

Cultivate Beginner's Mind Monday May 3, 2010

Mexico update: GET READY FOR WEDNESDAY Cinco De Mayo 6:00 PM-8:30 PM CDT

How to Win on your way to Exploding your Mexico Business

1. What is "Beginner's Mind"?
 - a. Coffee cup analogy...how can you learn something new, be open to new ways, if you are full of opinions and speculations.
 - b. The mind of a beginner is empty...think about a child...what do you have in your mind to analyze, agree or disagree with what is being taught? Nothing. That is why we tend to take on all our beliefs and programs from our parents.
The beginner is ready and willing to learn and is open to *all* possibilities.
 - c. Contrast it with the expert mind.
The devil's advocate...
 - d. Why do we lose it? We prefer to be "the one who knows." Do you see how this shows up in network marketing?
 - e. When we come from knowing, we build expectations.
Unmet expectations are the #1 reason for our disappointments.

2. Why cultivate it?
 - a. Josephine Gross in NMT, "Yet there is one more element to getting started right - and continuing to grow - in any undertaking. It is called "Beginner's mind."
 - b. Innocent of pre-conceptions and judgments, the beginner's mind is in the moment, present to explore and observe.
 - c. This business, this world requires it. Everything is changing around us...social media for example?? Who would've thought!!
 - d. When we've "got it all figured out" then we are no longer awake to what's happening.
 - e. Look at how you are in relationships: both with downline and with prospects.

3. How to cultivate it?

- a. In sitting and noticing the busyness of our mind and all the fixed views that we hold, the preconceptions that we have, it is then possible to let them go. "Not always so" is the essence of Zen.
- b. Throughout your network marketing career, give each presentation as if it's the first.
- c. Rid your language of jargon...speak simple and everyday language.
- d. Be a silent impartial observer as you listen to each prospect.
- e. "See what is" and do not try to change people.

4. Results

- a. When you come from such honor and openness, with a readiness to learn, the prospects will in turn feel safe to open up and expose themselves to what you have to offer.
- b. See Laws 4 and 5 in Go Givers Sell More: Be Real and Stay Open
- c. "In the beginners mind there are many endless possibilities, in the expert's there are few" says Shunryu Suzuki.
- d. By looking at what you do without your experience and knowledge, you may discover new insights that could send you on paths of endless possibilities.
- e. STUCK?? This is a great way to get unstuck. But it is more so a lifestyle to absorb.

PROLOGUE

BEGINNER'S MIND *"In the beginner's mind there are many possibilities, but in the expert's there are few."*

People say that practicing Zen is difficult, but there is a misunderstanding as to why. It is not difficult because it is hard to sit in the cross-legged position, or to attain enlightenment. It is difficult because it is hard to keep our mind pure and our practice pure in its fundamental sense. The Zen school developed in many ways after it was established in China, but at the same time, it became more and more impure. But I do not want to talk about Chinese Zen or the history of Zen. I am interested in helping you keep your practice from becoming impure.

In Japan we have the phrase *shoshin*, which means "beginner's mind." The goal of practice is always to keep our beginner's mind. Suppose you recite the Prajna Paramita Sutra only once. It might be a very good recitation. But what would happen to you if you recited it twice, three times, four times, or more? You might easily lose your original attitude towards it. The same thing will happen in your other Zen practices. For a while you will keep your beginner's mind, but if you continue to practice one, two, three years or more, although you may improve some, you are liable to lose the limitless meaning of original mind.

For Zen students the most important thing is not to be dualistic. Our "original mind" includes everything within itself. It is always rich and sufficient within itself. You should not lose your self-sufficient state of mind. This does not mean a closed mind, but actually an empty mind and a ready mind. If your mind is empty, it is always ready for anything; it is open to everything. In the beginner's mind there are many possibilities; in the expert's mind there are few.

If you discriminate too much, you limit yourself. If you are too demanding or too greedy, your mind is not rich and self-sufficient. If we lose our original self-sufficient mind, we will lose all precepts. When your mind becomes demanding, when you long for something, you will end up violating your own precepts: not to tell lies, not to steal, not to kill, not to be immoral, and so forth. If you keep your original mind, the precepts will keep themselves.

In the beginner's mind there is no thought, "I have attained something." All self-centered thoughts limit our vast mind. When we have no thought of achievement, no thought of self, we are true beginners. Then we can really learn something. The beginner's mind is the mind of compassion. When our mind is compassionate, it is boundless. Dogen-zenji, the founder of our school, always emphasized how important it is to resume our boundless original mind. Then we are always true to ourselves, in sympathy with all beings, and can actually practice.

So the most difficult thing is always to keep your beginner's mind. There is no need to have a deep understanding of Zen. Even though you read much Zen literature, you must read each sentence with a fresh mind. You should not say, "I know what Zen is," or "I have attained enlightenment." This is also the real secret of the arts: always be a beginner. Be very very careful about this point. If you start to practice zazen, you will begin to appreciate your beginner's mind. It is the secret of Zen practice.



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