giving up. The second encounter of individuals who first rejected your idea will see that you have an audience who understands what you are talking about.

The talk of consistency and commitment is one that does not go down the throat smoothly. It is because these are the most subtle facets to embrace. After all, they tend to take a toll on an individual. You can imagine getting rejected severally. To achieve commitment, an individual ought to operate relentlessly.

CHAPTER 45:

NLP And Negotiation Skills

Good negotiating is not as challenging as it may seem at first. Good negotiating skills come down to reasoning and strategy when you break it down. Note, no one wants to have disagreements — if not handled with care, they are awkward and emotionally taxing.

Often two very different things are getting what you want and winning a fight. And while "being right" or "proving the other person wrong" may sound good at the moment, achieving what you want needs a decision to be made between an "I told you so" short-term so long-term achievement.

Here are a professional negotiator's six most important rules:

Framing the conversation as a partnership to solve a common problem:

Expert bargaining tactics, the most crucial thing to remember while negotiating is that the enemy is the issue itself— not the person right in front of you. When you follow an attitude of "me vs. them," your body language, word collection, and the sound that communicates them will unintentionally create a competitive environment.

Perhaps your spouse is telling you to attend tonight's yoga class, but you've been watching the game with your ears. You can learn by "stepping up" that your spouse intends to relieve stress, in which case a long back-rub can be just as effective and allow you to watch the game simultaneously.

Using a great example where an employee is looking for a raise— although their core intention is not to make more money but to raise their quality of life. In this situation, if an increase does not fit in the budget, the company has many other choices, such as expanding the vacation time or changing the employee's workload to fit their workflow better.

In "stepping up"— establishing the more general-purpose behind the action — new options are available, and where all sides leave happy, a successful

agreement will proceed.

A significant advantage of stepping up is to reassure each group that their purpose is not merely to win the target of a deal, but rather to accomplish a more significant objective that they believe will help them succeed.

There is almost always a common goal that both sides share. However, they get lost in the heat of the immediate conflict. If a meeting threatens to intensify into a dispute, standing up and setting the larger common goal becomes necessary to steady the dialogue.

3. No immediate response: Expert negotiator tactics. It is one of the most important skills to cultivate for a successful negotiation. When someone brings forward their idea, do not present an instant counter-argument. It takes courage to share your thoughts. Reacting quickly with an opposing view is a sure-fire way to put them on the defensive.

When someone makes a suggestion, it means they have a vested interest in seeing their proposals play out — consciously or subconsciously. Therefore, this is where almost 100 percent of their attention will be devoted immediately after proposing.

That's why this is the time when they'll be less open to your suggestions, and if you're trying to pipe in with your thoughts too soon, you could speak to thin air as well.

Instead, give the attention it deserves to their idea— ask questions and explore their proposal. It is not only more polite, but it will also leave them open for reciprocating and sharing the thoughts in depth. Ultimately, if you disagree, do not use the idea of saying the series.

You will be annoyed by flat, saying "I disagree" and put up a wall that will keep them from listening to your argument. Alternatively, first, explain your position and your concerns. Or better yet, ask questions that will push them in their presentation to answer your issues and any possible gaps.

4. Asking questions: Asking questions can be an indispensable bargaining tool, which helps you to address the views of someone else with respect— but the focus here is on "respectfully."

It is essential to maintain a partnership and, indeed, to avoid any sign of hostility in your voice before you ask a question. If you're asking questions

with a sarcastic tone in your speech, you can guarantee that they're going to pull something out of their butt that might make no sense at all, or that they're not really behind them, but they're going to add intangible bricks to their case base.

Alternatively, the questions should apply to the cracks within these bricks in a calm manner. The right questions would encourage the opponent, instead of having to do it for them, to undermine their case, resulting in resentment.

When you ask a question, it is also useful to ask for permission. For instance, "Do you think I should ask you a question? "This will magnify the value of the problem and, in turn, discourage them from dodging the answer.

5. Proposing a hypothetical situation: 4 expert negotiator tactics Proposing a hypothetical situation in which your proposal might be used is a simple way to lower a negotiation's defensive guard.

It subtly persuades the rival to step away from the negotiation ring and use their imagination to create a scenario they can see from your point of view. It may be hypothetical, but it takes you one step closer to your bargaining side. If in the conversation you hit a wall, phrases such as, "under what conditions would you be willing to give up on this? "

It will require the boss to determine the requirements you need to lift.

In a couple's earlier example, where one wants to spend the night doing yoga, and the other wants to watch the game, the question could read, "under what conditions are you willing to go with me to yoga? " Beware of intimidation tactics: 5 expert negotiator strategies

Most people enjoy dealing with intimidation tactics and will use provocative words like "Really?" That's your point of view? "This is it? What are you going to do with that? "To make almost any argument sound stupid, certain types of phrases can be used. In this case, the worst thing you can do is try to provide further logic.

Doing so will make it look like you're not comfortable in your points, and will eventually replace what might have been a full initial claim with flimsy new facts you've just come up with on the spot, in all probability.

Instead, the best thing to do here is to stand firm in the role you've already claimed.

CHAPTER 46:

The Power Of NLP

WHEN IT COMES RIGHT DOWN to it, NLP can offer endless benefits to you. When you learn how to control how you think, you can influence so much of what you are doing, and that is something that you should remember to take control of. The fact that you learn how you can better control yourself means ensuring that you are the person you want to be. You can teach yourself to go through life following the patterns of thought that matter to you. You can ensure that you will be prepared for anything thrown your way at the end of the day, and that is powerful. That is something that you can make full use of to ensure that you do live the life that you want.

It Can Clear Your Vision

When it comes right down to it, NLP can help you clear your vision. Not your physical vision—but instead, it can help you learn how to focus on what you want. It removes your aspirational sights. You can clearly understand what it is that you truly want in life. You can point at the goals that you hope to achieve and apply them to your everyday life. You can begin to make sense of those subconscious patterns that will exist within the way you behave, and when you understand those, you can start to apply them as well.

In particular, when you learn to use NLP, you can focus on goals aligned with one specific purpose, and when you make use of these methods, you can usually ensure that it happens for you. You can generally ensure that you can better control yourself. You learn that you can better understand how you interact with both yourself and with those around you. You know that you can operate within that goal that you want—and because you will have a plan that you have had to articulate, you will be more likely to achieve it in the first place.

It Can Help You Overcome Your Limiting Beliefs

We all, to some degree or another, have limiting beliefs. These are negative beliefs that do nothing but hold us back. It could be a belief that you are useless. For example, it could be that your opinion is that you cannot succeed at what you wish to do in life. It could be that your idea is something else entirely—but whatever it is, it is limiting you. Let's go back to that example involving the hypothetical car accident. After the accident, the limiting belief will have been directly related to the accident itself. It will be that underlying thought that keeps you back from getting into the car again. It will be that belief underlying everything you are doing, saving you from being able to control yourself better. It is that belief that you will be going through all sorts of problems that will not serve you well.

No matter what your limiting belief is, however, NLP can teach you how to overcome it. NLP will focus on reframing that current belief in some way. It is typically done through the use of changing the meaning that you assign to what is happening. It is changing the way that you talk about these situations. When you change this, you are engaging with the linguistic portion of NLP, but you can defeat the negativity that is holding you back in doing so. It helps you figure out how you can change your mindset just enough to ensure that you are more in control. It ensures that you are better able to provide these for yourself to change everything about how you view the world, enabling you to make the changes that you will need in life.

It Can Make You Self-Confident

How you engage with NLP will also work well to aid in self-confidence issues. Many people, especially when their mindsets are already so incredibly damaging, already suffer from low self-esteem. However, because you will be able to take control of yourself, you will move forward in life with confidence. You understand that you will be able to change yourself and your thoughts. You know that you can better control yourself. You know that you can ensure that you are the only one in control of yourself, and you make use of that entirely. You take control of yourself. You ensure that you are the one that holds onto your own beliefs. You confirm that you are responsible for those mindsets that you take and how you allow them to control you.

As a result, you then understand that you can trust yourself to do what is right. You trust that you can ensure that you are making the right decisions. You can do this with ease, and in doing so, you guarantee that you are better suited to control yourself. This confidence can also be anchored, which teaches yourself how you can trigger yourself to feel something on a whim. You can practically take control of how you interact. You can force the point. You can make it so that you decide that you should act in those manners, which helps you much.

It Can Help You Manage Relationships with Difficult People

Another critical point to remember is that when you use NLP, you learn how to understand yourself. You are learning to understand that frequently, how we engage with other people is essential to consider and that you can choose not to react to people with that same visceral anger that you may once have. We all have people in our lives that we do not like, whether they are people we have to regularly see at work or people that we only occasionally see. No matter the situation, however, it is crucial that you understand how you can best deal with yourself. When you know how to cope with yourself and how to best deal with your own emotions, you can essentially reframe how you see the people in your life, including those used to annoy you. You can learn to tolerate them, and in doing so, you can usually also learn to respect them better.

Further, NLP is all about encouraging rapport development—that essential, essential technique that you will require to ensure that you can control how you behave. When you look at NLP, you are better able to see that you can typically learn how to connect with difficult people, and you can also use those methods to build up a rapport with someone else that may not like you. It can aid you greatly in ensuring that you can facilitate a good relationship with them as well.

It Can Help You Lead

NLP is also great for any sort of leader. If you are going to be leading or controlling other people in any kind of aspect, being able to understand and utilize NLP is a great way to ensure that you are developing the right abilities to help you. You can create the commands you will need to ensure that other people see you as worthy of respect. You make the capabilities

you need to ensure that people around you start to recognize that you are worthy of that respect by developing your rapport with them. Further, you can also create the ability to read other people, understand where they are coming from, and be able to ensure that you can better cope with how you deal with other people. These processes lend themselves heavily to a leadership position, and by mastering them, you can ensure that you are better positioned to lead effectively.

It Can Help You Problem Solve

The use of NLP is all about creative thinking. It is about taking a problematic thought and then thinking about how you can think about it differently. It is being able to see a dog and decide that you are going to think about it differently, and instead of defining it as a dog, you are going to describe it as a four-legged household domestic mammal that is also known as man's best friend. When you change the way you get around defining something, you can change then the reaction you have to it, and that is what NLP wants to do. Those skills, however, also lend themselves well when it comes to creative problem-solving. You learn to identify the way of thinking to find different patterns, and that ability can also become extrapolated and used to help benefit other situations. You can look at the way that you can solve other problems as well with these methods. You can learn how you can develop new strategies and new approaches to a situation because of the resilience that you create with these processes.

It Can Help You Control Your Mindset

You must also consider that, when you use NLP, you can control your mind along those same lines. You can take utter control over those areas in your life. That you once believed to be entirely out of your grasps, such as your thoughts and your feelings. Many people regard feelings to be entirely out of your control because they are automatic and intuitive. While that may be the case, it is also important to remember they are only the product of your thought processes that you are having at any point in time. When you keep that in mind, you can understand that you can control your mindset and emotions. You have the freedom to create the feelings and the motivation that you will need to ensure that you get the results that you need at the end of the day. When you can change the development of these thoughts and

improve upon yourself, you will find that you will benefit significantly better yourself, which is very important to remember.

CHAPTER 47:

Making Meaningful Connection

NLP Enhancing Communication

NLP can help you improve your communication skills. The key advantages and disadvantages of neuro-linguistic programming is the development of excellent communication skills. Most sales executives, managers, and others who live the way they interact have trusted NLP to develop these skills. The NLP has a powerful linguistic component, as you can gather from the name. NLP's central principle is that our understanding of the world depends heavily on terms used to describe it to others and us.

Neuro-language programming is psychotherapy and method to personal development that concentrates on identifying and researching productive persons. The concept is that whatever an individual can do can be separated and taught to anyone else. Most NLP models are based on highly successful salespeople and other communicators.

What you say and how you say it can affect how you respond and relate to others. According to NLP, the essential part of interaction is your contact. It suggests that what you say is very much related to the understanding of your words by others. Cross was confirming that the individual you speak to understands you in the same way you believe they know you are an essential part of NLP.

Building relationships are essential for good interaction with someone. To build relationships, you should find a middle ground and build on it. All potential ways of building relationships are common interests, likes, or dislikes. Once you've developed a friendship, you can see the other person's position much more quickly. You will feel like you understand them when you are related to somebody and have an excellent standard connection.

One way you can start building relationships with someone is through subtly matching body language. Studies have shown that a large proportion of contact is not made with only words or voice but also with our bodies. You can make a person feel more at ease by matching the tone and eye contact patterns. When someone is relaxed, they think they can start opening up to you, and there can be more effective communication.

The second NLP approach for establishing relationships is essential to cultivate a real interest in the other individual and its world model. Expressing interest and asking more questions about subjects that another individual cares about will prove you a genuine friend. It is typically straightforward to tell people how they want to handle the discussion in a couple of minutes. Let others take the lead and ask questions so they can feel the conversation in their way. You will quickly create relationships by asking legitimate questions and taking an interest in others ' concerns or issues.

One word of advice is that relationship building is a complex science. If you are too apparent to fit your non-verbal questions or are not sincere in your questions, then the relationship will be broken. You need to do as little as possible to build relationships with someone as a general rule. Do not automatically suit all of your non-verbal gestures and respond to what they have to say. Expanding your capacity to build relationships requires a great deal of training and persistence while improving your skills. The best option is only to learn one form of matching at a time until you can do it quickly and without needing to think about it explicitly.

Tips to Improve Your Communication

When one speaks, he/she uses excellent body language, so it is essential to watch your body language. If you chat and not see anyone, or just watch your television, the communication will not be sufficient. This kind of dialog is one of the worst. The nonverbal or unwritten signs sometimes say more than we believe. Transmission of the body counts; this is essential for private meetings and video conferences. Make sure your body language is open and accessible. It means you don't have to cross your arms. Just keep your eye in touch so that someone else knows that you pay attention.

Avoid the Unnecessary Discussion Fillers In your discussion by using shortcut spells. The "Ummm and Aaah" are not doing much to change your

voice or regular interactions. It is one of the easiest ways to talk to your family and friends. When you use jargon or a brief spell in your talk or dialogue, it's easier to list your discussion with interest

Having a small conversation and other openings script is an excellent way of communicating with others. Small talk or chat is an art that most people don't have. The family or professional's approach can allow you to share opinions. You can also transform small discussions into the discussion by sharing data that can help you and the other individual find some common ground. These little talks can make you a better person in the longer term.

Tailor Your Statement to Your audience. The people and the way you talk are the best and productive conversation. You are using a different body language for other individuals. Compare how you feel comfortable talking to your buddy when you are talking to your boss professionally.

Asking questions and repeating what the other person said. Asking questions and repeating the last few phrases of the other person indicate that you are concerned about what they mean and help keep you on the toes to clarify things that may be misinterpreted. When you ask your family the same question and then see him/her, how do they respond to your request?

Be a good listener. Listen and talk. People like to know that they're noticed. Listen, instead of formulating your response, to what the other person says. Demand clarity to avoid misunderstandings. The person you refer to should be the most important in your life at that moment. The critical point is to chat in an orderly manner. It ensures that you do not react to a message or send a text simultaneously while speaking to someone on the phone. The other person knows that she has your full attention.

Who are you referring to? Who are you talking to? It is appropriate to use abbreviations or informal terminology when you speak with a friend, but "Hi," or another colloquial language, when you text or e-mail your employer, has no position in the post. You cannot presume that the other individual knows the meaning of the acronym. Many acronyms have multiple meanings. I know you would not like to be misinterpreted. Good communicators concentrate their communication on the person they talk to, so try to consider the other individual to communicate your idea.

Until you hit send, test your e-mail. Spelling and grammar checks are lifesaving, but they're not dumb. Double-check what you have written to

ensure that the intended meaning is conveyed in your letters.

Be short, but clear. The practice is brief but precise enough for written and verbal interaction to give the other person enough information to understand what he is trying to say. Moreover, if you reply to an e-mail, ensure that you read the whole e-mail before giving your response. You will learn not to wander or provide excessively many details with enough training. Write down stuff, take some notes when you talk to someone or meet, and don't depend on your memory. Write a follow-up e-mail to ensure that you comprehend what was said during the chat.

It's best to pick up your phone occasionally. Rather than sending the e-mail, call that person if you feel that you have much to say. E-mail is OK, but sometimes it's easier to communicate orally. Think before you speak and before you answer. Please hesitate before you talk, don't say the only thing you recall. Take some time and be careful with what you say and how you say it. You will prevent embarrassment with this one habit. Everyone should be treated equally. Don't speak down to anyone and support everybody. Treat others the same way you treat yourself.

Hold your mood in an optimistic way and smile. Even when you're on the phone, smile to let your positive attitude shines, and the other person knows it. If you often smile and take a positive attitude, people will react favorably to you.

CHAPTER 48:

Powerful Connection Techniques

While neuro-linguistic programming is a practical methodology for discovering and improving yourself, it also has many applications in getting to know and connect with other people. A critical aspect of this is knowing what type of communicator you are. It ties directly into your personality. Some people are extroverted and feel comfortable starting conversations with strangers. Some people are more introverted and don't feel as capable of initiating contact.

How you see yourself can have a substantial impact on what type of communicator you are.

What's Your Communication Style?

Most communications experts agree that there are four main modes or styles of communication- passive, passive-aggressive, assertive, and aggressive. These styles describe how people use language and tone to interact with others. It also has a direct correlation with how you communicate with yourself internally.

When you can identify your communication style, you'll be better equipped to manage your interpersonal relationships, recognize when a situation calls for a different communication mode, and handle your internal monologue. Let's look at the various communication styles and how they can affect your daily interactions with yourself and others.

People who are *passive communicators* are those who choose not to stand up for themselves or be confrontational. Passive communicators may walk away from situations to avoid conflict, even if it means that they end up being mistreated or come out on the losing end of a problem.

Passive communicators may use that style of communication because they feel they aren't worthy of protecting their feelings and rights; they may suffer from anxiety or be plagued by low self-esteem. It's often difficult for a passive communicator to express their feelings and therefore choose to suppress or avoid their emotions.

Because passive communicators can't or choose not to express their feelings and wants and needs, they may feel as if they are doormats- everyone around them gets to do or feel however they want, with little regard for the passive communicator. It may be a perception or a manifest reality but can harm self-esteem, self-concept, and feelings of worth.

Besides, passive communicators also feel a sense of lack of control, confusion, and resentment because they cannot healthily express emotion. It can lead to worsening or spiraling of anxiety or depression, due to a sense of 'invisibility' and the world passing them by without stopping to check in on them. They can also exhibit a lack of emotional maturity. Passive communicators may also show poor non-verbal body language, often having poor posture or maintaining eye contact.

People who are *aggressive communicators* are almost entirely opposed to those who are passive. Aggressive communicators are outspoken and bold about their wants and needs, regardless of the feeling of those around them. People who use aggressive communication exhibit body language, which implies intimidation- actions like puffing out their chests and standing almost 'too straight' to show that they are more significant.

Aggressive communicators are not afraid to talk about themselves, often loudly and without any semblance of pretense. While this type of communication is rarely dishonest, it is also disruptive and can upset others. When people communicate in an aggressive style, it sends the message that their desires are their only concern. Aggressive communicators can cause others to fear and avoid them because their aggressiveness is off-putting, especially passive communicators.

Aggressive communicators also tend to exhibit other personality traits that are commonly perceived as unfavorable, including selfishness and tardiness. They also tend to (loudly) blame their shortcomings on others. While the outside world can exactly see aggressive communicators, many are quite insecure or have low self-esteem. Their aggressive manner of

communicating is used to mask internal turmoil and poor self-concept. Often, this will manifest as a short temper or reckless behavior.

It can be difficult for people to communicate in turn with those who are aggressive communicators. Because it can be hard to approach an aggressive communicator, the conversation often gets precluded, and critical information can be lost. Once you've engaged with an aggressive communicator, they tend to dominate the conversation, not letting others get a word in edgewise. Those who communicate aggressively can come across as bullying or strong-arming others out of a conversation.

People who are *passive-aggressive communicators* choose to express themselves with what often comes across as mixed messages. A passive-aggressive communicator will use nuance, tone, and word selection to convey their wants and needs in a way that seems passive, but is aggressive. For example, a passive-aggressive coworker may want lunch from a particular restaurant, but everyone else votes for takeout from a different place. The passive-aggressive communicator may then say things like, "No, it's fine, I just won't eat today. No big deal."

The words by themselves are harmless and passive. Your colleague is saying, "It's cool. I'm not crazy about that place, so I'll just wait and eat dinner later." It's the tone used that is the hallmark of passive-aggression. What your coworker means is, "I wanted what I wanted, and since I didn't get my way, I'm going to try to make you all feel guilty that I'm starving to death over here." They may even go so far as to bring up how hungry they are over the rest of the day, implying that it's everyone else's fault that they didn't have lunch.

Everyone has had a passive-aggressive moment in their lives, but that doesn't mean you are a passive-aggressive communicator all the time. Teenagers are masters of passive-aggression, and this is because they are still working out how to convey maturing emotions in a positive, productive manner. The problem comes when adults haven't gotten past this phase in emotional development and become permanent passive-aggressive communicators.

It can be frustrating to speak with or regularly deal with passive-aggression from others. While it's not as intimidating as interacting with an aggressive communicator, it can be challenging to separate words from meaning and

have to be on your guard against an emotional assault always. Dealing with passive-aggressive communicators can be like walking on eggshells, wondering what sort of guilt trip will be coming next.

People who are *assertive communicators* are well-balanced in their communications. Think of the communication styles as a triangle, with the point facing down. At the top left is passive communication, and at the top right is aggressive communication. Connecting them down below is passive-aggressive. But if you travel along the full line between passive and aggressive, you'll find a center point which you can mark as assertive.

Assertive communicators are honest about sharing their feelings but are cognizant of the needs and want of others. Assertive communicators take care to listen and speak, and they do not begrudge other people their desires. People who communicate assertively often exhibit three positive traits, known as the three Cs: confidence, clarity, and control.

Because assertive communicators have reasonable control of their emotions, they can express themselves clearly and confidently. Confidence is additionally conveyed through good posture and eye contact. Clarity is defined by the ability to say what you mean and mean what you say without overcomplicating your words or fumbling through mixed emotions. This circles back to control- which can be expressed by using a measured tone and not letting emotions override your words and actions.

Being an assertive communicator doesn't mean that you're not allowed to feel a wide range of emotions. Still, it does mean that you can process those emotions to a point where you feel comfortable healthily expressing them. When you can do this consistently, people will be comfortable trusting you with their feelings, and you'll also become a better listener.

Assertive communication has other advantages as well. If you are a person who rarely loses their cool or never gets worked up, people are more likely to sit up and take notice when you say that something is cause for alarm. People who are assertive communicators are also not shy about setting boundaries and are less likely to feel like they are being taken advantage of. They take responsibility for their actions and give credit to and lay blame on others gracefully.

Using NLP For Better Communication

Neuro-linguistic programming is a beneficial way to make a conscious effort to improve your communication skills. You can use NLP to learn to control your emotions, find ways to process difficult or awkward social situations, and find ways to speak your mind and set boundaries effectively and positively.

To use NLP to improve communication, it helps identify what you'd like to change or strengthen concerning your communication style. You can use the visualization and modeling techniques that you've learned so far to attain your communication goals and become a better speaker, listener, and conveyor of emotions. Once you've learned to adjust or fortify your communication style through NLP, we'll also take a look at another technique called *anchoring*, where you'll learn to give yourself instant emotional recall by attaching feelings to visualizations. Let's get started! We'll work with some visualization first.

If you are a passive communicator, you'll need to find ways to make yourself more assertive. But what if you're a shy person, or you have a low self-concept? It's essential to be honest with yourself and decide why you are a passive communicator. Suppose you have a definitive reason, such as being deterred from speaking or expressing emotion as a child. In that case, you can use visualization to work on becoming a more assertive, more confident communicator.

You'll need to use the same visualization that you used when working on self-concept exercises. Those exercises are designed to improve your confidence and self-image. You'll want to conjure up imagery of you in a situation that you usually find problematic. Perhaps you have a colleague with whom you have difficulty communicating. Maybe they are aggressive or intimidating.

First, visualize yourself handling your colleague like you usually do. Maybe you shy away from conversing with this coworker or let them take advantage of you. Now imagine standing up for yourself against this coworker. Concentrate on the language that you are using. Concentrate on how it makes you feel not to be pushed around. Picture yourself confidently standing straighter and taller.

When you're done with your visualization, keep the picture in the back of your mind. The next time you have to interact with that particular

colleague, recall that memory. It is your first essential anchoring experience, and you'll be great! Stand up tall, use respectful but firm language, and don't let your abrasive coworker get the best of you. Once you've done it a few times, it will become easier to be assertive, and your coworker will likely back off, matching your tone.

You can also use modeling to improve your confidence and control. Think about someone whose confidence you admire. Confident people do not demand respect but are given it through their actions, especially how they interact with others. If you have someone in your life that you'd like to model for how they handle the 3 Cs of assertive communication, take the time to observe them indeed.

CHAPTER 49:

Are You Doing A Good Job Right Now with Your Communications? (Part 1)

NLP Technique to Break Bad Habits - Anchoring

A Russian scientist, Ivan Pavlov, experimented on dogs by repeatedly ringing a bell while the dogs were eating and concluded that he could get the dogs to salivate by ringing the bell anytime, even when there was no food present. This neurobiological connection observed in the dogs, between the bell and salivation is called a conditioned response or "anchor." Thus, the process of creating a perceivable sensory trigger to the state of how you feel is called Anchoring.

The next instance that you feel low or stressed, you can trigger this anchor voluntarily, and you will notice your feeling will immediately change. To strengthen the triggered response, you can think of another memory when you felt the desired emotion and relive it. When you add a new memory to the mix, your anchor will become more potent and trigger a more robust response.

NLP Technique for Positive Change – Content Reframing

This NLP technique is best suited to combat negative thoughts and feelings. Simply view the negative situation and reframe its meaning into something positive. For example, you just broke up with your long-term girlfriend or boyfriend. You will most likely be hurt and in pain. But you can choose to reframe the end of your relationship with empowering thoughts of being single and new potential relationships. You can choose to focus on the lessons you learned from your past relationship and how you can implement them to have an even better relationship in the future. Thus, by merely reframing the breakup, you can feel better and empower yourself.

This technique has massive appeal in treating post-traumatic stress disorder and for people who have experienced child abuse or are suffering from chronic or life-threatening diseases.

NLP Technique to Improve Relationships - Rapport Building

Rapport is the art of producing empathy in others by pacing and mirroring their verbal and non-verbal behaviors. People like other people who they think are similar to themselves. You can simply stand or sit the way the other person or tilt your head in the same direction as theirs or the best of all, just smile when they smile. All these cues will help you build rapport with the other person. The social significance of rapport building cannot be underscored. Strong personal and professional connections lead to a happier and longer life.

NLP Technique to Achieve Desired Results – Future Pacing

The NLP technique of foremost the subject to a future state and practicing the potential future outcomes to achieve the anticipated result automatically is called Future Pacing. It’s a kind of visualization technique or mental imagery, used to anchor a change or resources to future situations by imagining and virtually experiencing them. Conclusion: a skilled manipulator can lead their victim on a mental journey into the future and influence future responses when the future unfolds. An expert NLP user with prominent Dark Psychological traits may cognitively transport their victim into the future and suggest outcomes while monitoring the victim’s response to eventually get their own desired product into the victim's psyche.

NLP Technique to Be A Leader in Empowerment - Influence and Persuasion

NLP is primarily focused on eliminating negative emotions, curb bad habits, and resolve conflicts; another aspect of NLP deals with ethically influencing and persuade others. Now pay attention to the word ETHICAL here.

One prominent psychology therapist to participate in Grinder’s original research on NLP was Milton Erickson, a leading hypnotherapist and founder of the “American Society for Clinical Hypnosis.” Erickson was

adept at hypnosis that he could hypnotize anyone anywhere and communicate with people's subconscious mind without needing hypnosis. He helped construct the "Milton Model" of NLP, designed to induce a trance-like state in people using abstract language patterns. According to the Milton Model, using artfully vague and deliberately ambiguous sentences will trigger the person to search for the meaning of what they hear from their own life experiences and fill in the details subconsciously. Conclusion this powerful tool can be used for ethical influence and persuade people and help people deal with some deep-seated negative emotions, overcome fears, and increase their self-awareness.

CHAPTER 50:

Are You Doing A Good Job Right Now with Your Communications? (Part 2)

You are probably familiar with the unpleasant feeling that creeps up on you in certain situations and causes you to break out in a cold sweat because you do not feel up to it. Then perhaps now is the right time to think about reprogramming your thoughts and manifesting a new mindset.

Your mindset is based on formative experiences and memories that are no longer present but slumbering in your subconscious. You can still have such a significant effect today, which sometimes gets in the way and prevents further development of existing potential. With neuro-linguistic programming and the right mindset, you can overcome such obstacles and finally be successful. But what is philosophy anyway? This English word can be translated and interpreted in many ways. A general interpretation can be as follows:

- Philosophy of life
- Way of thinking
- Setting
- Attitude
- Orientation
- Attitudes
- Worldview
- Mentality

Your attitude and way of thinking on a specific topic greatly influence how you feel and act. Mutually, there is a connection that is shaped by the experiences you have made. It is the negative attitudes and thoughts that prevent you from being successful because you do not trust yourself to do certain things. It is also positive experiences that you have made in certain areas that strengthen and encourage you.

Maybe you had to give a presentation in your school days and got stuck in the middle of it. That caused a lot of resentment in the school class. This experience still accompanies you today and takes over your entire way of thinking, for example, when you have to give a presentation. You have manifested in your thoughts the belief that you are a terrible speaker and avoid speaking and taking a stand on a particular topic in any situation.

If you had had different experiences at that time, it would not be difficult for you to speak in front of others today. Because of the positive experience of the past has made you a self-confident person. You know your abilities and can use them purposefully. Your mindset is like a filter that determines your environment in the background. According to your imprint and explores your possibilities. However, the question arises whether negative experiences inevitably lead to the fact that you are a terrible speaker, according to the above example. Or is your attitude based on a situation you have experienced, and you no longer want to expose yourself to this negative experience? Some people seemingly master every situation in life with flying colors and know no fears in your environment. You have already been born with incredible talent. Stop! Maybe some people have this ability a little bit in their genes. Perhaps you have acquired this ability first and have completed appropriate training.

In studies, psychologist *Carol Dweck*, who mainly deals with motivation, has an interesting theory. According to this assumption, there are two mindset forms. On the one hand, the Fixed Mindset, the inflexible, rigid, and on the other hand, there is the Growth Mindset, the dynamic and growth-oriented.

Those who belong to the Fixed Mindset category often believe that specific abilities are innate and are seen as a talent. If they fail at a task, this is attributed to a lack of aptitude and skill. People who belong to the Growth Mindset category, on the other hand, have the firm conviction that with the

right commitment, anything can succeed. Such a mindset not only reduces stress but also leads to more success.

The Personal Mindset and Its Effects

Dweck's studies have revealed that people who were often praised for their childhood intelligence have developed a rigid mindset, unlike those commended for their efforts. The tendency here is towards a dynamic mindset. But what do people with a relentless attitude and an active mindset look like?

People with a Fixed Mindset

- Avoid challenges when they could lead to defeat.
- They are not good at dealing with defeat and try to hide it.
- They have the conviction that they have a talent in only one area.
- Negative beliefs are repeated again and again.

People with a Growth Mindset

- One who is eager to learn, curious, and never miss a chance to learn something new and expand their knowledge.
- Have the knowledge that they have to make an effort to reach a specific goal.
- See mistakes and defeats as great opportunities and learn from them.
- They know their weaknesses and work on them.
- Challenges are the elixir of life for them.
- They have an open attitude towards new ways and experiences that they encounter on their path of life.

Accordingly, people with a Growth Mindset spend more energy to achieve something in life and bring about change, even if defeat is often inevitable. Such people do not have the belief that they are highly gifted. Nevertheless, they believe that everyone can bring out the best in themselves if they just work at it.

Be More Successful with Neuro-Linguistic Programming and Mindset Change

The word success is a heavyweight and always weighs on one's shoulders. Have you ever asked yourself in your life what you want to be successful in?

- Maybe on the job?
- In love?
- At sports?

People who want to be successful and are successful have the knowledge they need to develop and be open to new experiences. And they even enjoy doing that. You can take such people as role models to positively find a new mindset and use neuro-linguistic programming to change and strengthen your thinking and attitude.

There are enough people who have had similar experiences and have discarded old thought patterns. They have realized that standing still means certain death and has finally begun to move forward! Of course, individual traits, such as sensitivity to wrong decisions, can be obstacles and help you develop a particular way of thinking. But according to *Dweck***,** you can influence the way of thinking through interactions. By counteracting your negative thoughts and fears, you reduce the pressure, learn new things about yourself, discover new, hidden abilities, maintain a better relationship with yourself and your environment, and can communicate openly and honestly.

Changing the mindset is a process that can be achieved with the following suggestions:

- Open yourself to new things, take on challenges, and practice dealing with defeat. Nothing is eaten as hot as it is cooked. People make mistakes, and setbacks are just as much a part of life. If you want to achieve something in life, you have to become active. It includes the willingness to learn something new and take further, perhaps unknown paths. If something does not work in the chosen way, there are always one or more other options.
- Be patient, and stop limiting yourself through negative beliefs. Strike phrases like "I can't do this" from your vocabulary. Maybe

you are only missing one building block of knowledge about how to accomplish the task. You can acquire this missing piece. Cheer yourself on and use the many possibilities, such as neuro-linguistic programming and reframing. Because with the right attitude, more self-confidence, self-assurance, and self-love, the chances of reaching new shores are excellent.

- Take on the challenges presented to you—no matter whether it's the grumbling boss or a difficult task. Take up the challenge and make the best of it. Don't let your negative thoughts influence you, but paint beautiful, funny pictures in your thoughts. The stress level will decrease, and you will feel less fear of a grumbling boss or a difficult task.
- Do not make too perfectionist demands on yourself, even if improvements are always possible. The Pareto principle offers the right orientation. So, train your skills and expand your knowledge.
- Learn the right way to deal with defeats and setbacks because they are part of life. For example, neuro-linguistic programming helps you communicate better and present your wishes and ideas in an understandable way to others. Setbacks and defeats often result from choosing the wrong words and thus creating a false image.

CHAPTER 51:

How to Win Against Manipulations? (Part 1)

The Art of Manipulation

Manipulation is merely using people as tools to suit your purpose or desire. You can't have remorse or shame if you want to be a successful manipulator. It would be best to view people as pawns that you move around the board game of life. People are handy; why not use them?

It is crucial to be sneaky when you manipulate others. People hate being manipulated and made to do things that they do not consent to. But keep in mind that most people have manipulative tendencies, and manipulation is far from rare. You are merely doing this to get what you want. That makes you powerful and even optimistic. Just make sure to hide your manipulation attempts and disguise your intentions. Otherwise, people will judge you harshly and get mad at you. You can lose friends left and right if you gain the reputation of a manipulator.

So, let's delve into this fascinating and useful subject, shall we?

Mental Manipulation Techniques Explained

Make Someone Your Pawn

You can't just manipulate people with whom you don't share a rapport. You have to build a rapport and prime your subject before you can successfully control him. It means that you need to form some relationship with the person. Using a combination of psychological tricks, you can make a person a week for you. Your subject will be willing to do anything for you if you break down his mind and soften him to your attempts at manipulation.

Priming is best achieved through emotional manipulation. You want to play with someone's emotions. The first step is to make someone feel great

around you. When someone likes you, that someone will be more open to your persuasive attempts and want to please you. He will want to spend time around you because you make him feel good. This time enables you to get your hooks into his mind more successfully. So, start with meaningful flattery. Observe your subject to see what means a lot to him. Then compliment him on the things that he values and cares about. For instance, if he loves sports, plays softball on the weekends, talks about sports with him, and compliments his pitching techniques or athletic physique. Over time, he will become increasingly attached to you.

Next, start the emotional roller coaster. As you get to know this person better and make him feel more attached to you, begin to make him doubt his self-esteem. You can do this by finding things that he is guilty about, or making him feel guilty about what he does. Always play the victim and make him feel like a terrible person. It's possible to pout like a child, but it's even better to act like an adult and pretend to get very hurt about small things he does while telling him that you forgive him. You will look better if you pretend to be an adult who always takes the high road. He will become even more infatuated with you and may start to admire you.

Guilt is very powerful, but so is self-doubt. Plant seeds of doubt in his mind so that he feels insecure. Make him start to hate his friends and family by telling him about horrible things they do or say so that he doubts his social support network and his value to other people. Cause him to question his abilities and skills by saying things like, "You know that you're not good at that!" or "That's not one of your strengths." Tell him that you are merely opening his eyes to his inabilities so that you can protect him from the pain of failure or the pain of being around his hurtful loved ones. Then follow each little insult up with compliments. It will make him very confused. He will start to doubt himself, and he will believe what you say because he is attached to you. People are quite sensitive to suggestion, so this method works incredibly well. Meanwhile, he still feels like you are a nice person who cares about him. He won't be ready to end all contact with you just because you insult him from time to time.

The final part of priming is making someone doubt his sanity and perception. Tell him how he is wrong and come up with convincing arguments as to why. Inform him that he is making things up or misremembering things all of the time. Over time, this will chip away at his

security and certainty in his mind. This method is known as gaslighting, and it is one of the best ways to prime someone. Don’t take gaslighting lightly. You can use it to drive someone crazy over time. It’s a great form of psychological warfare against someone close to you.

Get A Good Read on Someone

There is another side to priming that you need to take into account. This site is reading. To manipulate someone, you must get a good read on someone. Natural manipulators are adept at reading people at a glance. If you are not so good at reading people right off the bat, then you can use time and priming to get a good read on your subject.

You want to get to know the person very well. Listen to everything he tells you and glean his speech for potential emotional weapons to use against him. Anything he confides in you or accidentally reveals to you can be turned into a weapon at any time. Save these weapons in your back pocket for when you need to use them.

What are the best emotional weapons? Guilt is probably the most powerful one of all. People hate feeling guilty. So, find out things that he feels guilty about.

Also, find out things that he loves or cherishes. You can give him these things to make him happy and reward him for his work for you. Or you can cripple him by destroying these things. Love and passion give people power and a will to live. Taking these things away can crush a person. Try to become the gatekeeper of the things that he loves so that you can gain ultimate power over him. For example, bar his access to his loved ones and pitch a fit when he talks to people you disapprove of, but let him speak to the people he loves whenever he does what you want.

Trust is a great weapon that you can use. Most people desire to be trusted. You can tell him that he is not trustworthy because of various things that he has admitted to. Then make him do what you want for the sake of winning your trust. Let’s say you’re dating a guy, and you want to manipulate him. Tell him that you don’t trust him because he admitted to cheating on his ex. Tell him that you worry, he will cheat on you. Or claim that you have been cheated on, so now you have trust issues. This way, he will want to win your trust. He will jump through hoops to make you trust him, including cutting off people you don’t like in his life. You can make him cut off

female friends and friends who encourage him to drink and have a good time without you around by saying that you feel threatened by these people.

Insecurities are fantastic weapons. Whatever hurts the individual will become apparent rather quickly as you get to know him. Some people are so prominent about their insecurities that you will be able to read what they hate about themselves right away. When someone becomes quiet after a particular subject is brought up, you can bet that he feels insecure about that subject. You can also guess what bothers him based on blatant flaws, such as excessive weight or poor relationships with his wife. But mainly, you will learn his insecurities by listening to him. Listen to what he talks about and notice the things that seem to bother him or complain about it. These insecurities are things that you can bring up at opportune moments to hurt him. You can also urge him to do something to atone for what he lacks or to fix a flaw that he perceives in himself. You can also plant new insecurities in his mind by casually mentioning flaws that you notice in him or saying nasty things to him about himself during arguments.

Play the Victim

Playing the victim is your number one “get out of jail free” card in life. If you become adept at playing the victim, you can pretty much justify anything that you do and make your subject feel terrible about anything that he does.

First of all, you want to believe that you are the victim. You can accomplish this by rationalizing things. Use your conscious processes to justify your actions. Think of ways that others have wronged you to excuse your actions. As long as you believe that you are the victim, you won’t feel guilty about playing the victim card.

You also want to establish your innocence and vulnerability. You want to appear like an innocent victim being harmed by life so that others feel sorry for you. Tell people sob stories about how the world is against you. Make sure that your situations are not self-imposed so that others don’t get irritated and think that you blame others for your problems. An excellent example of this is talking about how you were abused as a child to explain why you have difficulties picking the right love partners and healthy friends now. It excuses your actions and makes you seem like a victim who cannot

control your mind or help yourself. Strike sympathy in others so that people want to support you.

You can also very effectively play the victim card by telling other people what he does to you. Act as if you aren't complaining about him. Casually mention things that he does that are abhorrent. Blow what he did out of proportion to make him seem terrible, but don't make it evident that you are trying to complain about him. Instead, make it seem like you are the victim of his actions, and you don't realize that you have been wronged. Other people will become shocked and even outraged that he would do this to poor little innocent you. They may even become your soldiers, confronting him and making him feel guilty.

Guilt is your best trump card. Use it well. But also use it wisely. Playing the victim card too often will wear out its power.

CHAPTER 52:

How to Win Against Manipulations? (Part 2)

How Is NLP Used for Manipulating People?

NLP training is conducted in a pyramid-like structure, with sophisticated techniques reserved for high-end seminars. It is a complex subject (whoever said anything related to the human mind would be easy?). However, to simplify a complicated concept, NLPers, or people who practice NLP, pay keen attention to the people they work with. They watch everything from eye movements to skin flushes to pupil dilation to determine what type of information people are processing.

Through observation, NLPers can tell which side of the brain is dominant in a person. Similarly, they can tell what sense is the most active within the person's mind. The eye movements can determine how their brain stores and uses information. It is also easy to decipher whether the person states facts (telling the truth) or making up facts (lying) by looking at his/her eye movements.

After gathering this invaluable information, NLP manipulators will subtly mirror and mimic their victims (including speech, body language, mannerisms, verbal-linguistic patterns, and more) to give a feeling of being 'one among them.'

NLPers will fake social clues to lead their victims into dropping their guard and entering a more open, receptive, and suggestible state of mind, where they become ready to absorb whatever information their mind is fed. Manipulators will cleverly use language that focuses on a person's predominant senses.

For example, suppose a person is focused on his/her visual sense. In that case, the NLP manipulator will most likely use it to his/her advantage optimally by saying something like, "Do you see where I am coming

from?" "Can you see what I am trying to tell you?" or "See it this way?" Similarly, if a person is a predominantly auditory person, the manipulator will speak to them using aural metaphors like, "Just hear me out once, Tim" or "I hear you."

By mirroring their victim's body language and verbal-linguistic patterns, NLP experts, or NLPer manipulators, attempt to accomplish a clear objective – building rapport. The goal is the same – to strike a connection with their victims, making it easy for them to let down their guard.

Once the manipulator uses NLP to build rapport and get the victim to let down his guard through intelligent use of body language and verbal patterns, the victim becomes more open and suggestible. Fake social cues are fed to the victim to make their minds more malleable.

Once they build a rapport, NLPers will begin to lead the victim into increased interaction in a sublime manner. After having mirrored the victim and establishing in the victim's subconscious mind that he/she (the manipulator) is one among them (the victim), the manipulator increases his/her chances of getting the victim to do whatever the manipulator wants. They will subtly change their behavior and language to influence their victim's actions.

The techniques can include leading questions, sublime language patterns, and a host of other NLP techniques to maneuver the person's mind wherever they want. The victim, on the other hand, often doesn't realize what is happening. In their view, everything is occurring naturally/organically or according to their consent.

Of course, manipulators (however skilled) may not be able to use NLP to get people to behave in a manner entirely out of character. However, it can be used to steer people's responses in the desired direction. For instance, you can't convince a fundamentally ethical and truthful person to act dishonestly. However, you can use it to get a person to think in a specific direction or line of thought. Manipulators use NLP to engineer individual responses from a person.

NLP attempts to accomplish two ends, eliciting and anchoring. Eliciting occurs when NLPers use language and leading to draw their victims into an emotional state. Once the desired shape is accomplished, the NLPer will arrive at the emotion with a specific physical clue, such as tapping on their

shoulder. It merely means that an NLPer can invoke the same sentiment in you by tapping your shoulder.

For example, let us say the NLP manipulator makes you feel depressed or unworthy using language, leading, and other NLP techniques. It is followed by tapping the back of your hands in a specific manner to create anchoring. Thus, each time they want to create an emotion of being disillusioned, depressed, and unworthy in you, they will tap the back of your palm. It is nothing but conditioning you to feel in a certain way with linked physical clues.

Now that you have a fair idea of what NLP is or how manipulators can use it for submission, what can you do to guard yourself against NLP manipulators?

Here are some tips to prevent NLPers from pulling their remarkably smart yet sneaky tricks on you:

1. Be wary of people mirroring your body language. Agreed, you didn't know this until now. Still, people imitating or copying your body language is one of the giant red flags of them trying to manipulate, influence, or persuade you to act in a desired manner. I enjoy testing these NLP experts using subtle hand gestures and leg movements to gauge if they are indeed mirroring my body language to establish a rapport.

If they follow suit, that's my clue to flee! Experienced NLPers have mastered the art of subtle mirroring, which means you may not even realize they are imitating your actions. NLP beginners will instantly imitate the same movement in their eagerness to establish a feeling of oneness. The right way for you to call their bluff!

2. Confuse with eye movements. Another fantastic way to call an NLP manipulator's bluff is to notice if they pay very close attention to your eyes or eye movements. NLP users often examine their target or victim's very carefully. The eye movements are scrutinized to gauge how you access and store information.

In effect, they want to determine what parts of the brain you utilize to gather clues about your thoughts and feelings. I say beat this by darting your eyes all around the place randomly. Move them upwards and downwards or from side to side in no apparent pattern. You are throwing

your NLP manipulator off course. Make it appear natural. Their calibration will go down the wayside.

3. Beware of people's touch. If you know a person practices NLP, and you are in a significantly heightened or extreme emotional condition, do not allow them to touch you in any manner. Just throw them off course by suddenly laughing hard or flying into a fit of rage. You are confusing them about the emotion they need to anchor. Even if they attempt to establish a physical clue to invoke certain feelings, they'll be left with a mixed bag of crazy laughter, rage, and whatever else you did.

4. Watch out for permissive language. The standard language used by NLPers includes "be relaxed," "relax and enjoy this," and other similar statements. Beware of this NLP, hypnotist style language that induces you into a state of deep relaxation or trance to get you to think or act in a specific manner. Skilled or covert manipulators rarely command straightforwardly.

They will cleverly seek your permission to give you the impression that you are doing what they want you to do out of your own free will (one of their many sinister tricks). If you observe experienced hypnotists, they will never outright command you to do anything but seek your permission to make it appear as if it is being done organically, with your consent.

5. Guard Against Gibberish. Watch out for mumbo jumbo that just doesn't make any logical sense or twisted/complicated statements that mean little. For example, "As you free the feeling of being held by your thoughts, you will find yourself in alignment with the voice of your success." Does this make any sense? NLP manipulators won't say anything purposeful, but rather, they will program your emotional state to lead it where they want to.

The best way to prevent this sort of hypnotism-NLP-induced manipulation is to urge the manipulator to be more specific. "Can you be clearer about this?" "Can you specify what you mean by that?" It won't just interrupt their cleverly set technique but will also force the interaction into precise language, thus breaking the trance brought about through ambiguous words and phrases.

6. Don't quickly agree to anything. If you find yourself compelled to make an instant decision about something important, it feels like you are steered in a specific direction and escape the situation. Wait a day to make a

decision. Do not be swept or led into making a decision that you do not want to make on an impulse. Sales professionals are adept at manipulating buyers into purchasing something they don’t need using sneaky manipulation and NLP tactics. When someone rushes you into a decision, it should be a warning signal to back off and hold on until you’ve thought more about the situation.

CHAPTER 53:

How to Recognize Manipulation and Persuasion?

Many people fail to recognize the nuances between manipulation and persuasion. Both seek to convince someone else to do something else. They are quite different in enough key ways to be classified entirely differently. One is only beneficial to the manipulator (manipulation), while the other ideally, should benefit both people. Because of these critical differences, manipulation becomes far more insidious than persuasion. The manipulator sees the other person as a tool, a means to an end, whereas the persuader considers the other person as a partner.

Defining Persuasion

Though persuasion involves changing someone else's mind, it is not necessarily a bad thing—there are plenty of ways to use persuasion innocently or benevolently. Persuasion is any method that will actively change another person's thoughts, emotions, actions, or attitudes toward another person or thing. This change is seen as a persuasion. It can be done inwardly toward oneself through changing one’s attitudes, or it can be done to other people as well.

Usually, persuasion is used as a form of influence—it is everywhere. It is present in ads, politics, schools, professions, and just about everywhere you could think of. If you can think of something, chances are there is some sort of persuasive layer to it somewhere and somehow.

When persuading someone, four key elements must be present. These four elements are:

- Someone who is doing the persuading
- The message or the persuasion
- A target recipient for the persuasion
- A context that the persuasion is received

Each of these four key elements must be present for something to be considered persuasive. Of course, this means that manipulation would fall within the category of persuasion as well.

Defining Manipulation

In psychology, manipulation is a type of influence or persuasion, but unlike regular effectiveness, manipulation is covert, deceptive, or underhanded. It means that, unlike ordinary persuasion, which seeks to be most honest, manipulation is often untrustworthy. The manipulator will have no qualms about lying about the situation or attempting to coerce the target into believing something, so long as he gets what he wants.

The manipulator seeks only to serve himself further—he does not care about the target and does not care about hurting the target. The target is seen as little more than collateral damage—a necessary to get the desired results. As such, manipulation tactics are frequently quite exploitative and are almost always meant to be insidious and harmful.

Successful manipulation requires three key concepts to happen. These three are:

- Concealing the intentions and behaviors while remaining friendly upfront
- The victim or target is vulnerable and using those vulnerabilities to the advantage of the manipulator
- Being ruthless enough to not care about the harm caused to the victim

Manipulation can take several different forms, but most of them follow the covert, harmful, and causing no guilt to the manipulator.

Key Differences

Ultimately, persuasion and manipulation are quite similar: They are both forms of social influence, but that is where the similarities end. While effectiveness is generally positive, even within dark psychology, manipulation is not. Manipulation is harmful, ruthless, and insidious in every way, shape, and form.

When you are trying to decide whether something is manipulative or persuasive, there are a few questions you can ask yourself to determine.

Conclusion This simple test can allow you to analyze what you are doing and say to ensure that you make the best choices for you. If you are not looking to manipulate, but the questions tell you that you are erring on the manipulation side, you know to tone it down a bit, lightening up on the manipulative factors. These questions are:

- What is the intention that has led you to feel the need to convince the other person of something?
- Are you truthful about your intention and the process?
- How does this benefit the other person?

The persuader will be attempting to convince the other person from the right place—they intend to help the other person somehow. While they may benefit too, they are primarily looking out for the other person's best interest. For example, you may try to convince someone to buy a specific car because it will work better for their family than the car that the person is currently looking at. It would be seen as persuasion—you are offering facts about the other car and showing how it would likely serve the person longer and better.

On the other hand, the manipulator is not concerned with the needs of the other person—the manipulator will attempt to push for whatever benefits him or her the most. There is no good intention, and there will likely not be much truth either. It is also not likely to help the other person much or may even be detrimental to the other person. For example, the manipulator may try to sell a car that is no good for the buyer simply because the other vehicle may be worth more money and net a much higher commission. The car is not likely to be very good for the buyer's needs, but that is not the manipulator's concern. The manipulator would see that as something the buyer should know on his own and not bother pointing out how the buyer may be making a wrong decision, even if the manipulator knows the decision was wrong.

With persuasion and manipulation so closely related and only differentiated in a few key ways, you may be wondering how to keep your influence ethical. You may even be wondering why anyone would want to persuade, even ethically. There is a simple reason for this: Persuading others can often be quite beneficial to the other person, especially when you do so to better the other. Think of the best leader you may have ever encountered in your

life. Perhaps it was a teacher that just had a way about him that always swayed people to behave. His very presence was enough to keep even the most troublesome students in line, even though those students rarely wanted actually to be in class. He could genuinely keep people involved in the study and appeal to everyone, keeping even the students who would mostly avoid learning in school engaged. He was able to do this through the persuasion of his own. Does this make the teacher a wrong person? Not at all—he simply knew how best to deliver his messages to his targets, and in doing so, he was able to persuade those around him to pay attention.

Ethical Persuasion

Ethical persuasion can be used in a wide range of situations. It can be used with your children to keep them behaving well, and it can be used at work to defuse stressful situations. It can be used to come to some sort of agreement with a spouse or friend. There are endless possibilities for ethical persuasion if you are willing to give it a chance.

Now for the boring part—Ethics. Many people hear the word and feel their brain instantly shut off simply due to the connection to philosophy. However, ethics are essential in every context. Even if you do not intend to use any of the skills presented within this book.

Ethics, as simply put as possible, are the moral principles that guide everything we do. They are meant to govern the individual's behaviors, ensuring that they behave in ways that are beneficial and respectful to those around them. Think of the golden rule you may have learned way back in kindergarten—treat others the way you want to be treated. That is ethics at its simplest. Despite how boring ethics may be, there is no way to deny that they are essential. Think of doctors and lawyers—they have strict codes of ethics that must be followed to ensure that proper client-professional relationships are formed. While you may not be a doctor or a lawyer, you should still be striving to live an ethical life simply to feel as though you have not wronged anyone. When you can manage ethics, you can make sure that those around you have their basic needs met. By behaving ethically, you ensure that you are respecting those around you, while also fostering credibility between yourself and others.

When you remain ethical, you can better your relationships with other people. They will see you as a valuable ally and asset—someone who is

always mindful of everyone else and not stepping on toes. It is perfect when developing personal relationships, as well as developing professional relationships at work.

Ethics can also aid in decision making—since they dictate a specific standard that should be followed, people can more quickly create snap-decisions that will be responsible and capable of ensuring that others are cared for. Overall, when maintaining an ethical point of view, you can remain professional and reliable.

While it may seem challenging to juggle ethics when attempting to persuade someone else of something, there is a helpful anagram to help you: TARES. It stands for truthfulness, authenticity, respect, equity, and social responsibility. When you keep this in mind while attempting to persuade those around you, you will be better able to save your behavior in check. Remember, persuasion, in the right context, can be beneficial to everyone involved. It does not have to be avoided because it falls within the same social influences' category as manipulation. If done correctly, persuasion is a powerful tool that will enable you to continue to act while still persuading someone else to do what you see is right ethically.

When you test your persuasion and intent, start first with analyzing the truthfulness of what you are saying. You want to remain truthful and honest when attempting to persuade those around you for a good reason—you want the other person to be informed. When staying ethical, you should recognize the other person as being their person with their own free will that deserves its respect, just as you would want for yourself. You would not want someone else infringing upon your own free will, and as such, you should make it a point not to infringe on the free will of others either.

When testing for truthfulness, ask yourself if what you have said is true. Beyond that, though, you must ask yourself if you have omitted any information you felt would negatively influence the person or keep the person away from acting in the way you would prefer him or her to do so. You must make sure that you are truthful in your communication and your lack of communication—make sure you leave no pertinent information out, regardless of whether the other person has asked about it or not. You want to make sure that the other person is as informed as possible because you

want the other person to willingly agree to do what you ask without coercion and manipulation.

CHAPTER 54:

NLP And Dark Psychology

Is it safe to say that you are burnt out on being too wary about something you have been yearning to do? Do you believe that being a doubter does nothing worth mentioning in your life? Do you feel that a portion of your past encounters upset you to do your best today? Have you considered mesmerizing as an answer in each one of those? NLP is an abbreviated term for the word Neuro-Linguistics Programming. It is intended to program into individuals' mind the correct point of view to accomplish full life. In addition to the fact that it starts your life into another, it helps you rest comfortably thinking about yourself.

A piece of what our identity today is situated in what was enkindled to us in the past. Generally, on words that we believe that decides our character. When a comment is customized in your psyche, it is difficult to wipe out, particularly those that feature our shortcomings. NLP will probably reconstruct our minds and remove our negative sentiments about ourselves. It is a piece of releasing your inward potential to confront the world without a slight uncertainty. Most cases that are engaged by NLP are fears, sorrow, issues, and so on. Presently, you can kick off onto a superior life.

Aspiration carries importance to each individual's life. Envision your existence without desire and think about what it feels like. It is equivalent to being on a night without great dawn to anticipate. Dreams are not a prerequisite but instead can be an enhancement or a supporter. These things are free and never can be managed. You hold your fantasies, and you can live it. One principle factor that can enable you to go after your story is your certainty. Another is your demeanor towards things. Having no certainty murders a fantasy, and having an inappropriate frame of mind can just bomb you. Both are basic, and it must go connected at the hip to make a decent establishment in your life. NLP can lead the way.

Our cutting-edge Psychology strategizes the most productive approach to contact our brain and discharge the strain inside. Through NLP, they accept that by utilizing imparting to our psyche through language, one can decide herself/himself that he/she has been stowing away on for a considerable length of time. Whatever the strategy's result will all depend on the individual's enthusiasm to break his/her custom of dread and misery. Individuals who are dealt with utilizing NLP verified that it is powerful and straightforward. The spellbinding does its employment of going into the individual's cognizance and putting all the attestation and positive musings. Thus, it is essentially a psyche arising occasion. Of that, I imply that it raises your brain to think better. Like relinquishing the critical side and dispersing out all the positive things that you caught inside your mind. Truly. It is inside you. It simply must be released and stirred. NLP undoubtedly is a development in Psychology.

The web is loaded with many purported masters hawking courses intended to show individuals how to utilize trance, NLP, and other personality control strategies for the individual increase. And keeping in mind that these systems unquestionably can be successful on the individuals who are uninformed of their capacity, the genuine mischief is being made to the individual who uses them.

The universe works as indicated by fixed laws. One of these laws is that genuine progress and genuine satisfaction can come when we stop making narrow-minded life requests. The facts demonstrate that an individual can accomplish extensive amounts of material achievement while being childish. Yes, it is also evident that mental personality control can be compelling for making material progress. Notwithstanding, another fixed law of the universe is circumstances and logical results. Suppose you purposely look to control the psyches of others to satisfy your egotistical wants. In that case, there will be an inevitable moment of retribution, as the negative expectations you are transmitting into the universe pull in ideal negative back to you. You will impact in your life the self-centeredness and double-dealing you cause towards others. It may not occur immediately, but rather rest guaranteed it will happen.

Mind control, NLP, and entrancing are new terms for what individuals used to call dark enchantment. They are veiled as mental strategies and are given the specialist of being logical. Yet, they are essentially the equivalent, and

their objective is equivalent to the old systems of dark performers. They ought to be maintained a strategic distance from no matter what. They all work on the negative post, and any apparent great they bring is in all respects immediately supplanted by much more profound and all the more puzzling issues. Nothing more than a bad memory can emerge out of utilizing these procedures.

Genuine progress possibly comes when we adjust ourselves to the law of adoration. Love speaks to the positive post of life, and by adjusting or collaborating with this law, we emanate and bring to ourselves all the great the universe brings to the table. Yet, to participate with the law of affection, we should prepare our psyches to consider just the most extraordinary life brings to the table, and to dismiss and deny the negative, childish, and arousing wants of our souls. Until we do, we may make extraordinary material progress, yet our lives will never be beneficial and genuinely cheerful. For instance, nobody can deny that Charlie Sheen is a capable entertainer who has accomplished incredible material and professional achievement. In any case, nobody can likewise deny that the existence he is driving will, in the end, wreck him on the off chance that it proceeds toward the path it is going.

It is difficult to exaggerate this reality: except if we line up with the law of adoration, the universe will keep on sending harmful exercises of expanding seriousness until we either change or are broken totally. Charlie Sheen likes to envision he is unique, that what has occurred others won't transpire. Mind control masters accept that they are shielded from their dim workmanship outcomes since it isn't illicit, even though it ought to be. What's more, companies and governments accept they can menace and delude the individuals into tolerating things that are not their most significant advantage. An antiquated saying expresses that whom the divine beings wish to decimate, they first make daze. Maybe we would all be able to acknowledge this idiom before it is past the point of no return?

CHAPTER 55:

Deception

Do you recognize when those around you are deceiving you? Perhaps you would like to understand how to deceive others for your gain, or you want to be able to identify when someone else attempts to deceive you. Regardless of your reasons for your interest, deception is an incredibly useful skill to understand. Remember, when you know how something like deception works, you can also defend yourself from deception's grasp. You will be able to prevent it from happening to you simply because you know how it is done and what to look out for.

Defining Deception

Before you learn how to deceive other people, you must first learn how to define it. Deception is a psychological phenomenon in which someone is attempting to mislead another. It involves attempts to trick other people through actions, behaviors, or words into believing something other than the truth. It sometimes occurs ethically, such as when attempting to perform clinical trials to account for biases, but it should be avoided when not necessary.

Ultimately, the purpose of deception is to mislead others or promote an untrue belief. There are several different ways this can occur, and some people claim that certain types of deception are more dishonest than others, justifying some kinds while abhorring others. However, deception can be considered a form of fraud. It can even be punishable in criminal law depending on the severity, and it could also be seen as grounds for civil suits.

Types of Deception and How to Use Them

When deceiving others, there are several ways that you can choose to do so. With a vast arsenal of potential deceptive techniques and possible methods

that you could choose to deceive others, there is never a shortage of possible deceptions to create. For example, you can lie or omit specific facts—both are still active deception, even though one involves lying and the other merely involves not saying anything. Anything that is intended to distort or misrepresent the truth counts as deception. This part will give you a list of six of the most common types of deception, as well as examples of each.

Lies

Perhaps the most well-known ways to deceive others lie in blatantly stating something that is not true. It consists of answering in ways that are intentionally dishonest to give the other person false information about whatever the individual is hoping to use deceptively.

When lying, there are two main kinds: Lying by the commission and lying by omission. The first, lying by commission, involves adding something false to what you are saying. It is lying in its most natural form and is entirely dishonest. Lying by omission, on the other hand, involves leaving information out altogether. When lying by omission, you will not offer up any information that you know is relevant if it has not been directly asked for.

Equivocations

Equivocations involve indirect answers or ambiguity. When attempting to use equivocation, you are essentially using language that is vague or ambiguous in an attempt to hide the truth. It is frequently used in politics to hide the fact or avoid answering in a manner that would be unpopular. It can also be used during court, with attorneys recommending the person on the stand using ambiguous, equivocal language to avoid admitting guilt while even not lying. It enables the truth to be hidden behind ambiguity, granting plausible deniability.

Concealments

When concealing the truth, people omit specific parts of information. They will tell the details of something excellent or relevant while simultaneously leaving out features they think would hurt what they are trying to get. They may indirectly answer when asked a question to skirt around answering the actual problem, enabling them to hide information they feel may be detrimental.

Exaggerations

When exaggerating, the truth is stretched in some way. At some point, it goes from an innocent exaggeration into the territory of deception. When the exaggeration involves boasting or bolstering your value or importance to the fact that it could be seen as a false advertisement of yourself, it is often considered deceptive. It can also be misleading when you are exaggerating to elicit pity. Such as the case of a child who, during a fight, goes running to the adult in charge.

The child is crying and making herself look pitiful while blaming the other person for starting the battle, even though she may have been the provoker from the start. When you begin to exaggerate injuries, discomfort, or pain to avoid responsibility, you are also deceptive. Overall, the most significant difference between the misleading exaggerations and simple exaggerations as a joke or meant innocently is intent. When exaggerating deceptively, you are doing so to hide something or misconstrue the truth. When exaggerating innocently, people understand that you are using it as hyperbole.

Understatements

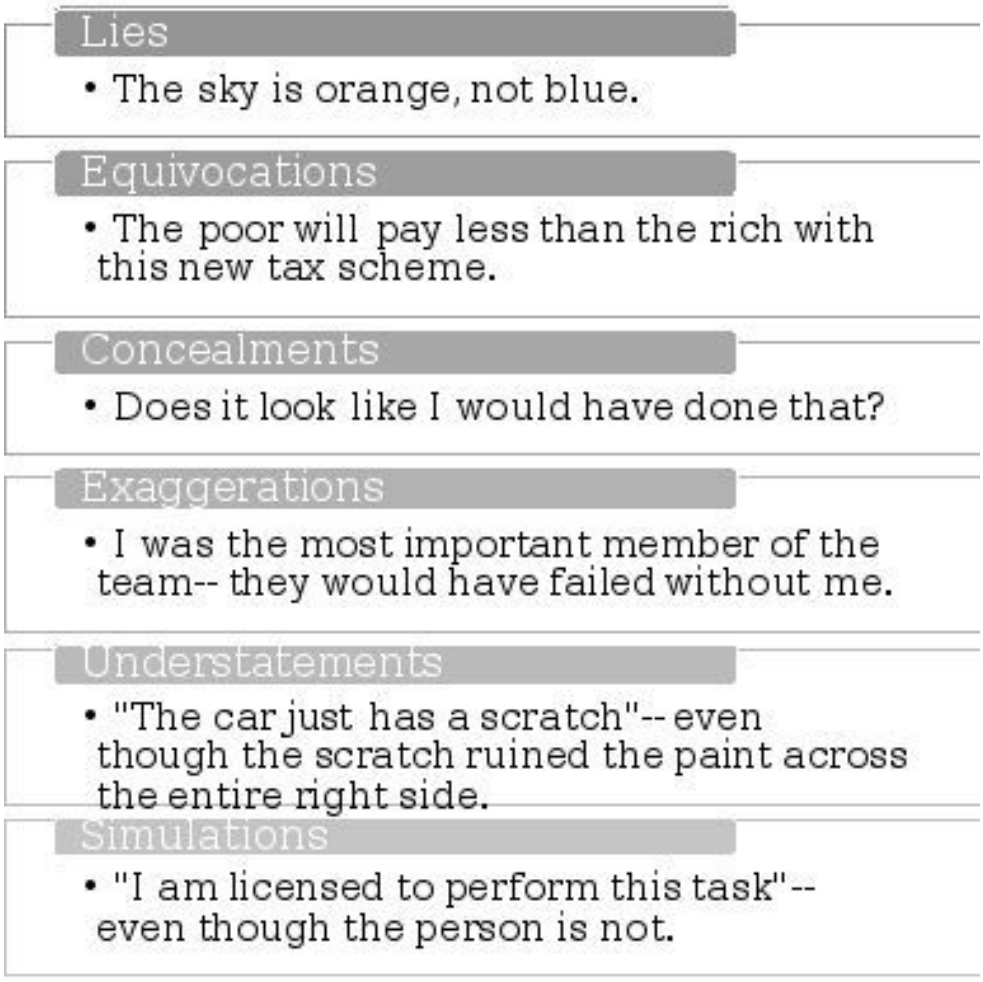
In contrast to exaggerations, some people understate, meaning they minimize the situation to make the truth seem less difficult to accept. When understating something, you can convince other people that whatever has happened is not nearly as bad as others may assume at first glance. It can be used in innocent manners to convey comedy, modesty, or politeness, or it can be used deceptively to misconstrue the truth.

Simulation

In the simulation, you intentionally present things in a false manner. When doing this, usually, you use either fabrication or distraction. Each of these is set to deceive the other party in some way. For example, vision is when someone appears to be someone or something that they are not. You may present yourself as an expert in on a topic in hopes of convincing others that you are to appeal to authority.

You may also pretend to have a license or qualification that you do not have. With the distraction, on the other hand, you distract someone from the truth with something else that may or may not be true as well. For example, suppose someone is attempting to keep someone from discovering that their degree is falsified. In that case, they may instead offer up some other

credential when the degree is being questioned in hopes of distracting the other person altogether.



Recognizing Deception

Now that you understand the most commonly used deceptive strategies, you are free to begin recognizing deception as it occurs. Along with looking for the mentioned strategies, you should also be looking at several other signs. Even those well-versed in front are frequently caught. Typically, by those who know what to look for and how to prevent it from becoming a problem. When you are ready to begin identifying those in your life that deceive you if you suspect that someone close to you has already been attempting to do so, follow the following steps. Ultimately, you want to get an idea of what that person's normal behavior looks like, use that knowledge to look for other signs of stress, pay attention to body language, pay attention to vocabulary, and listen to the voice.

Create A Picture of The Individual's Baseline

Firstly, you must get an idea of what that person's neutral body looks like. Some people are naturally anxious, and you do not want to mistake their natural body language as signs of lying or dishonesty. Because different people will naturally orient their bodies differently with different expected results, you want to ensure that you are familiar enough with what that person looks like neutrally. To get an idea of what that person's neutral body language looks like, attempt to carry a normal conversation with the person, asking questions that people would have no real reason to lie about. For example, in interviews, you could ask someone about their hobbies to get to know the person a little bit more. You could ask questions about the person's age, date of birth, name, or other similar items to get an idea if she touches her face out of nervousness or out of deceit.

Look for Unique Stress Signals

After creating a baseline to compare, you are free to begin identifying whether the person is lying to you. Look for signs that indicate stress, as lying is generally quite stressful on the body. The heart rate and breathing rate will naturally speed up, and while you may not be able to see or hear the increase in heart rate, you may be able to pick up on the change in breathing. Likewise, you may be able to recognize that their heart rate has increased simply due to the presence of self-soothing behaviors, such as biting or licking the lips, touching the face, or messing with jewelry. Especially if those behaviors were not present beforehand, it is quite likely that these distressed signals imply that the other person is lying to you. You may even notice that the person freezes up for a fraction of a second after you have asked something—this is a flash of the fight-flight-freeze response and is a sign that they have been caught in a lie, even if it only lasts for the briefest moment before fading away.

Watch Body Language

Now is an excellent time to study it to solidify that you understand the most common cues. Beyond those most common signs of deception, there is also a list of nonverbal language. When clustered together, almost always implies lying and dishonesty. There are four parts to this:

- *Touching hands*: The individual may repeatedly fidget with his or her hands, perhaps disguising this behavior by messing with

a watch or wedding ring.

- *Touching the face:* When connecting the face, particularly the eyes or mouth, they signify that they are trying to hide something.
- *Keeping arms crossed:* By crossing arms, the individual makes a barrier between himself and others.
- *Leaning back:* Leaning back puts some distance between the individual and the other person, desired during dishonesty periods.

When you see all four of these behaviors happening together, there is a good chance the other person is lying. Of course, this is not an exact science, and you cannot look at someone and know beyond a preponderance of a doubt that they are lying. Still, this cluster of body language is significant enough to recommend you begin looking for other signs of lying.

Listen to Word Choice

Listen to how the person is wording things and seek any signs of the above types of deception. Now that you understand how they are done; you may be more likely to notice when someone exaggerates or understates something to get a specific reaction or is ambiguous to hide something.

Listen to Tone and Pitch

When people are stressed, their voice usually becomes higher in pitch. The reasoning behind this is that the stress and tension felt—when you worry, your body is tense, and when you are anxious, your vocal cords are also kept tight, which makes them produce a higher pitch. When this happens, people may to be caught drinking more water to lessen dry mouth, which is also a result of the same tension and stress that tightened the vocal cords in the first place.

CHAPTER 56:

How to Influence People with Neuro-Linguistic Programming?

Neuro-linguistic programming is a method for changing somebody's considerations and practices to help accomplish wanted results.

The notoriety of neuro-semantic programming or NLP has turned out to be across the board since it began during the 1970s. Its uses incorporate treatment of fears and tension issues and improvement of working environment execution or individual satisfaction.

This article will investigate the hypothesis behind NLP and what proof there is supporting its training.

What is NLP?

NLP utilizes perceptual, conduct, and correspondence strategies to make it simpler for individuals to change their musings and activities.

NLP depends on language preparation yet should not be mistaken for characteristic language handling, which offers a similar abbreviation.

NLP was created by Richard Bandler and John Grinder, who trusted it was conceivable to recognize the examples of influential people's contemplations and practices and instruct them to other people.

The fluctuating translations of NLP make it challenging to characterize. It is established on the possibility that individuals work by inner "maps" of the world that they learn through tactile encounters.

NLP attempts to identify and adjust oblivious inclinations or confinements of a person's guide of the world.

NLP isn't hypnotherapy. Instead, it works through the cognizant utilization of language to realize changes in somebody's considerations and conduct.

For instance, a focal component of NLP is the possibility that an individual is one-sided towards one tangible framework, known as the favored illustrative framework or PRS.

Advisors can identify this inclination through language. Expressions, for example, "I see your point," may flag a visual PRS. Or on the other hand, "I hear your point" may flag a sound-related PRS.

An NLP professional will recognize an individual's PRS and base their restorative structure around it. The system could include affinity building, data social affair, and objective setting with them.

Procedures

NLP is an expansive field of training. All things considered; NLP specialists utilize a wide range of systems that incorporate the accompanying:

• Anchoring: Turning tactile encounters into triggers for individual passionate states.

• Rapport: The specialist tunes into the individual by coordinating their physical practices to improve correspondence and reaction through sympathy.

• Swish example: Changing examples of conduct or thought to go to an ideal rather than an undesired result.

• Visual/sensation separation (VKD): Trying to evacuate negative considerations and sentiments related to a past occasion.

NLP is utilized as a strategy for self-improvement through advancing abilities, for example, self-reflection, certainty, and correspondence.

Specialists have applied NLP monetarily to accomplish work-orientated objectives, for example, improved profitability or employment movement.

All the extra generally, it has been useful as a treatment for the mental issue, misery, fears tallied up tension problem or GAD, and post-horrible pressure issue or PTSD.

The Validity

Deciding the adequacy of NLP is trying for a few reasons.

NLP has not been dependent upon a similar standard of logical thoroughness as progressively settled treatments, for example, psychological, social therapy, or CBT.

The absence of formal guidelines and NLP's business worth implies that its adequacy cases can be narrative or provided by an NLP supplier. NLP suppliers will have a monetary enthusiasm for NLP's achievement, so their proof is hard to utilize.

Besides, analytical research on NLP has delivered blended outcomes.

A few examinations have discovered advantages related to NLP. For instance, an investigation distributed in the diary Counseling and Psychotherapy Research found psychotherapy patients had improved mental indications and life quality in the wake of having NLP contrasted with a control gathering.

Be that as it may, an audit distributed in The British Journal of General Practice of 10 accessible NLP investigations was less optimistic.

It finished up there was little proof for NLP's viability in treating well-being-related conditions, including tension issues, weight the executives, and substance abuse. It was because of the restricted sum and nature of the accessible examination, instead of proof that indicated NLP didn't work.

In 2014, a report by the Canadian Agency for Drugs and Technology in Health found no clinical proof for NLP's viability in the treatment of PTSD, GAD, or melancholy.

Be that as it may, a further research survey distributed in 2015 found NLP treatment to affect people with social or mental issues positively and because the creators said more examination was required.

The hypothetical reason for NLP has likewise pulled in analysis for lacking proof-based help.

A paper distributed in 2009 reasoned that the hypotheses behind NLP were as yet no tenable. Following three decades, and proof for its viability was just recounted.

A 2010 survey paper looked to evaluate the examination discoveries identifying with the speculations behind NLP. Of the 33 included investigations, just 18 percent were found to help NLP's fundamental beliefs.

In this way, notwithstanding over four years of its reality, neither the adequacy of NLP nor the speculations' legitimacy has been exhibited by substantial research.

Likewise, it is significant that exploration has, for the most part, been directed in helpful settings, with few examinations into the viability of NLP in business conditions.

Considering how well NLP functions has a few handy issues, too, adding to the absence of lucidity encompassing the subject. For instance, it is hard to straightforwardly think about investigations given the scope of various strategies, methods, and results.

CHAPTER 57:

Look Inside Yourself

To accurately read other people, we must first know how to read our own emotions and thoughts. After all, what is the goal behind analyzing others? It's to develop a deeper understanding of humanity, and this desire is incomplete if it doesn't include ourselves. Understanding your own emotions is essential for countless reasons: career success, healthy relationships, and living a peaceful existence in general. But it will also help you in understanding all social dynamics you are surrounded by. Let's look first at the consequences of not understanding yourself.

What Do Unrecognized Emotions Result In?

When we bury or repress our feelings, by not taking the time to understand them or ourselves, serious issues exist not only mentally, but physically as a result. Not having time to pay attention to and deal with your emotions will affect your mentality, ability to develop and grow as a person, and personal relationships.

•Physical Consequences: Repressing or ignoring your emotions on a long-term basis will lead to severe issues, such as permanent fatigue, arthritis, or lowered immunity. Studies show that your mentality directly relates to your ability to heal from serious illnesses. People with severe physical health issues have trouble with everything in life, including accurate judgment when interpreting others' behavior, thoughts, and moods. If you wish to get better in this area, you must first notice your own emotions.

•A Lowered Ability to Accurately Read Others: When you ignore your feelings, you cannot accurately judge what you observe in other people. If your goal is to analyze other people and understand what they think and feel, you must first have a logical perspective. For example, if you struggle with insecurity and don't believe in yourself, you will likely interpret

someone else's actions as hostile towards you when they don't necessarily show this.

To have sharp, perceptive observation skills, you need mental energy, and keeping emotions buried burns off this mental energy. It means that you don't have the stamina necessary to perform other cognitive tasks, even something as simple as accurately gauging what others think or feel.

How to Learn More About Yourself:

Conclusion: a person who decides to get healthy emotionally and genuinely understand themselves is committed to this path and willing to do whatever it takes. Although this is not always comfortable or easy, you will become much smarter and observant about others once you undertake it. Feelings are the most reliable way to find out what is happening inside your mind. Many methods exist for identifying your emotions, meaning that you can pick the plan that works best for you.

While some people find that it's easiest to do this alone, others find it helpful to combine it with observing other people. Some people may discover journaling helpful, while others prefer not to write about emotions. For most people, a combination of multiple methods works best. What follows are some general guidelines for figuring out your thoughts about feelings regarding a particular situation or person.

Becoming Aware:

To understand and analyze others, you first have to become aware of yourself. It is the first step to making progress in any pursuit in life. Here are some steps to doing this:

•Paying Attention to Thoughts: The best way to start getting to know yourself better is to start paying attention to your thoughts throughout the day. Most people get so used to thinking a certain way that they don't notice what is going on in their heads. Notice every little detail, and stay aware of what your thoughts are. Conclusion this is a great way to learn more about how your mind works, how you truly feel about your relationships, and what you like, and dislike. Although many believe that they already know these things about themselves, looking a bit deeper may surprise you, and there is always more to learn.

•Journaling: One great way to stay aware of your thoughts is to start keeping a journal and write every day, even if it's only a small amount. You can then look back on these entries and learn a great deal about yourself and how your thoughts and feelings function. It will help you recognize the thoughts and feelings of others and become better at analyzing their behavior. The better you get at reading your thoughts and feelings, the better you will be at reading the thoughts and feelings of the people in your life who you wish to analyze.

• Find out what "Doesn't Matter" to you: Most people have a list of things in their life that they claim don't matter or are not a big deal when, in fact, something is bothering them quite a lot. It leads to repression and denial of your feelings and thoughts and makes it hard to digest the information. It leads to confusion and turmoil inside and makes it hard to tell right from left. Start by making a list of those small things that "don't matter" but keep popping up for you.

Anything that seems to appear repeatedly but cannot be easily explained away should go on your list. A lot of people have a long list of items from the time they were children, which leads to mental issues and health problems later in life — taking the time to identify these "small and meaningless" matters will help you learn about your own emotions and the best way to deal with them.

•Notice what Elicits Strong Feelings in you: Start paying attention to different matters in your life that elicit strong feelings in you for a few weeks. It can be a person, particular weather, or politics; anything that makes you have strong emotions, good or bad, must be recorded. It is a great way to become emotionally healthy and understand yourself and others more profoundly. Once you recognize what makes you feel strong and know how to identify when this happens, you will recognize the same feelings in those around you.

Recognizing emotions is part of what analyzing people is all about since you have to know how to identify emotion to notice that it's there in the first place. Once you can label and deal with your feelings, you will be better equipped to label and deal with others' feelings. It includes both positive and negative emotions and everything that lies in between.

• Pay Attention to Memories: Everyone has recurring memories that never seem to go away, no matter how much time has passed. It could be related to a situation or a person from your past. Although it isn't comfortable to do, you should intentionally remember these incidents and allow yourself to feel the pain surrounding them. Write extensively about what this is like. Since these memories are likely contributing to mental distress that you are not even aware of.

•Get Specific about your Feelings: Before you can be any good at identifying other people's emotions, you first need to learn how to identify your own. It begins with getting specific. Ask yourself not only what you are feeling, but why, and any details about it. Many people get confused, trying to become familiar with their feelings since they are too general in describing them.

Staying general about feelings doesn't help at all because it doesn't offer a solution. Once you find out what you feel and why you feel it, you can effectively deal with your emotions. It will help you recognize others' feelings and help them deal with them, which is part of the appeal of learning how to analyze people.

•Know your Positive Feelings: You must know how to pay attention to your positive feelings and your negative ones. Most people are generous, forgiving, and compassionate multiple times throughout their days. Make sure that as you get to know your mind, you are giving yourself credit for these emotions, which will allow you to see a fuller picture of who you are as a person. Once you can identify these feelings in yourself, they are easier to see and recognize in the people around you. Remember to keep a balance by accurately looking at the entire spectrum rather than being biased toward either positive or negative thoughts and feelings.

•Hone your Intuition: You are already an expert at analyzing other people's thoughts and feelings due to the way we have all evolved as humans. It is only getting in touch with this innate wisdom. Set aside some time each day to get in touch with your instincts, learning how to listen to them, and believing what they are telling you. It will make you a lot wiser and more observant when it comes to reading yourself and others.

The best time to start doing this practice is to have some quiet time to think undisturbed during the morning. It allows you to get in touch with your

mind before the chaos of the day begins, or your schedule and work duties catch up with you. If you take the time to get in touch with silence and your mind, this peace will follow you throughout the rest of the day, and your judgments and observations will be much more accurate, thorough, and keen.

• Talk with Friends: Friends are a valuable resource for understanding ourselves and others better. If you know someone interested in learning how to analyze people accurately, that's even better. You can compare your findings, observations, and notes with each other and practice together. Throughout the day, stop a few times to try to read what your friend is thinking or feeling and confirm whether you were correct.

Make them do the same to you; it will provide excellent practice for both of you to analyze people better.

CHAPTER 58:

Methods for Strengthening Your Resolve

Our fantasies and well-meaning goals are ground-breaking, genuine, and hold the guarantee of a more joyful life, a superior you, a feeling of pride, and achievement. Your heart is eager, and your mind and body agree, as well. The mental difficulty of even the littlest activities can be stunning and mostly frustrating.

If you have expected with your entire being to make a decent tendency, drop an awful one, satisfy an objective, or complete a task, and you have fizzled at it, you are not the only one. Almost everybody experiences issues in keeping up with their objectives and finishing. Indeed, even the individuals who are self-taught weren't brought into the world that way. It is an educated ability that takes practice and detailed information about how to go about it.

When you start a project in its initial stages that soon takes off, it might cause you depression down the line when things do not work out.

Contemplations like, "I'm powerless; I'm lethargic; this is unreasonably hard for me," frequently creep in to harm your certainty and further debilitate your determination. To conceal any hint of failure, maybe you make excuses to yourself—you're excessively occupied; you are not feeling admirable; you do not generally need to change. The majority of this behavior is smoke and mirrors, an endeavor by your mind to keep you serenely tucked away in inactivity and the present state of affairs.

It is an idea that there are two individuals within you. There's the person who needs things agreeable, simple, uncomplicated, immediately fulfilling, and perpetual. However, at that point, there's the other you, the person who will not enable the first one to be happy with the existing conditions. The 'potential you' keeps on endeavoring positive change, development, and life

advancement. These two are in a constant fight, with 'the present you' proving to be the best, more frequently than not.

How can one reinforce the 'potential you' in overcoming the present state of affairs? How can one get past the halfway point of opposition, idleness, and inconvenience, which are the typical reactions to anything new and challenging?

You realize it tends to be done because you've seen others do it—except if you have a mental or physical impediment; your conditions and difficulties are the same as anyone.

If you fail to finish a task, achieve an objective, or complete an errand, three things could explain this:

1. Absence of data. You do not have the pragmatic data or abilities to conquer opposition and finish reliably.
2. Absence of genuineness. You are not genuine with yourself about your longing for this achievement. You are not tolerating full moral obligation in getting this going. Everything is a decision—your decision.
3. Absence of need. You may state you need something, yet you do not need it gravely enough to deal with the distresses and bother of getting it.

Every one of these detours can be survived, enabling you to reinforce your determination to achieve pretty much anything that your mind and body are fit to perform. Here are several methodologies for doing only that:

1. Utilize positive self-talk. When you need to stop, your mind begins going after reasons and motivations to give you an off-ramp from your work. Know about your mind's endeavors to attack you, and deliberately start directing strong and positive sentiments toward yourself when you feel mental opposition.
2. Make a free guarantee. Tell individuals what you are doing, then report it to companions, family, Facebook, or Twitter. When you open up to the world about your aims, it immediately fortifies your determination. An open duty moves

your pondering and earnestness. Nobody needs to be humiliated before others.

3. Acknowledge full obligation regarding your activities. The vast majority of what befalls us in life is our very own consequence decisions. Indeed, there are a few things that are out of our control. However, and still, after all that, we can pick how to respond to them. We have an eternal exhibit of decisions that can change the nature of our lives. There is enormous power in that.

4. Set up legal responsibility. Arrange responsibility with the goal that you can report your activities, triumphs, and disappointments consistently. It might be a companion, or it could be on Facebook or a gathering. Do not merely say it once and after it vanishes. Let the world think about your advancement.

5. Do your examination. Before you start any new project or objective, allow yourself a few days to know what's associated with rolling out this improvement. What amount of time will it take? By what means will you embed it into your day? Who else will it affect, and in what manner will you deal with them? What uncommon hardware or data will you need? What level of readiness is essential? What must you offer to get this going? By what method will it sway your life once you've achieved it?

6. Anticipate difficulties. There will be life circumstances that may attempt to impede your endeavors. What's more, it is so natural to enable them to undermine your work. Think ahead of time of potential issues that may emerge, and choose how you will deal with these circumstances. Choose what you will permit to intrude on your work and stay on track.

7. Practice resolve in little ways, day by day. Without deciding your prosperity or disappointment, endeavor to oppose little allurements during your day, for instance, surfing the web excessively, eating, and tattling. Demonstrate to yourself that you can practice self-restraint. These small

victories will bolster your bigger endeavors at a greater resolve.

8. Imagine the result. Representation has an inconceivably ground-breaking impact on the mind. It can rework neural pathways in your cerebrum to help the physical endeavors you are making. Take a couple of minutes before making a move on your goal to picture yourself achieving it.

9. Settle on a genuine choice. Armed with the knowledge from your scrutiny, settle on an educated and legitimate decision. Is it true that you will take every necessary step engaged with causing this thing to occur? It is difficult to know, without a doubt, until you begin making a move, yet you ought to have some thought of what is in store for you before you charge ahead.

10. Move past disappointment. It takes practice to reinforce resolve and finish on pretty much any undertaking. Furthermore, if you handle something hard, similar to eat less or work out, the odds are great. You will bomb a couple of times before you are useful. Disappointment does not mean it isn't possible. It may mean you began too huge or didn't prepare. Gain from the frustration and begin once more, amending what you think made you surrender. Be benevolent to yourself and realize that building determination is a work in advancement.

11. Decrease overwhelming issues. If the objective appears to be overwhelming, it will suppress your craving to buckle down for it. Separate it into little, straightforward, and brief activities or errands. Make it so natural to do that; it does not feel like an errand. With another propensity, begin with five minutes per day, consistently — gradually expanding your time more than a little while.

12. Endeavor each one in turn. You may have numerous objectives and numerous things you need to achieve. However, until you reinforce your purpose with one exertion, do not endeavor to handle a few at any given moment. Start the way toward fortifying your goal with something simple. When you achieve that, proceed onward to another marginally

harder exertion. Develop too difficult objectives or assignments to realize what is in store and how to adapt to obstructions or issues.

13. Remember that negativity is your worst enemy. Keep in mind that successfully strengthening your resolve means putting aside negative thoughts. Most people like to think about past failures and other difficulties they are enduring as they pursue their objectives. They can almost be guaranteed not to succeed as long as they allow negative thoughts to dominate everything about their thought processes. Keep in mind that being positive throughout is a direct way of strengthening your resolve and remaining strong over a long duration of time.

14. Overthinking about the past. What has passed has passed. Do not dwell on your former life because it will not help you pursue your current objectives if something has already happened. Whether it is positive or negative, you should be looking to the future and building something new and different. Never give up on your hopes, and do not allow your past to haunt you continuously. As long as you dwell too much on past events, your vision for the future gets clouded. You will be unable to strengthen your resolve. NLP manipulation happens successfully for those who can put the past behind them and positively look forward to their lives' next steps.

Now that you know NLP manipulation, you can use the power you possess and apply it to an endeavor that can improve your life, well-being, and happiness. If you practice your mental muscle of determination, you will build up the mental quality and certainty to achieve whatever you set out to do after some time.

CHAPTER 59:

Secrets and Guidelines to Use NLP In Everyday Life

Using NLP Patterns to Amplify Emotions

Imagine a situation where you have a favorite route you drive through each time you go from home to your place of work (every day). This driving pattern becomes repetitive, and sometimes, you do not have to place too much effort and concentration into it because, well, you already know the drill.

It is like autopilot for you, and you take out this time to think of the tasks you need to complete at home, how your day went, and other things while your subconscious takes care of everything else.

Suddenly, you hear a loud sound and bam! A large tree has just fallen, and your path is obstructed. You slam the brakes, and the car comes to a screeching halt. For the next few seconds, you are sitting in your car, wondering what just happened.

Your subconscious is not used to this situation; therefore, it does not know how to respond. At this point, you have to step in; your conscious mind has to take control and issue instructions detailing how to handle the situation. Your subconscious mind is excellent at running automatic patterns so that your conscious mind can conduct other activities that need deliberate handling.

When you are trying to alter some patterns, sometimes, automatic habits, thoughts, emotions, and actions can create a problem. It is not as if you are unwilling to change, but your subconscious keeps pulling you back, causing you to do the same thing repeatedly.

Well, you have to understand that the subconscious mind is feeble in decision-making. Only the conscious mind can make decisions. As an NLP technique, pattern interruption forces your subconscious mind into a state where it waits for information from your conscious mind.

It helps you break habits and embrace new methods and changes. It helps you re-program your subconscious to become a messenger that receives instructions from the conscious mind.

Patterns are a common way of referring to the dark NLP techniques that are used for seduction purposes. A series of designs gained notoriety within the seduction community and became known as the banned patterns. They earned this name because they were deemed far too dark and amoral for the district to accept. Due to their notoriety, they have often been sought out by the city, but are hard to find. They are presented here in full.

One such pattern is known as 'the shadow and the rising sun.' It is widely banned within the seduction community because it draws upon the ideas found in Jungian psychology to unlock a woman's dark side, the hidden shadow of her personality.

It is achieved by the seducer beginning to talk about the idea of contrasts. He focused on contrasting imagery that can evoke the image of darkness, such as light and dark, day and night, and yin and yang. He talks about how a dark side is an essential part of life, and without one, nothing is meaningful. He then begins to talk about how everyone has a dark side. It is the idea of a rising sun that casts a shadow and changes the perspective on everything. The seducer then invites the target to step into her dark side and view the world through its lens. It is intended to put the target into a susceptible state where they behave in a way that they otherwise would not.

Another technique that is often used in conjunction with the above process is known as the hospital pattern. In this pattern, the seducer fluctuates his target's emotional state between extreme feelings of pleasure and intense feelings of pain. This rapid change of emotional states, which swing back and forth multiple times, is intended to leave the target emotionally unstable and susceptible to influence. When the target is in this sensitive state, the seducer can anchor the target's perception of pleasure to himself and the perception of pain to something other than himself. By doing this, the

seducer can ensure that the target feels immense bliss associated with the tempter, who can trigger these feelings on demand.

Another dark usage of NLP in the pursuit of seduction is something known as a pattern interrupt. The seducer uses Dark NLP to stop his target from doing something he does not want and to reduce her rationality and defense mechanisms. For example, suppose the target begins to list logical reasons she should not be with the seducer. In that case, the seducer may ask her something unrelated, like "What's your favorite color?" By doing this, the seducer disrupts the target's thought process and, therefore, defense mechanisms. It stops the target from falling into their habitual patterns.

Bad Memories (Dissolving)

We all have memories that surface at inappropriate times, making us feel uncomfortable and preventing us from giving our best. They are deeply rooted in our subconscious because we associate strong negative feelings with them. The whiteout technique will help you stop thinking about these memories.

First, think of a memory that makes you feel uncomfortable. It can be something embarrassing or humiliating or heartbreaking. Once you have a clear image established in your mind, turn up the picture's brightness quickly, so that the image goes white.

After this, pause for a second and think of something entirely different. Repeat the process quickly at least six or seven times, then wait to see what happens. When you think of the uncomfortable memory again, it will either whiteout by itself, or you won't be able to see it clearly at all. Adding a sound effect to the whiteout process can help.

Make sure to pause between each cycle so that your brain doesn't create a loop of the image and the whiteout.

Bad Memories (Exploding)

In life, there are good experiences, and there are bad experiences. Each of these experiences is captured in a recorder called "memory." While the good experiences captured in your memory allows you to reflect on the good times, the bad experiences in your memory often trigger fear. And when a bad memory is continuously triggered in your subconscious, it

becomes a "chronic" phobia, which may later become a pattern. Pourmansour in 1997 conducted a clinical trial on 42 individuals (21 females and 21 males). These individuals were suffering from dental procedure fright, and Pourmansour sought to cure their phobia using NLP. Before the trial, he tested their phobia level using a state-fear questionnaire. He administered a single two-hour collapse-anchor session. He noticed a drastic drop in his patient's dental phobia level.

Huflejt-Lukasik M adapted a short Neuro-Linguistic Therapy to a group. His aim was to the group's self-consciousness in the public. He measured their self-consciousness level using SKNS, after which he administered a session once per week for a month. At the end of the month, he noticed a drop in the group's self-consciousness level in public.

Because experiences are embedded in your subconscious, it is hard to wake up one morning and yank the unpleasant experiences out of your memory.

The best way in which you can get rid of bad memories is by using NLP. While other techniques will urge you to suppress your bad memories or pretend, they do not exist (they exist, why fool yourself?).

NLP gives you an insight into how you can best manage and replace your bad memories with good ones. In addition to that, NLP will teach you how to recall your bad memories in your subconscious and without being overwhelmed with emotions. In turn, it will allow you to view your past trauma in a dissociated way and learn from the process.

Bad memories on their own are not bad; however, how you perceive them affects you tremendously. Negatively perceiving bad memories give them the power and ability to haunt you like ghosts. The reason in which your bad memories get the "best of you" is because you recall it in an associated way. When you have a bad experience, you associate with the emotional baggage that comes with it, and if you pay close attention, they are not so different from what you felt in the past.

How Can You Then Get Rid of Bad Memories?

NLP has a step-by-step strategy in which you can use to get rid of bad memories. The process goes thus:

•Pick A Specific Bad Memory: The first step to getting rid of bad memories using NLP is for you to pick a particularly bad memory to suppress. It will allow you to focus your effort and attain more success. Ask yourself, "which bad memory do I want to get rid of?"

•Set Up a Safe Anchor: The next step is for you to trigger a safe anchor. Activating a secure anchor will allow you to be relaxed and confident. It will also let you recall a specific terrible memory without feeling tense and uneasy. To trigger a secure anchor, you need to be in an environment where you are safe and then recall a situation where you felt safe. After the safe memory is in your subconscious, engage your submodalities and anchor it kinesthetically.

•Picture A Blank Screen: After setting up a secure anchor, picture a blank screen in front of you; imagine that you are in the blank screen and display your image on it is static.

•Recall A Bad Memory: Put yourself in a relaxed state and recall a bad memory you would love to change. Afterward, recall the specific memory and make it more transparent using your submodalities. When placing this terrible memory, view it as an onlooker instead of a victim.

If you feel yourself getting overwhelmed with emotions, you can project this bad memory's mental image on the imaginary screen in your mind. By doing so, you will detach yourself from any emotional entanglements that accompany this terrible memory.

Another way to recall a bad memory in a dissociated way is by remembering a younger version of yourself experiencing a lousy experience. The "I am older and wiser now" feeling will allow you to observe the horrible memory at a safe distance.

•Step in: Imagine yourself stepping into the horrible experience and encouraging your younger self. This act aims to make your more youthful self-understand that you are not the same anymore. It, in turn, will dispel the effect that recalling your experience has on you.

•Future Pace: Merge your present image of yourself and your empowered younger self projected on a screen together. After you have done this, the next step is to recall your subconscious's bad memory again. Do you still fear? Does it still haunt you? If it does, you will need to revisit each step.

CHAPTER 60:

Confidence and How it is Displayed

Comprehensive Self-Confident Body Language Cues and Meanings

First impressions are crucial. Have you ever noticed someone walk into a room that instantly exudes a trustworthy, confident air that just pulls you and others positively? Well, if you have not, there are many people capable of this effect. So, how exactly do they do it?

At first, a lot boils down to how you look and how you wear your hair to how you dress. However, more important than any other aspect is body language, and how you interact with an individual you are just meeting. But if you do not exercise caution, your body language may be saying something different than what you intend.

People should learn the proper self-confident body language cues and what they mean, so they don't pass themselves in the wrong light. They include:

Eye Contact

Eye contact is the primary tool for creating nonverbal relations with others. It converses your level of interest, involvement, and warmth. When talking to others, it is ideal to look into their eyes directly for no less than two to three seconds before you look away and move on to the next individual. It maintained contact is a sure sign of confidence.

Hands

Communication via touch is another crucial behavior. A great handshake is one with complete palm-to-palm contact. A firm handshake, along with eye contact and a genuine smile, is a great sign of confidence.

Gestures

Gestures include any physical movement that aids in expressing opinions, ideas, and emotions. Punctuating your words using purposeful, lively, spontaneous action is another primary confidence cue. However, do not utilize confusing mannerisms like scratching, playing with hair, ring twisting, and fidgeting.

Wardrobe

What individual wear is another subtle body language cue? Confident individuals dress the part depending on the job or occasion. Business people mostly should stay away from busy patterns, showy accessories, revealing necklines, and tight garments.

Authoritative Presence and Posture

Standing up straight and tall sends a message of energy, self-confidence, and authority. When individuals have great posture, it produces a vibrant attitude of leadership and commanding presence. Bad posture passes a signal that the individual has low energy levels or low self-esteem or self-confidence.

Proper Facial Expression

Each of the seven rudimentary human emotions—contempt, fear, surprise, happiness, disgust, sadness, and anger—have been proven scientifically to have a specific facial expression. Because your facial expressions have a close relation to emotions, individuals cannot consciously or voluntarily control them.

People who are confident have an expression that matches the message they want to pass. Confident people can show they are paying attention when they are listening to conversations. They can hold a tight smile, occasionally nod, and keep excellent eye contact.

Initiate Interactions

Confident individuals are the ones who first make eye contact. When you notice an individual offering her hand to shake first, it could be a significant body language self-confident cue after brief eye contact with you.

Voice Tone

If you have watched movies or been in a relationship, you may have heard this line: “It is not what you said, it is the way you said it.” These individuals were talking about your paralanguage.

If you detach from the actual words utilized, the voice's nonverbal aspects consist of pacing, pitch, volume inflection, articulation, and voice tone. Like facial expressions, individuals should choose the right paralanguage to portray self-confidence because it passes attitude, emotional meaning, and impact.

Attention

When you speak to a person who leans into the conversation and focuses their energy, ears, and eyes on you, it is a sign of self-confidence. They convey honor and respect. It also shows they appreciate the chance to meet you.

Ways to Spot a Lack of Confidence in a Person

Self-confidence is confidence in your abilities and sustaining a sense of competence.

Self-confidence can help in fueling success, while a lack of self-confidence can hamper it. If you are unsure if you or someone you care about lacks self-confidence, look out for the signs below.

Lack of Eye Contact

Individuals who have no confidence in their abilities and themselves find it hard to meet others' gaze. If the eye is the window of the soul, an individual who has low confidence may be scared of you seeing right through them and observing their superficial imperfections.

If someone has difficulty keeping eye contact with you when speaking to them, they may possess such a low level of confidence that looking someone in the eyes makes them profoundly uncomfortable.

They Go Through Their Phones When Alone During Social Events

People who lack self-confidence find themselves unable to stay still while alone in social gatherings. They tend to stare at their phones when alone,

even if they do nothing, which can be viewed as a significant sign of lacking self-confidence.

The Slouch

Individuals who don’t stand tall but instead allow their bodies to slouch downward tend to pass a message that they are not proud of themselves. Taking some minutes every day to pay attention to your body posture can help fix slouching.

Fidgeting

People who continuously tap their foot or twirl their hair or fidget generally portray an absence of confidence. Sometimes these behaviors come as a symptom of anxiousness. These behaviors can also send the message you are trying to pass across or disrupt individuals from getting to know you.

Pay attention to the things that trigger your fidgeting and try to swap these habits when these triggers come up.

Defensiveness

When an individual utilizes defensive body language, like crossing the legs and arms, they may be portraying a lack of self-confidence by pushing out others. The motion of closing off describes discomfort and anxiety in the environment.

CHAPTER 61:

Using Body Language in Your Daily Life

Now, let’s take a closer look into something that you can use every single day and part of your life. In this portion, we will go through the typical day in an adult's life from sunrise to sunset. We will look into how body language reading can be used in every aspect of our daily lives.

First, let’s think about when we wake up. Typically, when we wake up, we get ready for the day and eat breakfast. Often, these events may take place surrounded by your family or by roommates. Mornings can be difficult for many people, so it is essential to read the people's body language around us during this time.

In the morning, if people are yawning, it means that they are still tired. If they avoid eye contact or walk around with their shoulders hunched inward, it may mean that they are not yet ready to talk to you or the other people in the home.

If they make eye contact and smile, they may want to talk before leaving the house for the day. They may want to catch up over breakfast or simply say good morning.

If a family member is jittery or unhappy in the morning, they might be nervous about something they need to do that day. If you know they have a big test or presentation coming up, wish them luck and tell them you know that they will do a great job. If you are not sure what they are nervous about, consider asking them. They may need your support before they take on their immense task of the day.

Next, let’s consider your commute to work. It seems like an odd time to have to read body language, but occasionally you will want to read the people driving near you. For example, a friend of mine told me this story:

they had miscalculated a lane change on their way to work one day. When he realized that he had accidentally cut off the other car, he rolled his window down and apologetically waved to the other vehicle. Sure enough, both cars ended up side by side. The other driver acknowledged the apology with a wave though she didn’t seem too pleased with what had happened. In this example, my friend managed to the right the wrong through the other driver's facial expression, which made it evident that they hadn’t appreciated the incident.

Next, consider a more in-depth analysis of your workday. Given that we devote a considerable amount of time to work, it is crucial to use body language skills smartly while at work. You will probably want your body language to portray you as a successful and confident person. Try drinking your morning coffee before entering the door, not to enter the building while you are still yawning. If you arrive at work focused and energetic, you will seem passionate about the people around you.

You will also want your coworkers to see you as confident so that they know you are capable of success. It will help them trust you with your tasks and even look up to you as a role model. To do this, consider using power stances and power body language.

I like to smile and greet people with a firm handshake. There is nothing like a good handshake to click with someone who is not feeling at their best. It is highly effective, especially in early morning meetings, since not everything is a morning person. Positive energy can certainly be contagious.

However, it is essential to be sincere about your confidence not to give off “fake” confidence. It is why I take the time to pay attention to my interactions with colleagues and customers. One such exercise that I do is to pay attention to video calls. During a video call, I can see my face while I am speaking with my interlocutor. It allows me to see my facial expressions and analyze my reactions when speaking. It is one of the few times you can gain a third-party perspective on how you communicate with others.

It is equally as essential to be able to read the body language of your coworkers. If a coworker is upset with you, they may not express it verbally because it may not be an appropriate conversation to have in a work setting. If you can discover this through their body language early on in the situation, you might be able to turn the negative feelings around right away.

If a person is stressed at work, they might need help with their tasks. If they are embarrassed about this, they may not ask for help. If you can read their body language in these situations, you may help them avoid making a mistake for the company.

I recall one occasion some years ago in one of the first jobs I had. There was a new colleague who was very shy and extremely uncomfortable during their first week. I could tell they struggled with some tasks but couldn’t work up the courage to ask for help. I could tell they needed help by the drooping shoulders and low head position when going over files. So, I walked over and offered my support. They immediately accepted. It turned out that it wasn’t anything significant, but this colleague simply needed some pointers in the right direction. It was one of the first interactions in which I felt satisfied that I had gotten the correct reading on a person.

Another essential part of your day would be the commute home. During this time, you would want to use body language in the same way that you used it on your way into work. It is especially crucial if you happen to see the same folk’s day in and day out. It is a way of making life just a bit more pleasant for others on your way home.

Once you get home, body language is again vital with your family. Even if you are tired from a long day at work, you will want to make sure that your body language stays positive so that your family members can see that you love them and that you are excited to be home with them for the evening.

You will also need to read their body language during this time. If a family member seems sad through their body's movements, they may have had a hard day. If they are slouching, looking at the ground, and not smiling, you may want to ask them what is wrong. They may need you to listen and help them through a tricky thing that happened to them during their day at work or school.

You will even want to use your ability to read body language to care for your young children if you have them. If your young child is yawning and acting as if they are tired, even though it is not yet bedtime, you may want to consider putting them down for the night earlier than usual to ensure that they get the rest need.

When it comes to your relationship with your husband or wife, you want to make sure that their body language is positive. If it is not, ask them what is wrong. Spend some time working on your relationship by talking or even cuddling to show that you love each other. This body language and touch can benefit your relationship and day-to-day life in many ways.

These are ways that you may use body language on a typical day, but we know that most days are far from ordinary. Usually, you will have different events that you need to attend outside of your regular commitments. Next, we will look into how you can use your ability to read body language in a couple of these situations.

For example, some nights, you may go out to dinner with friends instead of eating at home. It can be a fun way to catch up with the people you do not see daily. At dinner, you should be aware of your body language and the body language of the people around you. You will want to make sure that you are smiling and making eye contact to show that you are interested in what your friends have to say and that you are happy that you have the chance to spend time with them. You will want to avoid signs that show you are tired as these can make your friends think that you would rather be at home resting than spending time with them. Even if this is true, you do not want your friends to believe it!

You will also want to read the body language of the friends you are having dinner with. When you talk to them, make sure that they remain happy and are not upset by anything you say. Pay attention to making eye contact and smiling to ensure that they have a good time.

One classic example, in this case, is salespeople. Influential sales professionals can make eye contact with their customers is a friendly, non-threatening way while using their hands and facial expressions to ensure an inviting atmosphere. Besides, they can use their tone of voice so that customers feel comfortable rather than pushed around. Indeed, effective salespeople are excellent communicators at all levels.

Another thing that you may do that is out of the ordinary during a day is going to a doctor's appointment. You may want to ensure that your body language does not show that you are nervous at this appointment. It is okay to be scared, but if you do not want the people around you to know how you

feel, you may want to remember to make eye contact and try not to fidget with your hands.

Lastly, it is worth mentioning that your ability to put non-verbal communication to fair use will allow you to communicate with others on a much deeper level. It leads to more meaningful relationships in which you can connect with people on a very personal and relatable story. It is what sets remarkable people apart from the rest. When you can communicate with people personally, you will become the type of person that everyone will want to be around. That will not only increase your chances of getting what you want out of life, but it will also help you build up your self-confidence in such a way that you can be genuinely proud of yourself.

That alone is worth far more than any material possession.

Conclusion

Neuro-linguistic programming is a technique that aims at improving a person's life. It helps a person turn a favorable situation into an unfavorable one. The best part of NLP is that there is no failure. No mistake you make can ever be wrong; it's just a stepping-stone to your improvement. Every mistake you make acts as feedback that you can utilize to improve your life further. It makes NLP one of the best ways to improve various aspects of yourself.

Every person has the potential to succeed in life. All we need is a little push to make us unlock this potential. It is where NLP comes into the picture. NLP is not a challenging concept to understand. If you know what the individual words stand for, you will successfully implement it in your life. You need not spend countless hours trying to perfect it. Just taking it up and practicing daily, and it will help you adopt it successfully.

If you want to lead a happy life filled with positivity, you need to adopt a positive mindset. Follow the simple tips mentioned here to make sure that you can maintain positivity forever.

You need to understand that you determine your reality. You are the only one that has the power to decide whether anything your experience is positive or negative. You need to remember that you are the only one that creates limiting beliefs for yourself.

You attract what you believe in. Positive psychology is about maintaining a positive outlook in life so that you can attract positivity. If you want to attract happiness, you need to think positive thoughts; if you're going to achieve success, you need to think about that success and not the obstacles you might face. Use the law of attraction to attract positivity into your life.

You need to create a festive morning ritual for yourself. Make it a point to spend the precious morning hours doing something productive, and don't waste that time.

More often than not, things don't necessarily go as planned. You might feel frustrated when your plans change or when they don't work in your favor.

However, resistance doesn't change anything, and things just go downhill from there. When you start accepting what has happened, only then can you let go of all the unnecessary suffering? You must begin practicing acceptance, understand, and adjust yourself to a circumstance without any conflicting emotions clouding your judgment.

You must live in the present, because that's where everything happens, and it is the only place where you can experience happiness. Your past might be full of beautiful memories, but you cannot get anything from those memories. By living in the past or the future, you forget about the moment that you have in hand. Your present is critical, and you must start living in it as well. Gadgets happen to be a significant part of our lives these days, and social media is an even more substantial part. Your online presence needs to go hand in hand with your offline life as well. Learn to live in the present, physically. It isn't about living in the virtual world all the time; it doesn't make any sense.

Listening and hearing are two different concepts altogether, even though these words are used interchangeably. Listening is a conscious process where you need to pay attention to. It helps in establishing a strong bond between people and assists you in living in the present. Therefore, it is an excellent source of happiness. You need to make a conscious effort to be more present while having a conversation with anyone.

Money can help you buy things, and worldly things will help make you feel momentarily satisfied. Why don't you try saving up to six months without shopping unnecessarily? You will save a small fortune, and you can make use of that money to travel instead. Instead of filling your life with all sorts of expensive branded products, you must try creating beautiful memories that will make you feel happy whenever you think about them.

Most of us tend to stop making friends as we start growing older. You must always be interested in meeting new people. It will help you improve as a person, widen your horizons, and ensure that you have a lively social life. Try striking up a conversation with a stranger, and you never know, maybe you will end up with a new friend.

Dreams provide you with the motivation to keep going. Therefore, always try to dream big. Your plan will assist you in finding the one thing you are passionate about. Let yourself daydream and have sufficient faith in your

ability to turn that dream into reality. You must always spend 5 minutes daily and step into your dream world. Start visualizing what you want to do and how amazing you would feel once you achieve your dreams. Try making your visualization as real as possible, and it will increase your desire to work towards that goal.

Does your present look anything like the future that you have been dreaming about? If not, spend some time and energy thinking about the various things you can do to ensure your growth? You don't have to do everything at once. Start by taking small steps, and you will ultimately reach your goal.

If you want to lead a successful and happy life, you need to make a conscious effort. It takes some time, hard work, and effort to change the way you think, but the results will certainly make it worth your while.

The steps and strategies mentioned in this book are all tried and tested and will surely help you start with NLP. They will also help you stay with the practice.

I wish you luck with your NLP endeavors and hope they bring you success.