

# Being Authentic

## Monday, March 24, 2008

Mannafest is Upon Us! This week; see you soon! T-Shirts

Meeting on Thursday night, 6:15p.m.-8:00p.m.

Cancun Incentive

New Power Bonus starts this Business Period

1. What does “being authentic” really mean?
  - a. Who are you? What are the issues surrounding your life that control your thinking, provide you a facade, dictate your responses? Four examples of how we behave and some of the whys.
  - b. These are not really who they are; held captive by images, by programs that run our lives.
  
2. Why do we need to be authentic?
  - a. You maximize your personal power when you exude authentic energy  
When you talk from the heart (“people don’t care how much you know until they know how much you care”) AND walk your talk, people get the real you.
  - b. When you project a facade, others sense a disparity, trust is impossible to establish, and it keeps you from being heard. You can intimidate and still have impact, but your personal effectiveness is lost.
  - c. In interacting with people what is the most important time you have with people? The first meeting; first impressions are engraved in stone. In networking this is always true.
  - d. Network marketing: #1 goal is to learn how to get someone to trust you in the first 15 minutes. Not throw a ton of “stuff” at them (this too is a facade for many...we are trying to stay away from the “real me”); rather to let them into your heart and get into theirs.  
Build TRUST!
  
3. How do I do this?
  - a. Personal development work is the best way to approach it. Why? Because there are programs masking you that you do not even see.
  - b. Assessing your power means being complete with your past.  
Review the four examples.

It means loving yourself for who you are; then you will be able to love others the same way.

When your past no longer runs you, you can run your life with an authenticity that results from simply being yourself. Then you have freedom to invent your future as you reinvent yourself on purpose.

c. Ask yourself, “In what respects am I living a lie...or not the truth? What qualities or thoughts am I reluctant to let others discover?”

d. Quiet time.

4. Much of our struggle in life comes from not being honest with ourselves or with others.

a. Example of my lawyering career...was I living a lie? Was I operating out of integrity with myself?

My emotions: My spiritual walk:

My relationships: My financial status:

My charity work: My fears:

My sense of fulfillment:

b. Being honest with others starts with being honest with yourself.

We tend to become numb to challenges, lies and suffering that life throws our way...causing us to lose sight of a better way. That better way is simply to be truthful, tell the truth to ourselves and others at every opportunity.