

THE JUNGLE TIMES PODCAST

# HOW NATURE FAVOURS CREATIVE LEADERS

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**Musical Intro**

## How Nature favours creative leaders

Hello and welcome to The Jungle Times Podcast. I'm Lawrence Poole and this is Episode #4 – *How Nature favours creative leaders*. In this presentation I'll tell you about 5 strategic roles that will help you transform your life and increase your creative capital.

On the last show, I said 4 conditions contribute to complex situations, and I told you how to encode problems caused by them so they can be resolved. I explained 3 *landscapes* that allow us to understand complexity, and then I discussed Nature's 9 self-management principles.

I suggested our saving grace is the 8<sup>th</sup> principle - *Self-awareness* - because it gives us a feedback loop where we see our behaviour... we understand the circumstances of our lives. Self-aware, we can give value to our *Structural capital*, our *Client capital*, and our *Creative capital*. Listen to Episode#2 where I explain each of these ideas.

Nature's 9<sup>th</sup> principle - *Self-empowerment* – then tells us that we can change the circumstances of our lives by adding value to our capital worth. We can grow! We can become more creative and we can thus prosper.

In these *Jungle Times*, you should know that Nature favours creative adaptation. As you learn to adapt, your leadership skills will naturally evolve. The management rule you must adopt in order for Nature to steer its course is called *altruistic self-interest*.

As I often mention, there are no exceptions to Nature's rules. We cannot break a law – even if we can break ourselves against it. Mind you, this doesn't stop bad and stupid people from trying. I've described bad people as those "*Me first*" predators, while stupid people are they who work against the common good without any seeming personal gain or advantage, like parasites.

I ventured to suggest that predators and parasites are responsible for most of the world's problems. Take a look at local newspapers or the Internet for a confirmation. Articles tell how American President

Donald Trump often acts against his own best interest. Alarmingly, this is the definition of a stupid person. His refusal to wear a facemask or to respect social distancing during a pandemic is a flagrant example

This position, mimicked by his supporters, undercuts the efforts of his very own public health officials to stop the resurgence of the Covid19 virus. Trump is impeding his own efforts to revive the US economy - which is staggering under the highest unemployment rate since the Great Depression – and his self-sabotage has pushed him into deficit numbers for winning his re-election, beside leaving public health experts mystified as to his irresponsible behaviour.

In spite of its management being called *a slow-moving nightmare*, a significant number of American voters still hold the opinion that this pandemic is a hoax. Others believe it's a sign of the Biblical end-days. They think the world will soon be destroyed by God... and they have a vested interest in making that vision come true.

You can find opinions of every stripe, and opinions on those opinions on the Internet. What you should know is this: *Beliefs compel behaviour...* and as Forest Gump so cleverly pointed out - "*Stupid is as stupid does.*"

In these jungle times we must deal with the fake news, alternate facts and elaborate hoaxes that plague the world. The information I've shared so far in my first three podcasts leaves me with no doubt that Nature's Intent –is that every INDIVIDUAL must empower themselves to help fix all of our problems – even if predators and parasites continue to use disinformation to get their way. Digital technology has given them the power to create chaos as they easily influence even greater numbers of vulnerable people... who are their prey.

Fake news is described as any information published with the intent of misleading people and damaging the credibility of an individual or an institution. In the chaos is created, predators and parasites gain financially and politically. They spread dishonest and fabricated news because it advances their agenda.

Have you heard of *clickbait stories*? These are fake news *articles* that earn revenue by holding our interest. Click-baiting uses brief descriptions that are designed to grab your attention and entice you to follow hyperlinks that lead to deceptive and misleading content.

A characteristic of this kind of practice is that it begins with an enticing headline - *why a favourite celebrity is under arrest* - for example. Any teaser that exploits curiosity is fair game. The story then provides just enough information to make act – and click forward - but not enough to satisfy our curiosity until we are exposed to the intended content.

*Click-baiting* is dishonest because the product doesn't reflect the promise. The *bait* aspect of the term is taken from fishing - where a hook is disguised as *bait* to give fish the impression that it's a good thing to eat.

Before Internet, this kind practice was known as *a bait-and-switch con*. Back then, con artists could rob far fewer people. Internet has multiplied their Client capital.

Do you know about *troll farms*? These are professional groups of internet hackers whose aim is to influence decision-making. A study informs us that 30 governments worldwide have internet armies that are engaged in spreading false news and propaganda.

According to reports, these same governments use paid commentators, trolls and auto-bots to erode our trust in media and community groups. The study says attempts were made to influence the elections in 18 of the countries it mentioned - and yet some deny the facts even if they come from intelligence services.

The predators and parasites will come from the whole spectrum of society. Without regard for any other category of person, Bad and Stupid people come from every race and religion, they are men/women, young/old, rich/poor, gay/straight, educated or not, political or not, successful or not.

There is an excellent documentary on YouTube that describes the behaviour of psychopaths. Produced by the CBC, it will help people

who have trouble imagining humans as predators remove their rose-coloured glasses. I'll put the URL link (<https://www.youtube.com/watch?v=-rPIakMCEec>) in the description to this Episode of the podcast as you'd profit from seeing it.

The reason for our different way of seeing the world is an important aspect of human nature. *We are perceivers. We perceive a world of paradigms.*

No one receives an objective view of the world *out there*. We assemble our worldview *in here*, from random data, that we receive from out there. How we do it makes for the differences between us. People will assemble the same data and arrive *at different perceptions*.

Our worldview is created by the series of neurological models we are assembling in our brain. The connections we make *assemble* our mind.

The brain, science tells us, is composed of 100 billion neurons. If you imagine each of those neurons as if a single image, assembling 24 images per second creates a live-action High Definition film.

Our constant assemblage of bits of data is the flow of perceptions we call *mind*. Neurons in our brain are being connected by energy - *Consciousness* – so the formula is [Consciousness + Brain = Mind].

More than a brain, we are a brain/mind. It's not either/or, it's both. We have both a biological brain and *Consciousness*... a flow of energy. This gives us an incredible power. We can consciously select our perception of the world. Our billions of neurons can be connected in many ways. We can literally assemble a worldview of infinite potential... *except for the effect of paradigm*.

The effect of paradigm is the fact that assembling a perception of “what is” is exactly what is preventing us from assembling “what could be”.

We humans entertain our ideas according to preconceived models of *how things should be*. We inherited a genetic baggage - so we have many pre-made perceptions, and then we are trained since birth to view the world through specific *family and then tribal lenses*. By the time we go out into the real world, we perceive it with a mind that is largely made up.

So - we see racial divides, religious differences, national interests, political views, language particularities with opinions and preferences, and models of entitlement – for us and for others – even if we deny this. We see differences because they exist. The paradox is that all these differences in fact have the same cause. They are the limited worldview that's etched into our brain/mind and prevents us from accessing the infinite potential.

Science refers to our perceptual view as *a world of paradigms*. A Greek word meaning « *model* », the neurological concept was studied in academic and business jungles where it's defined as - *a set of ideas that form a perspective, a view*. Paradigms describe a personal way of looking at a situation. If you change paradigms, you change how to think about that situation.

I mentioned how I changed my worldview in the ordeal I experienced when paralyzed in a car crash. I had no choice. I was thought dead 4 times and have a total recall from two of the experiences. I was out of my body and I saw the creating Light. I *perceived* God-energy animating life and that perception changed my whole paradigm. It changed how I see life.

We all know that everything is energy. Einstein's [  $e = mc^2$  ] proves that. But not everyone gets the fact that everything is energy *all the time* as Max Planck quantum equation [  $e = hf$  ] proves. Energy is available at a constant frequency. Very few people understand that limitless energy can be accessed at 5 magnitudes of Light. And most don't know that the limitless oscillations of vibrating energy of universe is the l.o.v.e. of God. I tell you more about this in Episode 5.

I never tried to convince anyone about my experiences... but they did make *believing* in a Creator rather redundant. My personal beliefs were merely confirmed. The difference is that before I could visit God

in prayer or in church, and now I find Him in all of Nature, in its laws and rules. I know how humans can access the infinite potential beyond their limited paradigms.

Examine your own baggage and chart a profile of your strengths and weaknesses. Then you can - to a large extent – influence your life in very creative ways. Rather than react to decisions made in youthful indiscretions, build the future you want by changing the present.

You can connect your 100 billion neurons in different ways... and you can even create brand new neurons to connect. There's a lot of potential to work with. As I explained, we are more than the sum of our parts.

Science is exploring the brain's *neuroplasticity* and research shows that we can change our view of the world and our potential by tracing new neural pathways. You can't erase what's already there, but you can add to it. The brain has the ability to reorganize itself... and we can help.

Neuroplasticity tells us that nerve cells can compensate for injury and disease. How we adapt and respond to new situations or changes in the environment show this. We can paradigm-shift into a whole new reality and even transcend our moral and spiritual limits if they don't serve anymore.

We are no longer prisoners of our limits – even if most people aren't aware of the power they have yet. Every day, without even thinking about it, we create new neural connections anyway: Whenever we complete a new chore or try a new dish or take a different route to work, we etch neuropathways. If we visit a far-off place - if only on TV - you memorize pictures and record memories.

New pathways can be chosen – *I will visit Antarctica, I will learn computer programming, I will open a shelter for homeless people – etcetera*. These will add value to the whole! This gives us an amazing power. We are more than the sum total of our parts. We are all we can be too. Every new neural connection contributes to a transformation of some sort so why not choose to etch the neural pathways you will profit from?

You can decide what to be when you grow up. And then all you need do is invest the time to etch neural links that make your wish come true. You can add any experience... Make a bucket list of those - physical, emotional or sexual, intellectual, cultural and spiritual – that you want as memories before you go into the great mystery.

They say you can't take it with you - but they are wrong. We take our experiences with us in the form of memories.

List the memories you want. Based on our own *bucket list thinking*, Suzy and I have visited Costa Rica 43 times. We crisscrossed Mexico and Central America. I became the guy *who treks jungles... in a wheelchair*. But I also visited most of Canada and a lot of the USA and Europe. I wrote my first bucket list after hitting that pole - but I completed it 3 months after leaving the hospital. Then I realized the puny list I had made so I started thinking big... and trekking jungles soon followed.

*As long as you are changing, why not do it consciously and choose what you want to change into? Do you have physical challenges to consider? Do you have moods that need adjusting? What about old ideas, memories or relationships that darken your spirit? How will you choose to experience tomorrow? Will you be happy? Or will you give yourself to less than that?*

Think about it. I'll be right back.



## INTERLUDE

Molded by our neural imprints, our mind creates a perception of the world. And we act on our perceptions. This amazing discovery has caused researchers of every kind to study the consequence of *humans as perceivers*. Their findings are invaluable in this new Covid19 reality.

Many people are struggling to deal with the changes this virus has imposed on them. There is even a therapy that's focused on helping people adopt behavior that is based on new social rules. A language exists to help us understand the limits related to our neurological perceptions.

Many people suppose that nothing exists outside of the world they perceive. They couldn't be more wrong! *What we perceive* is a function of *how we are doing it*. In a fixed mindset, it's difficult to imagine that other ways of perceiving might exist. When we are totally focused on using crayon that is coloured red, for example, that fact prevents us from thinking blue, green or yellow. Similarly, believing any one thing can prevent a belief in something else.

Married couples are often shocked when they realize that their *mood* affects their mind... and their relationship. Feelings like jealousy, anger or hurt can cause the mind to entertain the most negative biases and perceptions of a mate; but in another mood, when you feel love, that same person is perceived as a most wonderful being who can do no wrong.

Because it's responsible for human behavior, you'll benefit from understanding « the effect of paradigm ».

Let me illustrate how it works: One day Suzy and I were called on by the officials of a Provincial Park to help them solve a problem. We listened to them discuss it and were struck by their two diametrically opposing points of views.

The team was at loggerheads over *their perception* of the dilemma. Divided evenly, one side spoke about the need to purchase new canoes in order to satisfy an increased client demand. The other side

maintained that their budget would not afford the expenditure. One side was focused on canoes as an unbudgeted cost, while the other argued for an investment in canoes that would increase revenues.

They exposed two logical but *paradigmatically opposed* points of views. Sometimes our way of perceiving is so powerful that it pushes us to reject new data, or to label new ideas impossible or inadequate. Since *opinions are etched in the brain*, our perceptions are neuro-*logical*, so any mind that refuses to adjust has *logical* reasons for doing so.

In the Provincial Park dilemma, I asked how much new canoes cost? Then we had them show us how much extra revenue could be generated, and we wanted to know when the books had to balance. Then we guided them in an exercise as they worked out details in a compromise.

The *effect of paradigm* explains that it's impossible to consider something that's not part of our subjective mind unless we consciously OPEN IT and let the data in! First seek out as much information as possible and then you'll know what to decide. Question your unknowns.

Interestingly, when we experience new data, our mind becomes much more alert to anything associated with that information. Remember the last time you bought a new car. Once you settle on a new model you think unique, different, you find yourself surrounded by the identical car as soon as you drive off the lot. Once you perceive it *in here*, it appears *out there*.

In that same reflection, I never really noticed disabled people until I was disabled myself. My daughter told me she never noticed so many women in her small town were pregnant ...until she was too. Out of sight, out of mind has a flip side: *Out of mind, out of sight*.

An experiment conducted in Germany at the end of the 19<sup>th</sup> century gives us a glimpse into the power described by *the effect of paradigm*. Sometimes our neural connections filter information so well that, instead of opening our mind and adjusting to include new data, the brain manipulates the data so that it conforms to

expectations. Our self-organising brain has the power to delude us. Paradigms provoke mind tricks.

In the experiment, several subjects were asked to wear glasses that were designed to invert perception, causing them to see the world upside down. None were given a warning, nor were they allowed to adjust their vision or the glasses. Strangely, everyone reported that they saw the world normally... right side up! The brain modified the data the brain received so it would conform to expected beliefs.

*Are you open to new ideas? Do you realize that your old paradigms are influencing you? How do your assumptions affect data coming from «out there»? Are you a believer? Do you realize that you can open your mind?*

The language of paradigms is related to how ideas connect in the brain. A *paradigmatic complex* describes a pre-determined way of seeing that projects frustration onto a person, an event or a situation and then clouds the mind. We punctuate arguments with absolutes – like: "You're **always** too busy..." or "Things will **never** change!", or "**Everybody** says so!"

If it's ALWAYS, NEVER or EVERYBODY – well that says everything: You win! No further discussion.

We call that kind of logic a paradigmatic complex. The tendency is to group together all the slights and perceived slights, allowing us to avoid taking responsibility for the moment, *for how we feel*. When it's *always* or *never*, the discussion ends. The evidence is abundant you claim, so you must be right. Again, if it's *everybody* or *nobody* – well the majority is with you. How convenient... You win.

The problem with that kind of thinking is, in order for a mind to maintain an absolute position, it must cut off access to parts of the brain that might consider another realization. While you are busy reacting to a perceived truth, there's no possibility to move beyond that limit, you can't be more creative. In the opinion of the wise, self-importance is our greatest enemy because it obliges us to spend most of our lives upset at the deeds or the misdeeds of our fellow men.

*What about you? Do you tend to paint things with the same broad strokes? Would you rather be right or happy? Do you have a need to force your opinions on others? Do you keep having the same kinds of argument?*

This idea of living in a world of neurological paradigms gives birth to what are called *paradigmatic authorities*. Instead of presenting actual evidence, some people rely on the credibility of an *authority*. For example, an ad claiming that a brand of breakfast cereal is the best way to start the day because Michael Jordan eats it every day. A very good Basketball player, Jordan is suddenly thrust as an expert on nutrition.

Many people have given their life to another. The Pope is a classic example of this as one billion Catholics believe he is infallible and God's sole authority on Earth, that he is God's head of state. In order to hold onto that belief, they must obey proclamations on a lot of significant ideas. They must surrender their inner authority – their reason - to his.

A billion others would rather surrender theirs to Buddha. A billion more obey Mohammed. Who is your higher authority? Terrorists like those in the 9-11 attack share the radical notion paradise is just beyond their deadly mission. Many Americans would rather believe Donald J. Trump's silly-ass opinions on the Covid-19 pandemic rather than the science or the experts.

People sell out their own reason in exchange of easy answers.

Everywhere, great numbers of people are weighed down by absolutes and rules they believe we cannot question. Consider how often the creative spirit is stifled because - "*The boss says we can't...*" or "*Opinion polls suggest that...*" or "*That's not the way we do things around here...*"

History is filled with tales of how new paradigm thinkers stood against a local authority... and were crucified for the effort. As long as a majority of people believe that death and high taxes are inevitable, we don't question it, we don't rebel against it and, we quietly accept

its complete authority. We pay through the nose and die at the end of the script.

A yoga teacher named Da Free John says we can be enlightened and shake off the shackles of our negative karma by constantly asking ourselves the question: "*Who is the master I am serving now?*"

Substitute the word *master* for authority, belief or habit and he's talking about overcoming paradigms, our beliefs about how things should be.

*Who are the authorities that you endorse? What absolute truths dictate your choices? To whom have you surrendered your reason? Is your moral sense dictated by factors «out there» or by a conviction «in here»?*

There is a phenomenon called «*paradigm paralysis*» that is described as the limit caused by a narrow a vision of the world. Author and business consultant Joel Barker writes: "*Paradigm paralysis is a mortal disease caused by certainty.*"

He explains how paradigm paralysis pushes us - individuals and groups - to believe that our way is the only way - *the one correct and true way of seeing* an event, situation, problem, circumstance or anything else.

Cults of every description have a field day with this kind of neurological paralysis, but they don't have an exclusive claim to it. The certainty of having the ultimate answer has provoked holy wars, destroyed societies, cultures and companies, it has ended relationships and halted personal evolution.

Many madmen from history left us flagrant examples of this dis/ease. For example - both Napoleon and Hitler failed to account for the Russian winter, and it cost them very heavily. In another - the Mars Orbiter Climate Satellite was lost because the manufacturer, Lockheed Martin, and the client, NASA, used respectively the American and the Metric systems of measurement to calculate the launch requirements. Each side was so sure the other knew how they worked, no one checked. And the error cost taxpayers 300 million US\$.

Being sure that you are only one with the correct answer is convenient because it requires no discussion. It also causes an incredible variety of neuroses, psychoses and misery for others. You might know someone who still can't get over his version of a past event, insisting that his way of remembering it - even if evidence suggests otherwise - is the only way. Paradigm paralysis leads to delusion, obsession and fanaticism.

Take a look at the state of politics today where one side actually demonizes the other. The right-wing is convinced that left-leaning liberals are pure evil. This is no longer about good people with different opinions on how to better manage the collective, politics has become a battle of good and evil.

*Are you the only one to see things the right way? Do you believe there is only one direction, one true answer, one way of seeing? When is the last time you were 100% sure about something? When is the last time you were 100% wrong?*

Neural paradigms are involved whenever we adopt a look – be it macho or hip hop, Barbie-doll or preppy. Are you a princess, a rocker or a jock? Or do have another look? Have you ever adopted a paradigmatic behaviour? That is - do you behave according to a predetermined code – *How things are supposed to be?*

We learn through mimicry - or by copying - a paradigm's rules of engagement. We copy what seems to work for others. Teens, for example, seem to rebel against authority in order to assert their own style and values. Do you remember the hippy movement... or beatniks before them? How about the grunge movement, or the Goths?

I remember being clued-in by an executive in a company I worked for, when I was just starting out. Newly promoted to manager, I attended a social function and, after I ordered a beer, I was told that I should drink something more adult now that I was in management. I switched to Scotch.

Business types learn to behave like businessmen and women by cueing into other business types. Doctors learn to act like doctors at med school and police officers watch cop shows to become police officers

Politicians give us an easy lesson on *paradigmatic behaviour*. We might see them promise us pretty much whatever it takes to get elected. I know a few who have proudly worn every political stripe, belonged to every party.

Paradigms demand specific behavior. So... *what look are you going for?*

*Do you feel obliged to act or react in certain ways? Have you adopted a trend or a fad? What rules of behavior do you expect from others? Can you separate yourself from your beliefs? What kind of behavior would you profit from trying? Do you celebrate your uniqueness?*

You'll notice computer geeks trading information in a language that's particular to their field – *bits and bytes and megapixels*. A majority of folks have little clue what they're talking about as they engage in *paradigmatic exchanges*. Jocks do the same thing with sport talk – about *laterals and bunts and punts*. Accountants go on about fractional banking or investment strategy and, using Latin words, gardeners talk about flowers and shrubs.

When we share a paradigm, we use words and ideas that others do not get; we share values others don't have. We can exchange in paradigms.

Note that people with opposing points of view try to shape a conversation to fit their limits. You'll also note that communications break down when someone holds fast to their ideas, and do not open to others. And a debate will lose all coherence and logic when one side has a hidden agenda.

There's a very funny scene in a Simpson's episode that illustrates how these paradigmatic exchanges work. The family is visiting a tavern in Australia and Marge wants something to drink.

The bartender asks her what she'll have, and she answers, *"I'll have a coffee please."*

To which he replies: *"Right-o... a beer."*

Marge repeats: *"No, no, I want a coffee please."*

He says: *"OK then, a beer."*

She stands up to him and asserts: *"I want cof-fee."*

And he answers: *"You want a bee-er."*

Nose to nose with him, she shouts: *"Coff . . . fee."*

And he affirms: *"Right-o beee . . . err."*

Their paradigms were trading words but not a shred of understanding.

*Do you understand jargon from other paradigms? Can you exchange and get information from people with different ways of seeing than you? Do you have tools to help you see past your habitual views?*



The ability to examine new ways of thinking, to explore a whole thought as well as its component parts, to evaluate both sides of an argument, and to draw creative or expansive syntheses from information requires *paradigm flexibility*. If you imagine a corporate CEO changing his mind as the result of a comment made by the janitor, you'll get what I mean.

*Paradigm flexibility* is indispensable in order to develop a more creative intelligence. It requires high self-esteem and the ability to grow, to transform yourself.

*Can you easily change your mind? Do you find it a challenge to adapt to new situations? Do you believe your paradigm to be rigid or flexible? What do others think of the way you receive new ideas?*

New paradigm pioneers are they who, against all odds, explore what could be. Pioneers extend the boundaries of the known by asking "Why not?". Not satisfied with the status quo, they create innovations that disrupt comfort zones and old paradigm thinking and, in some cases, even revolutionize the world.

Steven Jobs, founder of Apple Corporation, reduced the computer to personal size and thus invented a new paradigm of computers. Bill Gates thought everyone should have an operating system on a PC that could run a small business, and he helped revolutionize our way of engaging in commercial exchanges. Elon Musk thinks about the future because he lives there. New paradigm pioneers believe in the power of the individual to influence change.

Limits are waiting to be transcended. A few years ago, I designed an innovative jungle wheelchair. Completely anti-rust, it was made from aviation grade aluminum and ripcord nylon. It had mountain bike tires and many other special features. After it was made, the builder was swamped with orders. I may have been the first paralyzed person to want to trek the jungle, but I certainly was not the only one!

*Are your beliefs limiting your happiness? Are you a creature of habit or a new paradigm pioneer? Do you quickly accept new ideas? Or are you more of a status quo gatekeeper, a protector of the past?*

Because the unknown is, of course, unknown, choosing to change means a person must shift paradigms without any guarantee that the new one will be better than the old one. Change requires a jump into the unknown.

Whether the jump is provoked by an unexpected situation - like my car accident - or if it follows an input of new data, it can alter our way of seeing. The only requirement for consciously causing a paradigm-shift is the realization that your old way of being isn't enough.

If your way of perceiving doesn't serve you anymore, change it.

Let me suggest you try this instant IQ test: *“If your perception of the world is that it is getting larger, funnier and more beautiful, your intelligence is steadily increasing. If your perception of the world is that it's getting smaller, nastier and uglier, your stupidity is steadily increasing.”*

Think about it... I'll be right back.

## INTERLUDE

Nature requires individuals to shift paradigms so that they adopt its management rule: *Altruistic self-interest*.

I know a little about changing my mind. Trust me, had anyone suggested - when I was nailed to a hospital bed paralyzed after my car accident - that I'd spend my life in jungles, in a wheelchair, I'd sincerely have answered: "*You've lost your mind.*"

From my perspective at that time, the kind of change required would have been radical to say the least. It would have made no sense to even think about it. But, as a result of that accident, I learned to embrace change itself. I learned to overcome whatever prevented me from living the life I wanted. So - I focused on being happy, and I let God take care of the details.

By the time I had made it to the edge of a jungle, facing the unknown was already natural but you should know that I was close the day before.

We can adapt to a monumental change by taking baby-steps... I re-organized my life around a *higher intent*... JOY. I had to eliminate whatever stood in my way of experiencing joy! I realized Nature doesn't impose its rules - *even if there are no exceptions to them*. Nature determined that empowerment must be claimed and organized. Change takes more than "*can do*" and a lot of "*want to*", it takes *unbending intent*.

Once I understood the world of paradigms – that my beliefs determine my options and decisions – I looked for a tool that could help me overcome my limited way of perceiving.

In her book *The Art of Strategy*, R.L. Wing, an expert on the I Ching, discussed how to overcome limits. Ms. Wing suggests that we can defeat our inner demons by managing 5 stages in a holistic strategy.

The 1st stage is to analyze the situation. This important step allows us to see if we are ready to take up the challenge. If, for example, you determine that having more self-esteem can bring you closer to

realizing your goals, then you must look at each facet of what increasing your self-esteem will mean.

Next you must note how the changes will impact your life. If you conclude that working on your self-esteem will be worth it in the long run, if it's something you want and are determined to work for, then you are ready. If you experience the slightest hesitation, do something else. The self-empowerment process doesn't care where you start overcoming your limits. What matters is to determine what you want out of life and to not stop until you get there.

I tell people who don't know what they want to pin a large sheet of paper on the back of their bedroom door. Next I tell them to write the word « joy » at the center of the sheet and circle it. The exercise involves contemplating that word every day for a month and writing down the ideas that come to mind. Think about being joyful and write down everything that you imagine might give you joy. Circle it and, with a pencil stroke, join it to the central theme. After a few minutes you'll run out of ideas so stop and continue the next day.

What does joy look like when you're in a different mood? Work your paper for a month or so, continuously drawing circles around each new idea, diverging your thoughts outward like a starburst.

Allow your thinking to contemplate any circle and take that idea in any direction. Write down all your ideas until no more come to mind. Then draw lines to join the circles you see as similar and somehow linked.

Shape those ideas into new potentials. Keep exploring that potential joy as if it is light at the end of a tunnel. Just keep moving in that direction... adding joyful promise to your life, keeping those potentials that prove true and letting go of the rest.

*#2 in Wing's five-part strategy is to learn as much as you can about your inner opponent.* She says we should familiarize ourselves with our habits and our reactions and their effects on the other aspects of our life. In my previous example, where, when and how do you suffer from low self-esteem? Take notes. Soon you'll begin to understand your resistance and then you can trap it and, giving it no room to escape, defeat it.

*#3 is develop a winning strategy.* Be precise and detail every step in an action plan. Avoid half-measures and be sure to include rewards along the way to encourage your continued progress. Design a strategy like you are planning to rid yourself of a pesky insect or unclog a drain. You'll be doing a needed but unpleasant task...

Defeating your inner enemy might require special preparation and tools. If need be, get therapeutic help or read up on the subject. Vanquish self-pity, fear, anger, despair and those other crutches and excuses that encourage you to quit. Focus on how to complete each step in your strategy.

*#4. Analyze your strategy's chances for success:* As you act, Wing says it's important that you assess your plan to ensure that, once it's in place, things will occur as desired. If you anticipate that a decision might affect others for example, you should determine and assess the exact repercussions on them so as to avoid having to slow down or to modify your plan. Take care of every detail.

A well thought out strategy will save you time, energy and resources. Consider how to fight a thousand-headed dragon: Either do battle with each one of those snarling, snapping heads one after the other - or cut the dragon's neck and watch all the heads fall at once.

In my example on the need for self-esteem, choose the most disruptive element preventing you from knowing *the self* that you want to invest in. Start there to change that one element. The rest will follow naturally.

*Stage 5 in Wing's strategy is – Act consciously.* Adjustment follows action. Be a leader... and lead – so you can adjust. The battle is between your reactive mind and its limited paradigms, and your emerging new creative mind. Be proactive. Your plan will require certain doings and certain not-doings so consciously adjust as you go along.

A warrior of spirit is aware that doubts and fears slow progress more than any rival. Be detached so that you behave in ways that are above reproach. Act with *creative intent*, investing yourself where it will do the greatest good. Take responsibility for your choices so that your every act is an act of power.

A case in point - after I decided to study Nature, the choices I made led me to tropical jungles. Eventually my decision required me to have a 4x4 vehicle. That need for something *wheelchair accessible* prompted my decision to buy a Jeep in Montreal and drive it 7000 kilometres to have one there.

Then, as long as I'd be driving that distance, why not visit cultural sites along the way? I mapped out where to find archeological digs that date to the Bronze Age. On that drive, as a result of a series of very fortunate events, I discovered a myth that empowered America's first leaders. We visited several sites that honour *Lord Quetzalcoatl* – or the feathered serpent. If you read up about him, you'll be amazed to discover fascinating tales of power.

The attributes of Quetzalcoatl vary in history and geography. There are several stories about his birth – either from a virgin named Chimalman to whom God had appeared in a dream or, in another story, he is born of Coatlicue, a goddess who gave birth to children as stars in the Milky Way.

An older myth says Quezalcoatl is related to the Sun, to the Creator. He appears after a great flood caused the physical world to end. He was a powerful and very wise Christ-like figure in Mictlan, the underworld, and he created this 5<sup>th</sup> world from the bones of the previous 4 with the help of the goddess Cihuacoatl. Using his own blood, he imbued humanity with knowledge.

Today he presides as the God of art, crafts, creativity and intelligence. Many places in Mexico and Central America claim to have been founded by Lord Quetzalcoatl. In Teotihuacan near Mexico City, the colossal pyramid of Quetzalcoatl sits next to the pyramid of the Sun – God the Father, and of the Moon – God the Mother. These 3 monuments are aligned on the grand boulevard.

My interesting discovery on that drive to Costa Rica is that Quetzalcoatl is not just a name. It is also an *ideogram* which is, independent of any particular language, defined as a graphic symbol that represents an idea or concept. Ideograms convey meaning by resembling physical objects. They can be considered pictograms that tell stories.

The Quetzalcoatl ideogram is made of totem animals – the Resplendent Quetzal, a beautiful bird of the Trogon family, and the Coatl – which is a serpent. The story explains a larger idea that uses 5 totem animals – the Coatl, the Jaguar, the Congo or Howler Monkey, the Bald Eagle and the Resplendent Quetzal to explain a sacred heritage.

The myth of Quetzalcoatl tells us how to communicate with these 5 animals and learn strategic aspects of leadership. From the Coatl we can learn to be cold-blooded stalkers of information. From the Jaguar we learn how to dream possibilities, including claiming our higher nature. From the Congo - the monkey-scribe, we learn to discern opportunities from possibilities. From Eagle we learn the power of leadership and from the Resplendent Quetzal we learn to be persuasive communicators.

The myth tells us that we're favoured by Nature with these totem animals, to learn from them. Did you know that snakes taste molecules of emotion with their forked tongue? They are experts on their environment and know exactly who lives where. They'll be still for hours, days, even weeks, invisible against the background thanks to their colouring, to stalk prey.

Snakes are masters at the art of stalking - but did you know the myth refers to our own reptilian brain and spinal cord?

Folks, when I was hospitalized at Montreal's Neurological Institute after my accident, I had the good fortune to getting into many conversations with my Neurologist, and members of his team. They impressed me when they related how operations on human brains only require a local anesthetic to dull pain at the scalp. They told me that the brain and spine don't register sensation, and neither does the skull. They recalled communicating with patients WHILE their brain is being operated on. Awake, patients can relate vital information that inform Neurosurgeons.

I understood the connection between the Coatl and the need to be cold-blooded to stalk information. Emotion is the charge that attracts ideas. Feel good about something and it is attractive but feel bad and you'll trigger a "fight or flight" response.

Treating facts cold-bloodedly protects them from a prejudicial emotional response. This is important if you are involved in any sort of self-examination. A person with a fragile ego will most often shy away from information that casts him in a less than favourable light.

The second totem the Ancients chose as the totem to represent the mammalian brain – specifically our right-hemisphere’s limbic system – is the jaguar. The limbic system supports a variety of functions - including managing our emotions, motivation and long-term memory. They could have chosen any mammal but chose the jaguar because of its colour.

The Ancient sages suggested the jaguar’s gold coat represents everything that is noble in human emotion – courage, joy, love, etcetera – while its black marks are remnants of our reptilian perception –*flight or fight and strike*. The myth says that we become Jaguar-kings (or queens) when we master our emotions so as to feel courage, love, joy, passion, and the rest.

Because we can connect with our long-term memories, we can correct our mistakes. With love on our mind, we’ll try new approaches and dream new possibilities and directions.

Congo - or the Howler monkey – was chosen to represent our left-brain hemisphere’s tribal thinking circuits. This *hominid brain* manages the INTELLECTUAL or mental *plane of awareness*. This where our emotional memory becomes logic. It’s where we give value to words and ideas.

Don’t think of monkeys as inferior creatures; they are just different. In many ways – like physical strength, bold faced bravado, insistent communications – they may be superior to us. I assure you that - of all the inhabitants that I observed at the Mayamü Jungle Reserve in Costa Rica, the Howler monkey is the most successful.

Those critters manage the 500 fruit trees we planted like they own them. Real opportunists, they know what trees are in fruit, when, and how to get there first. In consequence, they spend no more than 6 hours a day to provide for their needs. The majority of their time is spent chilling, socializing, grooming and sleeping.



We'll learn to be an effective leader from the Eagle. He is a good symbol because he soars over his territory and thus has an amazing overview.

In my seminars and conferences on the subject, I use short videos to illustrate each of these totem animals. My Eagle video shows one that is swooping down to catch a fish out of the ocean. I tell my audience that as "eagle-eyed" as it is, and as fine a hunter as it may be, at the last moment, realizing that its extended talons won't quite reach the prey, it adjusts to thrust them forward.

The Eagle represents the brain's neo-cortex which is our feed-back loop. This most recently evolved section of the human brain allows us to see ourselves in action ...so that we can adjust our behaviour. We are self-aware. A leader acts knowing he can adjust. If the result he obtains is not what he dreamed, he adjusts. In this way it is impossible to lose.

We become winners the moment we realize that a strategy isn't working, and we adjust to try something else. If we quit, it's over and if we keep doing the same old, same old – well that's the definition Einstein gave us for insanity – to keep repeating the same acts with an expectation of getting different results. But if we act to adjust – then we cannot lose.

*How many times must you adjust?* Well until you obtain the result that you want... Do or die! But if you don't succeed after – I don't know - 10 tries? Call me and we'll figure something out.

The 5<sup>th</sup> role a strategic leader is *persuasive communicator*. Quetzal was chosen as the totem animal because its behaviour obeys Creator's *Intent*.

If you do a Google search, you'll find a stunning bird coloured forest green, red and white. Often considered the handsomest bird on Earth, the male grows meter-long tail feathers that give it the appearance of an elegant kite when it flies. Its green feathers allow it to remain near invisible in the cloud forests of Central America where

it lives, but it regularly comes out of the shadows and perches on a denuded low-hanging branch in a clearing.

There, where all the predators can see, it preens and poses while signing a beautiful song. Why? Why does this bird put itself at risk in this way? Well the answer is simple – while all the eyes in the forest are fixed on it, and every predator is wondering – “How can I get a taste of that?” - its wife and kids are elsewhere feeding.

The moment that the Quetzal thinks that a predator has lost interest, it lets out a shriek of alarm and its family hurries home. With altruistic self-interest, the Resplendent Quetzal puts itself at risk for its family. The Ancients realized that it has to be persuasive - so its communication receives the attention it deserves.

So far, we have the inner resources to stalk information, dream possibilities, see opportunity and act, to adjust, so now we have a perfect plan, or product, or idea. But others have not done the work we have and so they do not have our realization in mind. We must guide them into making appropriate neural connections so that they see things in the same way that we do.

You can practice each of these 5 roles and experience their benefits. Actors practice new behaviour it all the time. The result of adopting these roles is that you will acquire their mastery. And that’s a magic power.

After I left the hospital, I vowed that I would get to know and understand myself better. To fill the need, I did all kinds of new things, encountered all kinds of obstacles, and adjusted every time. Even if the world was not adapted to my wheelchair, I learned to be *adapt-able*.

« *The 5 roles of a strategic thinker* » is a role-playing technique that lets you shape raw data into creative ideas and profitable projects. Based on the natural workings of the brain as a self-organizing system, it means seek out data (from everywhere) in the role of stalker and dream that information at for insight. To do this, give the data you’ve gathered deep thought, often. Because *understanding*

*follows experience*, deep wisdom will emerge while playing the role of a seer of opportunity.

Once you have an idea that might work, you're ready to act. Because you will labor in the real world – first try your idea on a small scale, to adjust where needed. Take care of all the details and plan a winning strategy before communicating your intent to others. Be *persuasive*.

To actualize my « self » and fill my personal, social and professional needs, I aligned my reptilian brain-circuits and cold-bloodedly gathered the information I required. I learned to stalk information in the asphalt jungles, the political jungles and the cyber-jungles. There was so much data available that I fixed clear goals so as to not lose myself. I also learned to transcend my fears and limits in order to follow my intuition and curiosity.

I sought information in a great many places. I entertained lots of options and I remained broad-minded when considering my sources of data. I participated in networks that could provide me with the kind of information I was interested in. In short, I let myself be guided and inspired by all kinds of things.

After stalking information, *become a dreamer of possibilities*. Let that data sit in your mind for a while, where your consciousness can transform it into creative concepts. Dreamers activate their mammalian brain-circuits to let their limbic system of emotion probe the depths of awareness. What's good about my idea, what's bad? What are its strengths, what are its weaknesses?

As the new information bounces around, you will “*aha!*” creative potentials.

To be an effective dreamer, learn to synthesize your findings and put them into some sort of logical order. I learned to identify the contradictions in my findings and to adopt those views that seemed satisfy the greater good.

As dreamers have hopes and wishes, they must open their mind to every potential. Do not get hooked on a particular facet of an idea; remain open to larger possibilities.

In order to experience the 3<sup>rd</sup> role - *seer of opportunities* – use your left-brain logic and evaluate the concept, to assess its potential. Playing this role by challenging your ideas and questioning yourself about their intent and desired outcomes.

*What are you trying to accomplish? On what aspects of this idea/project can you build? What are the advantages and disadvantages? Have you thought the idea through to a realistic conclusion? Are you sure the information you're using is still valid? If your idea can't be developed, what aspects of it can you salvage? What are you assuming? Are you ready to make a decision?*

Leaders act. Play this 4<sup>th</sup> role by tuning into your neo-cortex to get instant feedback. You will recognize that you are your own greatest obstacle, and attitude is your only real battleground. Here you must evolve your thinking from “*what if*” to “*what is*”. Leaders make strategic plans - *What could be done?* And then they work out details - *Who, What, When, Where, How?*

Overcome procrastination and every excuse and defensive attitude. Adopt the *persuasive communicator* role by learning to be pragmatic and by considering win/win/win scenarios when others are involved.

Persuasive communicators are the animators of creation; they bring ideas to life with their transactional energy.

To actualize my own dreams, I learned to recognize that self- esteem has little to do with what others think of me, and everything to do with how I think of them. I stopped wanting to be loved and started to love others without condition. It soon became very clear who deserved my love, or not.

I'll tell you more about what I found in Episode #5.

I learned to communicate my needs as clearly and as simply as I could, and to remain receptive to others so I could adjust to them... and let them adjust to me. I learned to separate questions from objections. I discovered that - most often - quiet insistence wins over loud persistence.

I'll conclude by suggesting that you try these 5 strategic roles so you can acquire the power to actualize your dreams. I'm a lot better at them after 40 years of practice and Suzy is a master-stalker so I can assure you the technique is very effective. It is empowering.

I'll put a URL link in the description to this Podcast so you can download its instructions FREE from my ToolBox. (See <https://www.consult-iidc.com/english/training/strategic.htm>).

Thanks for listening.

I'll see you next time with Episode#5 - LOVE IS MAGIC! It is subtitled: "*How Nature's Law is Key to a Joyful Life.*" - so you won't want to miss it.

Folks - if you enjoyed this presentation, please give it a positive review, subscribe to the channel and tell your friends about it. If you didn't like it, write and tell me why not.

If you want a transcript of this podcast, visit my website at [www.TheJungleTimes.com](http://www.TheJungleTimes.com) .

Thanks again... Adios for now.