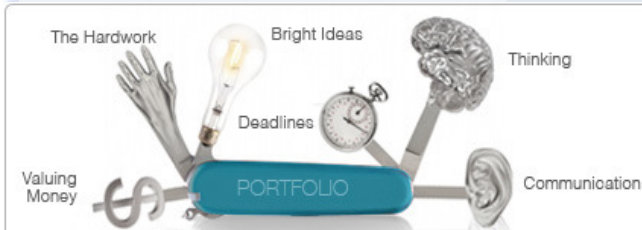




Wisdom Mojo



Think of Wisdom Mojo as your Swiss Army Knife with a portfolio of tools to help you understand what it takes to achieve success.

Virtuous Life

The concept of virtues captures the highest aspirations of humans yet I rarely hear of individuals or indeed organisations speaking about virtues.

When we look at the ancient philosophy books and wisdom we can see that there are 6 virtues that have stood the test of time. These virtues are faith, courage, compassion, integrity, justice and wisdom – think about those and reflect on them for a few minutes please – I would say they are strongly relevant to cases of positive contemporary leadership (leadership of our-selves and others) and action in the workplace and home.

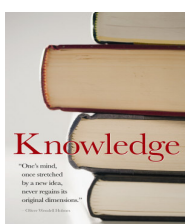
Martin Seligman and Chris Peterson, two of the leading researchers in the field of positive psychology, indicate 24 universal character strengths and virtues. Which they say are the building blocks of human happiness and flourishing. I recently read a paper by *Cameron* dated 2003 that said Virtues in organizations appear to have at least five attributes:

1. Virtues foster a sense of meaning, well-being, and ennoblement in human beings.
2. Virtues are experienced cognitively, emotionally, and behaviorally.
3. Virtues foster harmony in relationships.
4. Virtues are self-reinforcing and positively deviation amplifying.
5. Virtues serve a buffering function and foster resilience.

Given these strong elements I wonder why there is not more time spent on training within organisations, business schools, personal development and management books. Would love to hear your thoughts on this.

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Wisdom Notes

A big thank you to the subscribers of Wisdom Notes.

Take a look at <http://www.mindtram.com>

Or mail me for a sample colin.udelewis@mindtram.com



The greatest glory in living lies not in never falling, but in rising every time we fall.

~Nelson Mandela

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Metamorphosis

You can be a simple earthbound caterpillar one day, working diligently, maybe in a role you are not comfortable with, at keeping house and striving for some security, and the next day blossom into a soaring butterfly that brings a touch of beauty into the lives of all who behold you. Is this too much, then please listen to the words of Marianne Williamson from *A Return to Love*:

“ Our deepest fear is not that we are inadequate. Our deepest fear is that we are powerful beyond measure. It is our light, not our darkness that most frightens us. We ask ourselves: Who am I to be brilliant, gorgeous, talented, fabulous?

Actually who are you not to be? You are a child of God. Your playing small does not serve the world. There is nothing enlightened about shrinking so that other people won't feel insecure around you.

We are all meant to shine, as children do. And as we let our light shine, we unconsciously give other people permission to do the same. As we are liberated from our own fear, our presence automatically liberates others”.

My inner butterfly—the sum of my experiences and how they make me feel and behave—is just waiting to burst forth.

Yours may be too. As the years pass we can better separate what's important from what is not. We have perspective and technical skills, learned some things about patience and compassion.

So if like many the current economic climate has impacted you instead of the snake, that sheds its skin, what if life is like a caterpillar becoming a butterfly. Why settle for shedding your skin and becoming a little improved, when you can transform into something fundamentally different and put those years of wisdom to good use?



Exercise is important for the heart

If we take an evolutionary look at our beginnings, we see a life in which high levels of physical activity were required for survival. Even one century ago, most people needed to be physically active to work, to travel, and to take care of homes and families. Our modern world has engineered such activity out of our lives.

There are fewer manual jobs, we do not need to travel on foot, we do not need to hunt and harvest for our food, and many domestic chores have been mechanized. While these changes have created many benefits for our longevity and quality of life, they have also created many problems.

I don;t need to ramble on about the psychological and health benefits of exercise but I can tell you a sedentary lifestyle is not healthy – so if you are not exercising please think carefully about taking the first steps – even a 30 minute brisk walk per day can improve your mind & body.

We cannot and would not want to return to the lifestyles of our ancestors, but we do need to take a positive approach to creating lifestyles that include physical activity.

Loving what I do

A little over 6 weeks ago I introduced the Wisdom Notes that I have been providing to coaching clients and have been quite overwhelmed with the number of subscriptions. I have a game plan around the release of the Wisdom Notes and personal development tools but the initial subscription took me a little, no a **lot** by, positive, surprise.

So after careful consideration I have been steadfastly running down my one-on-one coaching business, I will maintain the Group Coaching and the directorships but other than that pretty much focus 100% on the Wisdom Notes business.

I'm feeling really blessed, in one week I had more than 220 requests for samples and a sign up rate after that way above the average that marketers anticipate. So thank you from my heart for the incredible support.

There have been some amazing testimonials, some I have now put on the <http://www.mindtram.com> website.

I'm holding the price at US\$ 45 for a years subscription until end June as previously indicated – so THANK YOU for helping me with this new direction in my life and career. *Colin*

Each week there is a guest contributor to Wisdom Mojo, here's this weeks:-

Wisdom Mojo



Ralph White
Founder and president

Possibilities Unlimited, Inc

Ralph brings a lifetime of business experience to his "Consulting to Win" strategy for business excellence. Ralph holds a degree in Business Administration from the California State University at Long Beach. He has served on numerous community service boards and committees and is a sought-after public speaker and radio guest.

Ralph resides in Southern California with his wife and enjoys painting, music and reading.

<http://consulting2win.com>

Staying in the Game

It doesn't matter if you are a business coach, a basketball coach or a little league baseball coach, one of the most important parts of your job is to keep your player(s) in the game. In sports, the coach must continually provide support, encouragement and sometimes a swift kick to keep his players motivated and focused on the goal.

Business is no different. The business coach has to remain committed to the clients' objectives, even when the client is not. All too often things come up that derail the clients' purpose, that take them out of the game. An unexpected tax bill, a botched manufacturing run, lower than expected sales, all these things are circumstances that can quickly take the wind out of a client's sails and have him thinking about quitting.

As the coach, I cannot quit. I am the voice that gets them out of bed and to the proverbial gym every morning. I constantly remind them of what they are committed to, and I embody that commitment with my own dedication to the project. No matter where the client is in his head, the coach has to keep that desired result on the radar screen and never let them loose of it.

I always ask my clients where they are winning in the game of business. We start every week with that conversation. Quite often they will be hard pressed to come up with an answer. My job is to point out to them even the small things they did that week that are keeping them directed toward their goal. Maybe they made 75% of the sales calls they promised they would make that week. It's easy for them to feel that they failed, they did not make their goal of 100% of the calls. My job is to point out that it's not a failure, that next week is a new week with a new commitment to sales. The calls they did make this week were valuable. If they made sales calls, that's a win, not a failure. And to keep a client in the space of feeling like he's winning every week, that's what will keep him in the game for the long haul.

It's not so much about inspiration. It's about the relentlessness and the tenacity that the coach must bring to the situation. The coach must always be unwilling to give up. That tenacity can keep a client moving forward when he has allowed the circumstances to let him think about quitting.

Consider Olympic athletes. They must train and train for years to be able to perform for one golden moment. You can't tell me they don't have down days where they are ready to throw in the towel. That's when a coach really makes the difference between defeat and the gold.

It's kind of like re-filling an empty gas tank. A business owner comes to me depleted, depressed even, and looking for someone to agree that it's time to quit. They are out of gas. My job is to look at all those circumstances and find a possibility. There is always some possibility the client hasn't seen or considered. When you give a client a possibility, and get him to focus on it, the



The Latin origin of the word spirit is spirare, meaning “to breathe.” How does this compare with 'spirituality' for you?

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Staying in the Game. (Continued)

possibility gives him power. That feeling of power enables the client to take positive action to change the situation and move toward the goal.

Finding a possibility is like filling the gas tank. It's like giving them that extra boost they need to stay on the field and finish the play. That is what a powerful coach does.

A powerful coach will be able to find the possibility in the situation, to listen and acknowledge the circumstances, but to refuse to let go of the client's ultimate goal.

No matter where the client is in his head, the coach has to keep the desired result on the radar screen and never let them loose of it

It's easy for a business owner to get bogged down in the day-to-day details of running a business. They often can't define their long-term goal, let alone see it out there on the horizon. I coach people to design the future of their business and commit to it. That future is their gold medal, their ultimate win. Then I stand beside them in the gym every day, keeping them focused on what they have committed to. I prove to them through my actions as a coach that I am equally committed to them winning the gold, and that I am never going to let go of that commitment. Once they know that someone is in their corner, finding possibilities for them and keeping them moving forward, they are in a space to accomplish great things.

So what makes a powerful coach? A relentless commitment to the future, and the ability to keep clients winning in the game of business.



Must haves

Books for Wisdom

Coaches should learn to think outside the box to help clients succeed. I occasionally do book reviews at <http://weeklyleader.net> or subscribe to **Reflections on Wisdom Notes** at <http://www.wisdomnote.com>

Finding Your Own North Star
– Martha Beck.

Practical advice for claiming the life you were meant to lead



On the Board

Useful Web Sites

<http://www.sorfoundation.org>
Frank's Statue of Responsibility

<http://www.TweetMeTv.com>

Interviews with people met on Twitter via @producergirl and @McMedia covers philosophy, cooking, wine, life coaching and other interesting videos.



Can a person change There's a Zen story of a frog that was swimming happily in a river, minding his own business. Suddenly, he heard a voice calling out to him. Swimming toward the sound, the frog saw a scorpion standing on the riverbank. The scorpion said, "I need to get across the river. Please give me a ride." The frog was skeptical. "I know your type," he said. "Scorpions sting. How do I know you won't kill me if I try to help you?" The scorpion said, "Why would I do that? If I kill you, I'll die too, because I can't swim." This made sense to the frog, and he agreed to take the scorpion across the river. The scorpion crawled on to the frog's back and the frog slid into the water. But halfway across the river, the frog suddenly felt a sharp sting in his back and, out of the corner of his eye, saw the scorpion remove his stinger. "You fool!" the frog croaked. "Now we'll both die! Why on earth did you do that?" "I couldn't help myself," the scorpion admitted. "It's my character."

Just like the scorpion a person's character (or as some like to call it 'personality') determines motivation and ambition and dictates the way a person relates to his or her internal and external world. Personality shapes ideals, values, beliefs, patterns of information-processing, and leadership style. Can a person change? I had always understood that a person could not change. I have since found that claim to be totally false – a person can indeed change, but the person has to want to change!

In frustrating times, we often say, someday we'll laugh at this! I say, why wait (@tim_hurson)

Design activities – to suit YOU

performing an activity necessitates at least two different kinds of effort—first, the effort needed to **initiate the activity** and, second, the effort needed to **carry out and maintain the activity**. The first kind of effort refers to the difficulty of overcoming inertia or getting over the hump so that the person starts doing an activity. For example, meditating in the morning, making time to work on at least one important project during the day, or dropping by the gym at the end of the day can have significant benefits, but only if the person can remember to do them and overcome any obstacles to initiating them. This effort requires considerable self-discipline and willpower to exert.

Some activities are just more appealing and easier to get going. For example, rather than jogging around the block, if you like wild life wouldn't it be more appealing to choose to run on a trail through the woods, thereby feeling much less initial resistance to beginning the activity. Or, rather than expressing gratitude and appreciation in a diary, a visually oriented individual might instead choose to express himself or herself through painting, and a musical individual might instead choose to write a song. Such choices would enhance the intrinsic appeal of sitting down to engage in the activity. You get the gist?

Finding the right motivated activities are crucial to keep the habit going but think outside the box when you are designing them!

Purpose in Life

If you have read Viktor Frankl's *Man's Search for Meaning* you may recall that Frankl had an opportunity to avoid the concentration camps. While living in Vienna, because he was a neurologist he was offered a visa to live in America, but it was only for him, not his parents. Knowing the fate that lay in store for them, he could not bring himself to leave.

Each person, he wrote, comes into life with a unique set of potential meanings to fulfill. It is up to us whether we decide to grasp these meanings and accept them, or try to avoid them. There is no ultimate "meaning of life," only individual meanings of the lives of individual people. To ask "What is the meaning of life?" makes no sense unless we ask it of our own life and our own set of issues and challenges. This uniqueness of meaning Frankl says is called conscience.

Frankl developed logotherapy a brand of therapy in simple terms describes by him as basically optimistic. Its aim is to convince people that life always has meaning, even if it is not yet clear what that is.

I have studied Logotherapy and other particular therapies and the ancient scriptures from the Bible, to Buddhism, taoism and various philosophies and in essence they all arrive at the same – a happy life is a life lived with meaning. For me this means a life lived with Purpose – as I understand it and it is summed up best for me in Marcus Aurelius's *Meditations*, life's purpose is to serve our fellow beings on this planet. I hope I can live my life with this in mind – I certainly try to.

I would love to know your thoughts on Life's purpose.

Frankl's – Statue of Responsibility

Frankl suggested the West Coast of America build a Statue of Responsibility to counter balance The Statue of Liberty on the East Coast. There is a foundation at <http://www.sorfoundation.org> where the project is now underway. Frankl's theory was that **The Freedom Equation is incomplete with Liberty alone. Liberty must co-exist with Responsibility to maintain Freedom.**
Liberty + Responsibility = Our Freedom

Freedom stands ready to endure as we embrace responsibility alongside of liberty. Individual responsibility, family responsibility, community responsibility, governmental responsibility, corporate responsibility, institutional responsibility – all these segments of society need a massive visual reminder of the role that responsibility plays in maintaining our freedom.