

## The Compassionate Samurai: Chapters 5,6

### Monday, February 18, 2008 Call

Mannafest 2008!!! Robert Kiyosaki, "I Can", and so much more

Make your plans today

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

"The Compassionate Samurai" by Brian Klemmer.

#### **Chapter 5: Honesty**

"I hope I shall possess firmness and virtue enough to maintain what I consider the most enviable of all titles, the character of an honest man."

George Washington

1. Are you honest? Most people answer "well, of course...but..."
  - a) Genuine honesty is not hidden or diluted.  
Most people have become desensitized to dishonesty; they have difficulty recognizing dishonesty.
  - b) Prefabricated exception clauses...like "but taxes are different."  
We rationalize about them.
  - c) You can tell the truth and still not be honest. Honesty is a lifestyle. Compassionate samurai are honest not only when its convenient, but at all times...even if it costs their life or when no one else is around.
  
2. The acceptable lie
  - a) What do you want in life? You answer "to be more organized."  
But you really want a wildly romantic relationship you just won't tell that to someone you do not know.  
We don't disclose the whole truth.  
We say what people are willing to hear or we are willing to say due to fear, pride, whatever.  
When you tell people what you want them to hear, versus the whole truth and nothing but the truth, you are a disservice to you and to the other person.
  
3. Ways of being dishonest
  - a) Telling someone something that is not true.  
Mannatech: when people handed out back packs they told others "Please listen to it in 24 hours because I have so many others waiting for this information."

Was this true?

b) Giving the illusion of what is not so.

You tell your upline that you talked to 5 new people today when you really talked to 2 and left 3 messages.

How to avoid this in coaching? Be clear in your words; have an agreement. Use specific language.

“Fake it until you make it.” Have you heard this before?

c) Not telling what is so. One reason people do not tell the truth is they do not want to look bad. They withhold information to avoid consequences. Structural tension can not exist to support you moving forward.

d) Pretending not to know. Honesty with yourself is as important as honesty with others. You delay your own progress by holding yourself back with things you know are not true, even if no one else knows. Take for instance dealing with your financial status.

4. Transparency versus honesty.

a) People will only follow competency and image so far, but they will follow leaders who are transparent and genuine almost anywhere.

Transparency gives a person a sense of certainty in tough times.

b) Transparency is about helping others overcome areas where you may have also had a problem. Serving others...

5. Be honest because you care

a) Trust is #1 characteristic in relationships...so if you care about the other person, be honest.

Why we don't? We don't want to hurt someone's feelings, etc. When you find yourself rationalizing, now you're sunk. Just be honest!

b) Your kids ask if you ever took drugs...what do you say? Tell the truth. You don't need to elaborate but be truthful.

c) You are over weight and keep lying to yourself that it does not affect your health. Tell the truth and then you can move forward and deal with it. Do you care about yourself?

6. How is being honest like a two edged sword?

a) Being honest is like paying with cash instead of a credit card: you suffer up front a little but then life goes on. With using a credit card you have an illusion of comfort until you pay later and then depression sets in.

b) Honesty can cause a wound but sometimes things need to be cut

before they can heal.

Benefits:

- 1) Honesty increase intimacy
  - 2) Honesty brings more people and their creativity into the process.
  - 3) Honesty speeds things up.
- It takes the clutter out of events, relationships, life.

7. Never use honesty as a way of denigrating another.
  - a) Use tact. "May I give you some feedback."
  - b) "You can only criticize in others that which reflects your own experience. You can only identify in others the things that are easily detected on you."
  - c) "Trying is lying." You are not committed so why not just tell the person outright.

## **Chapter 6: Honor**

"Compassionate samurai hold principles above personal benefit."

1. Dishonor creates an incredible price. Many times we don't understand.
  - a) To honor someone is to hold in high esteem and respect.
  - b) Dishonor runs rampant in our society:  
Examples:
    - c) Price is not always immediately recognized. Society tends to hide the effects and consequences but it will eventually show up.
    - d) If you understand honor you realize that when you honor others, you are essentially honoring yourself, your family, your work group, and any other affiliation you have. The samurai even honored their enemies.
2. How to honor those around you?
  - a) Be a great listener...and to be a great listener you must ask questions. Show that you are interested in their opinions, attitudes, knowledge, etc.
  - b) Give up having to have to be right.
  - c) Be on time. Being late is dishonoring.
  - d) Give other people credit, acknowledgement.
  - e) Remember and refer to people by their first name.
  - f) Think of additional ways...

Compassionate samurai always look to serve and honor others.

### 3. Honoring yourself

- a) Honor is really about respect. We tend just to hear about respecting others. What is your response to honoring yourself?
- b) Love thy neighbor as thyself...in Luke and other passages; so what is this if we are not honoring ourselves?  
Our self respect is tied directly to this issue...wow.
- c) How do we show dishonoring to ourselves?  
Failure to keep commitments to ourselves...  
Do not take care of ourselves...exercise and eat right as a start.  
Become martyrs...give time to everyone but ourselves.  
You think this is service? NOT. You can not serve others without “refilling the tank.”
- d) How you treat yourself is a direct reflection of how you will treat others.  
Make a list today of self honoring practices...those you are now doing, and those you now commit to doing.

### 4. Dishonor makes you small and those around you are impacted as well

- a) Example is Mike Tyson biting the ear of Evander Holyfield. He dishonored himself, and was viewed as animalistic. Lost total respect from the community but it also impacted his family, his profession, etc.
- b) West Point, “Duty, honor and country.” The cadets had an honor code which said a cadet couldn’t lie, cheat or steal, or tolerate anyone who did. They had rules e.g. no drinking. If they got caught drinking, there were base restrictions. But if they got caught lying about drinking, they were thrown out of the academy.  
Honor violates everything...it denigrates the entire academy, it causes loss of reputation of everything the cadets believed in. Trust was imperative. They would also turn in their best friend for lying, cheating or stealing.  
At first cadets adhered out of fear of being expelled; but later it went from compliance to commitment.
- d) “You can’t win in life in the most real sense until everyone wins.”

“Average people never care about their actions or whom they affect. They just live each day for their own pleasure, not thinking about the trail of negative seeds they’re sowing. Average people don’t think about others; they’re selfish. Compassionate samurai live their lives for the value, benefit and reputation of others, for their team as a whole.” Who are you?