

The Compassionate Samurai: Chapters 3,4 Monday, February 11, 2008 Call

Mannafest 2008!!! Robert Kiyosaki...Are you kidding me?!!

where are you in making your plans? "I Can" training for new and for those already in it Saturday afternoon

Incentive 2008: Keep track of where you are in accumulating 100 pts!

New web site: www.Exploremannatech.com

"The Compassionate Samurai" by Brian Klemmer.

Chapter 3: Contribution

"We make a living by what we get. We make a life by what we give."

Winston Churchill

1. What are your conditions around giving?

a) Average people give when there is something in it for them, when it does not cost too much.

Samurai...means to serve

What is the bigger picture? How can we be serving others? Versus what is in it for me?

b) Giving to yourself

What is the difference between a martyr and a compassionate samurai?

Look at what is at stake...

Compassionate samurai believe in taking care of themselves as they lead a life of service.

Martyrs typically feel guilt in taking care of themselves.

Failure to take care of yourself makes you less able to serve others.

When is giving to yourself not acceptable? When it requires the taking from others, at the expense or exclusion of others.

Appreciate the value and blessing of life so honor yourself and the balance in your life.

2. The benefits of giving

There are many but we will examine 6

a) It feels good; cheaper than Prozac. Just try it...carry around \$50 bills and just see what happens when you bless someone. Fast food restaurant example...

b) You give to get...as you sow so shall you reap. You give service, you get customers or reputation that keeps and gets new customers.

When you give only to get, that also creates a reputation. This is called trading not giving. Some people stop performing well at a job when they feel they are mistreated. Why? Do not let the environment rob you of your ethics, character. Work really hard because it may not be this employer but another that recognizes you.

c) It builds loyalty. Your customers stay. Timothy Templeton in “Referral of a Lifetime” wrote about the incredible way of gifting quarterly to those you really care about.

d) It increases your power. You can change this world through giving. If you give openly you will gain recognition.

e) Giving without recognition increases your power...more power than with recognition. Trust this, for the universe is ultimately one of the greatest powers. The more you focus on you, the more the world around you does the same thing (focus on them) and then you become a person in a competitive world versus a cooperative world that builds additional possibilities.

f) It increases your spirituality. As you give away you arise to the point of acknowledging money has no hold on you. People with scarcity are also people who fail to tithe; failure to tithe is a whole other matter.

You are not the source, God is. So why are you limiting our Creator? Name anyone of almost any faith and they will show up as big givers. Go giver concept: see 6 below

3. Give them what they want and not what you want to give them
 - a) We tell people what they need and give that to them. Wrong! Give people what they want...not what you want to give.
We want people to take glyconutrients...what if they want financial security??
 - b) Some people just don't know what they want...you need to become Sherlock Holmes
 - c) Become an asker; not teller.

4. Why people don't give: five major reasons
 - a) They do not think there is enough
Scarcity at its worst. Either/or mentality sinks in...I can have wealth or I can have values. I can have money or a kind heart, but not both. Get out of either/or. This is usually centered on the belief “I am not enough.” This is sinful behavior...you are created in God's image. Compassionate samurai know abundance is everywhere...service is

- unlimited. The pie is unlimited.
- b) They are self centered. If we are really connected then why focus on you?
 - c) They think others are not worthy of the gift.
This assumes there is some great balance, some scale of justice we need to maintain. A compassionate samurai is not about justice, he is about mercy.
 - d) They believe they have already given. This assumes that a certain amount is enough...what is that amount? Why is there a cap? Are there not greater needs out there? Why is this a comparison to what others are doing? As long as God is the source, it is unlimited and you have an infinite amount to give.
 - e) Their ego tells that this is really beneath them. Samurai never allow ego to interfere with being of service. Having a high and lofty position in life is directly related to your ability to serve others.
5. Give what you have very little of instead of giving what you have a lot of.
- a) In other words if you have little money, then give it. Instead we say “we will give of our time.” Well, that is easy to do; do what is hard, empty the jar, and watch it get refilled twofold. It is scarcity that causes us to limit our giving.
 - b) How do you get more of what you want? You sow that same commodity.
 - c) Compassionate samurai use their money to contribute, to make a difference. It affects the fulfillment in their life.
Others hang on to their money so tight because it reflects their security. Others are afraid they will get poor again. Others believe hoarding is the way to riches. Where are you?
***** see p.60
6. The Go-giver principles:
- a) The Law of Value
 - b) The Law of Compensation
 - c) The Law of Influence
 - d) The Law of Authenticity
 - e) The Law of Receptivity

Chapter 4: Focus

“Tell me what you pay attention to and I will tell you who you are.”

Jose Ortega y Gasset

1. Focus is ability to direct attention, efforts, activities in one direction without diversions, distractions.
 - a) The amazing attribute to focus is leverage...focus leverages power. Liken it to a magnifying glass focusing the power of the sun...the same amount of energy exists with or without the glass, but with the glass it can produce fire.
 - b) We have a conscious mind, a subconscious mind and then there is a greater power, God for many of us. We must not lose sight that we are not the source of power but merely the magnifying glass.

2. Focus challenges of the average people..let's stop being average!
 - a) They are not focused because they are unwilling or unable to focus. Life is full of distractions.
What is your life purpose?
What three things are you absolutely going to get done today?
What were your answers? Is your life unfocused? Do you go to work everyday just handling whatever comes up?
Relaxed but focused. If feeling pressure, too hard to focus. So learn and develop ability to focus and be relaxed.
Unwilling...some people think it takes too much work or effort.
 - b) They focus on things that make them ineffective. Compassionate samurai focus on service and contribution, regardless of their circumstances. Others focus on themselves. Know your life purpose and focus on it. Great leaders...Mother Teresa, Martin Luther King, Jr., Nelson Mandela...endured incredible stress, loss of liberty, and in some instances loss of life in order to pursue their vision for a better world for everyone. They live each day as if its their last so they experience life to the fullest. When you assume you will live a long time, various wishes appear and you focus on your own comfort, developing a mercantile mentality.
Live life with a sense of urgency...if today were the last day of your life, how would you spend it?
Forgetting is key to focusing on effective things. Average people say "Can I?" The compassionate samurai say "How can I?" Can I means your past somehow controls your future. STOP! Stop living based on probabilities and start living based on possibilities. Compassionate samurai forget their successes as well as their failures.
Suffering is optional; pain is not. Suffering is unnecessary prolongation of a painful experience by remaining focused on that pain.

The concept of Be Here Now...your body, feelings, spirit, and thoughts are all at the same place at the same time. The average person is not disciplined to be here now. Incredible focus takes place with Be Here Now. Others focus on problems instead.

c) They're focused but are still unaware of what surrounds them. Do not lose sight of balance...be focused and relaxed; acknowledge family and other obligations. Don't be driven by scarcity or either/or concepts. You can be focused and still remain balanced. Develop the ability to be aware of all that goes around you but nonetheless keep focused.