

Living With Passion: Desire

Monday Call, May 22, 2006

Alaska Cruise: Aye Aye Mate!!
Skin Care products in Japan
Summer Presidential Strategy Session
Bettina Simon departure

“Ignore what a man desires and you ignore the very source of his power...”
Walter Lippmann

Peter Hirsch, **Living With Passion**

10 Simple Secrets that Guarantee Your Success

Chapter 8: Desire

1. The way to get something is to really want it!
 - A. Kind of want it, sort of want it, half want it, none of these will ever work.
 - B. Why is it that we take the position we sort of want to be Presidential in Mannatech?
 - (1) you don't want to be disappointed if you do not make it
 - (2) conflict with other “things” in your life so you use them as excuses
 - (3) you are a “wanting to want to”...one of our most debilitating and limiting programs running so many people's lives. “Wanting to want” is:
 - (a) avoidance
 - (b) holding back
 - (c) fear of the unknown
 - (d) confusing aspiration with wishful thinking
 - (e) fear of failure
 - (f) a form of procrastination that allows the person to look good in the process of doing nothing productive.
2. The creative force of Desire
 - A. Desire has “no color of its own.” Desire for more than is appropriate or for greater than you deserve is greed.
Desire for less than you deserve is often a reflection of your own lack of self-worth, self-esteem.

B. Emmet Fox, a Christian metaphysician, “Make Your Life Worthwhile” said

“When you really desire to be or do something, when you really desire it—it is a sign that God wants you to do that thing, and that He has signified His desire by giving you the necessary faculty. Indeed, that very desire is really the faculty itself making itself known to you by your craving for expressions.”

“Given the desire and the developed faculty, there is no need to look for opportunity. The door will open automatically.”

C. Robert Fritz, “The Path of Least Resistance”, wrote:

When we have a desire for something, it is different from what we have at present. The two cause a structural tension (as long as we are honest about where we are and what we desire). Tension seeks resolution, so the existence of this tension creates energy toward achieving your desire. Some see this tension as stressful so never put this incredible energy into play.

Imagine holding a taut rubber band with both hands. One hand represents where you are today, and the other represents your desired result. If you let go of the hand which represents the desired result, that is one way of ridding tension, but it results in maintaining status quo; giving up your dreams.

If you maintain the tension, you will force change to occur because tension always seeks to be resolved. Your current reality will change. As long as your focus and commitment is on the desired result, that is where you will move. The tension is the powerful creative force we use to get us to the desired result.

(the ten secrets in Hirsch book applied will accelerate the change)

3. Building Rapport

A. Once you establish desire, communicate it to everyone. You super charge the entire process by surrounding yourself with like minded people who support your desire.

B. Step 1 to this process is building rapport so you can have these warriors in your camp and they will have you in their camp.

You transfer your beliefs to others in three ways:

- (1) Through your words
- (2) Through your voice inflection
- (3) Through your body language

These three form the skill we call building rapport.

C. “When you have mastered the skill of establishing rapport with unlimited numbers of people, you have created a literally infinite variety of avenues for the experience and expression of joy, happiness, and success in your life and work.”

Rapport simply means establishing the most commonality and comfort possible in a relationship.

D. Rapport building Skills:

First realize how small a percentage our words play in communication: Pacific Institute in Seattle did a study years ago that concluded that 93% of our communication is non-verbal.

So, mirror and matching is the approach to finding commonality.

(1) Your Voice

(2) Your body language

(3) Stop, look and listen

Generally, people talk too much! Focus on the other person.

Listening is the most important way to show a person how much you care and you can not be listening to them if you are talking.

(4) Ask the right questions

Open ended versus closed ended; know the difference and only used open ended.

Don't talk facts and statistics; discuss benefits.

“If you give people time and attention, if you listen to their desires, they will open up to you. They will come into partnership with you in a combined effort to achieve all your goals as well as theirs.”