

## The Compassionate Samurai: Chapters 9, 10 Monday, March 3, 2008 Call

Mannafest 2008!!! Robert Kiyosaki, Sen. Harkin, Bob Burg, "I Can", and so much more... Make your plans today. Leadership call this week. Mannatech is opening South Africa: do you have contacts? Great opportunity for all of us. 2<sup>nd</sup> quarter of 2008  
Incentive 2008: Keep track of where you are in accumulating 100 pts!

"The Compassionate Samurai" by Brian Klemmer.

### **Chapter 9: Boldness**

"One isn't necessarily born with courage, but one is born with potential. Without courage, we cannot practice any other virtue with consistency. We can't be kind, true, merciful generous, or honest."

- Maya Angelou

1. Boldness is courage
  - a) Definition: the attitude of facing and dealing with anything recognized as dangerous, difficult or painful, instead of withdrawing from it; quality of being fearless or brave; valor
  - b) Courage is associated with lions... Wizard of Oz  
We are all like the lion... we all have courage just fail to exhibit it.  
What stops us? Fear.
  - c) Like lions we will need to come face to face with some hard hitting realities about ourselves.  
We are all warriors and are being called to win major battles in this life. When adversities and obstacles appear, how do we respond?  
Run for cover or run toward danger?  
Compassionate samurai eat problems for breakfast, lunch and dinner.
  
2. Danger/pressure is the opportunity to exhibit courage.  
Awaken your courage  
"If low self-esteem is directly correlated to a lack of goodly courage, then having courage is the recognition of your potential."  
"People who don't realize their potential are typically bound by fear-fear of the unknown."  
Courage is not the absence of fear... rather acting in the face of fear.
  
3. What helps to display courage?

Refer to David and Goliath, a great story...

a) Practice courage.

***David kills a bear and a lion first.***

We fail many times before we succeed...Michael Jordan, Thomas Edison

Courage is a maximum gain strategy. Compassionate samurai practice climbing out on the limb until it greaks, then dust themselves off and do it again.

Taking risks is crucial.

b) Rewards are okay.

***David kept rewards in his head (tax free and the king's daughter).***

FEAR is many times said an acronym: False Evidence Appearing Real. Rewards in your subconscious help banish the illusion of fear.

c) Use a support group

Don't go it alone. Look for people who affirm and mentor you.

David was ridiculed by family and "turned to another."

Stay away from naysayers...don't give them credit.

d) Leverage your strengths.

***David tries the king's armor, but then goes back to what he is good at: the slingshot.***

Leverage your strength and it will give you confidence and courage.

Do not emphasize your weaknesses.

e) If God is for you, who can be against you?

***David knew the Lord was with him.***

Rely on the infinite instead of the finite (you).

You are a spiritual being who has a body. Having infinite on your side is surely a confidence builder.

Know that positive change will never occur unless the person realizes that change requires boldness.

When you are scared and you want to back down, that is exactly the time you should go faster, move forward and do more.

"Fear runs much faster than courage, yet it never has enough energy to finish the race."

## **Chapter 10: Knowledge**

"Shall I tell you a secret of a true scholar? It is this: every man I meet is my master in some point and in that I learn from him."

-Ralph Waldo Emerson

1. What do we think of when we say “knowledge”?
  - a) It is not just the specialized knowledge we get as we get educated, but it is about constant eagerness to learn and the practical wisdom of applying knowledge to a situation to produce a desired outcome.
  - b) Do not settle. Always pursue excellence.  
Discuss the dog and the bones story.
  
2. This is it and I am satisfied.
  - a) Do not think that more, different, better will make you satisfied.  
Example: my Mannatech business after 2007. “This is it and I am satisfied.” Now, I release my resistance around it. I was thinking my resistance would cause it to change. It won’t. It will only prevent you from getting what you want.  
“What you resists persists.”  
This allows compassionate samurai to be satisfied no matter what situation they are found in. By releasing resistance they are now able to create whatever they desire.  
Example: being overweight.
  - b) We get in trouble when we confuse gratification with satisfaction and contentment.  
Example: Get a new car; how long does the excitement last?  
Average people look for contentment in losing weight, making more money, achieving more success. When they don’t get it, they get depressed. That is why you find satisfaction/contentment in “this is it and I am satisfied”, so that the more/better/different can be gratification, but not your basis for contentment/satisfaction.
  - c) Draw two boxes. Compassionate samurai operate from both boxes: they are satisfied, but they operate for more/better/different so as to create new things.  
Gratification: feeling of accomplishment  
Satisfaction: being in alignment with purpose  
Don’t confuse them. This is just an incredible concept to live your life by.
  
3. Having a Beginner’s Mind.
  - a) I always have more to learn...it is a place of humility.  
You enter relationship’s blanking your judgments out, so you hear the other person.  
John Average Man: born 1900, died 1940, buried 1988.

Understand this and you will understand Beginner's Mind.

b) Compassionate samurai thrive they do not simply survive.

c) Right/wrong paradigm. Things happen. Just acknowledge them and respond but why is it we always have to make them right or wrong?

Example: sides of the mountain; look at it as 2 viewpoints, then instead of arguing and spending wasted energy and time around who is right, you can use the information to create.

d) Hire out for specific knowledge.

Scarcity people fail to hire experts. Experts save you time and money. Why be mediocre in certain areas? Tap into your strength and spend your time and energy there. That is where you will create the greatest results.

Finances, relationships, health, spirituality...these are all areas of specialty knowledge.

e) Another area of knowledge is paradigm shifts, or revelations in your belief system. This typically requires experiential training, seeing yourself on a different way, so you can see how choices can be made to affect different results.

f) Tapping into resources around you. Some of the greatest information you can collect is directly around you in your sphere of influence.

The story of the oarsman.

Question: Are you an oarsman or an advisor?