

# "Mastery: The Keys to Success and Long Term Fulfillment"

June 22, 2020

- June 26<sup>th</sup> and 27<sup>th</sup> Training with Tim Altvater – Learn by Doing... Check out: <https://allaboutmannatech.com/sales-training-what-can-you-do-in-a-day-learn-by-doing/>
- No Weekly Product and Business Meeting
- Next TNL, June 23<sup>rd</sup> at 7:30 Pm CT [www.allaboutmannatech.com](http://www.allaboutmannatech.com) with Presidential Kevin Robbins and James Hannan
- Special Webinar with Merri-jo “Success Blueprint with Entrepreneurs, Thursday, June 25<sup>th</sup> at 8 PM CT Register: <https://merrijohillaker.com/webinar>
- New 3 Lap Mini incentive... where are you?
- Have you joined E-Merge? Are you enjoying Andrew Leedham?
- 2020 Purge is coming July 18<sup>th</sup> - Instructions are in the library

1. What is Mastery? It resists definition yet can be instantly recognized. It is not a goal as much as a process, a journey. Available to anyone but *"the modern world, in fact, can be viewed as a prodigious conspiracy against mastery."*

2. Meet the three main characters:

a. The Dabbler: Approaches the new project with incredible enthusiasm. Loves the rituals of getting involved in something new. First great response, he is off the charts excited. The fall off from the first peak...his enthusiasm quickly wanes. Then the flow of rationalizations come...this really wasn't for him, he tried before and never made it then either, too competitive, too hard, don't like to bug people, boring, dangerous, whatever, etc. Then on to something else.

b. The Obsessive: bottom line type person; results are what count and it doesn't matter how you get them...just do it fast. Starts by making robust progress, but then he regresses and finds himself on a plateau, he won't accept it. Then takes short cuts to get quicker results. He never understands the necessity for periods of development on the plateau. So brief periods of progress, followed by sharp declines.

c. The Hacker: After getting the hang of things he is willing to stay on the plateau for extended period of time. He doesn't mind skipping stages essential to the attainment of mastery. These typically learn to do enough to get by. He doesn't look at marriage as a chance to grow/develop but rather as a comfortable refuge from the uncertainties in the outside world.

**THESE THREE ARE CRITICAL FOR US TO UNDERSTAND AS THEY SHOW US WHY WE ARE NOT ON THE PATH OF MASTERY!**

3. America's War against Mastery

a. Hard to find Mastery in our current society as we are a "hyped up consumerist society." Our society is now focused around economic system demanding a high level of consumption. Purchases have thus become the chief value-givers. *"In all of this...destructive of mastery but moreso of rhythm. One epiphany follows another. One fantasy is crowded out by the next. There's no plateau."*

b. The path of endless climax. 2 generations of Americans grown up in the television age, consumerism has achieved unprecedented dominance over our value system. So, now we need this stimulant every day and when it doesn't happen? Then it's all about anti-depressants or anxiety meds.

c. A war that can't be won. Mastery applies to nations as well. *"But our time of grace might be running out. In the long run, the war against mastery, the path of patient, dedicate effort without attachment to immediate results, a war that can't be won."*

#### 4. Loving the Plateau

a. Our world today is always about the products of our efforts...always achieving instead of "the process of living itself." WE are told endless ways to value the prize, then the pressure of the next prize to attain. A life of mastery is mostly living in the plateau...enjoying the stretch of diligent effort with no seeming progress.

b. The plateau is about celebrating the practice until you happen to reach another level and then excited about the new plateau. The joy of regular practice. The author learned this is the art of aikido. We made progress but loved the practice without needing to be fed immediate results (which breeds discontent). Work on perfecting yourself and there will always be rewards. Our world has lost this for the most part: high debt, overleveraged, keep up with the Joneses, etc. all keep us from Mastery.

c. The face of Mastery. True mastery is a face relaxed and serene, sometimes faintly smiling. The ability to make harmony out of almost any event.

*"Goals and contingencies, as I've said are important. But they exist in the future and the past, beyond the pale of the sensory realm. Practice, the path of mastery, exists only in the present. You can hear it, see it, smell it, feel it. To love the plateau is to love the eternal now, to enjoy the inevitable spurts and the fruits of accomplishment, then serenely to accept the new plateau that waits just beyond them. To love the plateau is to love what is most essential and enduring in your life."*

#### 5. Five Master Keys

*The human unlike any other living being on the planet, is able to continue learning everyday of their lives from birth to death.*

a. Instruction: the best thing is to arrange for first rate instruction. Evaluate teachers on whether they take delight in being surpassed by their students. His students are his work of art. Scorn and humiliation never works. A good teacher points out what a student is doing well more than what is being done wrong. Teaching those who are slow has proven to produce incredible results in that they have the focus and concentration needed in mastery. Many of these are gems...so patience is a virtue as it allows the growth to be ingrained instead of bypassed. When you learn too easily, you are tempted not to work hard, "not to penetrate to the marrow of the practice."

b. Practice: we think of this as a verb. But with Mastery think of it as a noun. "Be in practice." Practice is the path on which you travel...not to gain something but for its own sake. It is the process of self-improvement. The maser and the master's path are one. Black belt is not the end, it is the process. They love to practice...and because of this they do get better. And the better they get, the more they enjoy performing the same basic moves over and over again. Stay diligent and disciplined in the basics. Practice is the path of mastery.

- c. Surrender: surrender to your teacher and to the demands of your discipline. The beginner who stands in his ego will never succeed. You become rigid and armored and learning cannot occur. Come from Beginner's Mind. In any practice we go through certain indignities: diving would be belly flops, etc. How many times do we renounce a competency for a higher different one? We need to give up what we perceive as "the way" in order to be open for a better way. *"For the master, surrender means there are no experts. There are only learners."*
- d. Intentionality: The awareness of the power of the mental game really skyrocketed in the 1970's: Jack Nicklas said he never hit a shot without first visualizing the ball's perfect flight and its triumphant destination. He said 50% visualization, 40% setup and ONLY 10% swing! Dr Richard Suinn came up with VMBR: Viseo-motor behavioral rehearsal....*"thought, images, feelings and the like are quite real and...they do have a great influence on the world of matter and energy."*  
*"Intentionality fuels the master's journey. Every master is a master of vision."*
- e. The Edge: masters are dedicated to the fundamentals of their calling...zealots of practice, and connoisseurs of the small, incremental steps. Challenge previous limits. "Playing the edge is a balancing act...know when you are pushing yourself beyond safe limits. " Playing the edge requires first many years on the plateau.

## 6. Tools for Mastery

- a. Why Resolutions fail - and What to Do about it. Backsliding is a universal experience. Every one of us resists change...our body, brain and behavior have a tendency to stay within narrow limits. Homeostasis...resistance to change is true about our physical body as well. Homeostasis does not distinguish change for better versus worse...it resists all change. So for you to stay on "the path" you have to make decisions: here are five guidelines (while they are about homeostasis they also can be applied to any change in your life).
- 1) Be aware of how homeostasis works. When alarms start going off be aware that you are on a path of change...don't panic from forces resistant just evaluate the change and move. Even those who love you may resist as change is not something people are typically comfortable with.
  - 2) Be willing to negotiate with your resistance to change. Negotiation is the success ticket dealing with change. The fine line of playing the edge...one step back for every two forward. Stay alert on those feelings of anxiety.
  - 3). Develop a support system. The best support team are those who have gone through what you are going through...a similar process. The path of mastery almost always involves social groupings. Sports is big here. But even if your on a path alone, you can always ask for support.
  - 4) Follow a regular practice. This practice can bring in stability and comfort toward any activity. So if already involved in some regular practice (perhaps exercise, or whatever) provides a stable base during the instability of change.
  - 5) Dedicate yourself to lifelong learning. Green and growing or ripe and rotting. It is truly just a choice. "lifelong learning is the special province of those who travel the path of mastery, the path that never ends."
- b. Getting energy for Mastery.

Human being is a machine that gets worn out from lack of use. So why is it we get so tired, resist our own most constructive and creative impulses? Starts with childhood. We raise our children to be disciplined, behave, be still. Now the child is as lethargic as we are. In school it only gets worse: sit still, only one right answer, makes individual initiative and exploration almost impossible.

Conformity is valued. So, how do we tap into that unused/misused energy:

- 1) Maintain physical fitness
2. Acknowledge the negative and accentuate the positive
- 3). Tell the truth.
- 4). Honor but do not indulge your own dark side.
- 5). Set your priorities
- 6). Make commitments. Take action.
- 7). Get on the path of mastery and stay on it.

c. Pitfalls along the path.

- 1). Conflicting way of life.
- 2). Obsessive goal orientation
- 3). Poor instruction
- 4) Lack of competitiveness
- 5). Overcompetitiveness
- 6). Laziness
- 7). Injuries
- 8). Drugs
- 9). Prizes and medals
- 10). Vanity
- 11). Dead seriousness
- 12). Inconsistency
- 13). Perfectionism

d. Mastering the Commonplace

We have a pre-occupation with goals, results, quick fix that we deny the journey...our experiences to grow us. "The quality of a Zen's student's practice is defined just as much by how he sweeps the courtyard as by how he or she sits in meditation."

*"The person who can vacuum an entire house without once losing his or her composure, staying balanced, centered and focused on the process rather than pressing impatiently for completion, is a person who knows something about mastery."*

The challenge of relationships: achieving mastery in relationships. The same 5 keys apply...instruction, practice, surrender, intentionality, and the edge.

e. Packing for the journey

- 1) The Five Master Keys
  - Key 1: Instruction
  - Key 2: Practice
  - Key 3: Surrender
  - Key 4: Intentionality
  - Key 5: The Edge

## 2) Dealing with Change and Homeostasis

Be aware of the way homeostasis works.

Be willing to negotiate with your resistance to change.

Develop a support system.

Follow a regular practice.

Dedicate yourself to lifelong learning.

## 3) Getting Energy for Mastery

Maintain physical fitness.

Acknowledge the negative and accentuate the positive.

Try telling the truth.

Honor but don't indulge your own dark side.

Set your priorities.

Make commitments. Take action.

Get on the path of mastery and stay on it.

## 4) Pitfalls Along the Path

Conflicting way of life

Obsessive goal orientation

Poor instruction

Lack of competitiveness

Overcompetitiveness

Laziness

Injuries

Drugs

Prizes and medals

Vanity

Dead seriousness

Inconsistency

Perfectionism

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