

The Compassionate Samurai: Chapters 7,8

Monday, February 25, 2008 Call

Mannafest 2008!!! Robert Kiyosaki, Sen. Harkin, "I Can", and so much more...Make your plans today. Outline of events on the Mannatech website
Incentive 2008: Keep track of where you are in accumulating 100 pts!

"The Compassionate Samurai" by Brian Klemmer.

Chapter 7: Trust

"You may be deceived if you trust too much, but you will live in torment if you do not trust enough."

Dr. Frank Crane

1. Trust is the most critical thread in relationships
 - a) Compassionate samurai have the capacity to trust others and themselves with their lives, and the wisdom to know when to do so."
 - b) To be extraordinary you must learn to trust
 - c) Most of us were taught not to trust
 - Dog eat dog world
 - Don't talk to strangers
 - d) Trust must be earned...
 - e) What is trust? To trust someone is to rely on the character, ability, and word of the other person.
Trust is item specific.

2. Why trust?
 - a) It is the only way to access the synergistic power of teamwork. Synergy is what creates greatness; otherwise you will be ordinary.
 - b) It builds relationship and intimacy.
You also want to share your WINS with others.
 - c) It releases time freedom and efficiency.
When you do not trust, you can not delegate. Without trust, information flow slows to a snails pace.
 - d) It's the primary tool for making a difference and being of service. When you trust someone, you empower them. Empowering allows people to grow, develop into the greatness of who they are. Self confidence is built.
 - e) It gives you a feeling of exhilaration.
Think of a time when you trusted someone and they came through...
So why don't more people trust with all these benefits?

Risks, give up control, there are different costs/benefits to trusting.

Average people play 'not to lose' by not trusting.

Samurai play to achieve maximum results by trusting.

3. The risk reward ratio
 - a) Don't trust those who are not trustworthy...it is not that you can not trust a stranger, just do your due diligence.
 - b) We make huge decisions like marriage without doing due diligence...research family values, etc.
 - c) Failure to trust is far more damaging than stepping into some due diligence to trust. To not trust is self-protection, but also self-destruction. The value of trusting is too huge to deny.
 - d) "Compassionate samurai don't try to escape trusting others; rather they look for opportunities to extend their trust to others."
4. Inspect what you inspect
 - a) Do not expect things you do not inspect.
 - b) Inspecting is not distrusting...it is a risk/reward situation.
 - c) If you want more trust, then you need to trust more.
5. Compassionate samurai are always more concerned about giving
 - a) Losing money is nothing compared to losing a relationship.
 - b) Prioritize why you trust: you trust to give to others...self-confidence, self esteem, empowerment. These are far greater than money which can be earned in a flash.
6. Coming back from breaching trust; tough but forgiveness is there
Here are two ways:
 - a) Start making commitments and keep them!
 - b) Start making yourself accountable to others.

Chapter 8: Abundance

"You can't afford poverty."

unknown

1. Compassionate samurai ask "How can I?" Average people ask "Can I?"
 - a) Be willing to pay the price.
There is no free lunch. You can not skip steps...basics first and then intermediate level, and finally reach the top. Patience is required as well as commitment.

Learn the tough lessons at the lower level to grow into the person you need to become.

(one of the reasons I love networking so much)

b) Abundance occurs in stages.

c) Know the price...if it's worth the time, money, energy, be willing to pay the price.

d) Be willing to pay experts...do not fret over \$100 when you are on a pathway to \$1 million.

Pay for experts to teach you and that is your path to freedom.

e) Before abundance manifests in a tangible way in your life, it must first manifest in your mind.

The first 6 chapters of the book help condition your mind first.

2. Scarcity mind-set is destroying us.

a) What is scarcity? The pie story...we were conditioned.

Depression experienced parents supported us into a relationship with money based on scarcity. Paul Zane Pilzer...unlimited resources. I grew up with Keynesian economics.

b) "Anything is possible through Him." Do we believe scripture or not?

c) Classic scarcity...

There aren't enough prospects.

There aren't enough leaders/promoters.

There isn't enough time.

There isn't enough money.

There isn't enough love.

There isn't enough _____.

d) Abundance is the position in which your wholeness and completeness are not dependent on external circumstances.

We tend to look for success in material things...but we end up spiritually bankrupt. No happiness in the accrual of assets.

Your subconscious thinking and character must change first...

"Your thoughts are invariably what will always create wealth in your life. And, your thoughts will create the right habits that facilitate perpetual wealth."

3. Control the conscious mind...conquer it before the circumstance arises.

a) Don't become reactionary, but proactive.

b) Example of last year...

c) Tithing as a true statement of abundance

- d) Every act of giving is a way to counteract scarcity.
4. Learning how to receive is an important part of abundance
- a) Learn how to be ready and receive. What if you had a glass of water...if you poured it into the ocean, you would not think anything of it. What if the ocean tried to be poured into your glass??? Are you ready?
 - b) “Humility is understanding that God is the source and not you.”
5. Live by a system...systems create predictable results.
- a) Budget; be frugal not cheap.
 - b) 80-10-10 system.
 - c) Don't come from probabilities; come from possibilities. Many say rely on your past as that is where reason is. But why limit your life on reason? Your conscious mind is so very limited. Tap into possibilities.