

## **Ways for Our Business Clients to Evoke Life Response**

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(Taking to these behaviors tends to attract sudden good fortune for the client -- whether the CEO, the owner, members of the staff, or the company overall.)

### **PHYSICAL**

- Higher levels of cleanliness, orderliness, and systemization**
- Maximum utilization of resources; i.e. no wastage -- in terms of money, materials, and other resources)**
- Greater attention to things, devices**
- Action over indolence**
- Punctuality and timeliness**
- Collecting every penny due**
- Paying every penny owed**
- Circulating instead of hoarding money**
- Taking action**
- Overcoming dead, outworn habits, routines**
- Changing that which has outlived its purpose**
- Doing things with a new freshness, approach**

### **VITAL/HEART**

- Greater attention to people**
- Being self-giving instead of taking or not caring**
- Unselfishness over selfishness**

- Going the extra mile for others (customers, staff, etc.)
- Psychological strength over weakness
- Eliminating sarcasm and cynicism
- Overcoming all variation of negative attitudes – about work, others, self, life
- Refraining from Ego movements
- Realizing cause of and feeling contrition for past mistakes

#### MENTAL

- Aspiring for something to happen (power of intention)
- Focusing on what is most important; narrowing goals
- Making a decision
- Organizing a work to a higher level
- Shifting from separateness to higher level of harmony with others
- Organizing knowledge to a higher level
- Shifting from indifference to developing greater skills

#### VALUES

- Thinking about, relating to a deep value underlying the work.
- Apply existing values throughout all activities, systems, jobs, every act

#### Sample Values:

- Quality of product, service
- Innovation
- Truthfulness and honesty

- Customer above self
- One's people above customers
- Commitment to growth of people
- Tolerance and openness
- Atmosphere of freedom
- Continuous improvement
- Seeking, embracing opportunities
- Inputs from the lower to higher levels
- Responsiveness (to issues, problems)

#### SPIRITUAL

- Trust and faith in one another
- Deep respect for others, including their inputs, beliefs, lifestyle, background, etc.
- Welling up feelings of goodwill toward others
- All expressions of goodness
- Affection over indifference
- Harmony of purpose above self-interest
- Gratitude - toward others, the company, life
  
- Optimism and faith over skepticism, doubt
- Being calm and not reacting to the intensities of others to difficulties that arise
- Patience over impatience

- Avoid too much talking, not too loudly.
- Avoid overly-expecting an outcome. (It tends to delay or cancel it)
- Listening over asserting, opinionating
- Take the other person's point of view even if it seems wrong or limited
- Withholding expression of an idea (which causes others to speak it out
- Begin any dialogue by letting the other person speak first
- Silencing the mind

#### LIFE

- Withholding taking your own initiative
- Responding to life's initiatives, opportunities that come to you
- Restrain yourself from letting others know about a thing until it is completed
- Seeing negatives in a positive light; as an opportunity
- Seeking the higher harmony beyond the contradiction between things, people
- Accepting all criticism at face value
- When life is not coming to you with results after a reasonable time, switch tactics
- See outer circumstance – positive or negative -- as a reflection of your own attitudes, beliefs behaviors
- If outer is negative, find the corresponding limiting element inside you and change it

#### OTHER

- Embrace randomness and uncertainty

**-Do a work to absolute perfection**

**-Be individualistic rather than conforming**