

ETHICS
INTELLIGENCE
DISCIPLINE

BY

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INTELLIGENCE DISCIPLINES

DEFINITIONS

INTELLIGENCE: n. 1. The capacity to acquire and apply knowledge. 2. The faculty of thought and reason. 3. Deductive ability.

INTELLIGENT MANAGEMENT: 1. The optimum capacity to acquire and apply the knowledge of Ethics, Establishment (Apprenticeship), Production, Management and Leadership Disciplines to bring about the upward shifting of paradigms from the Red Zone through the Yellow Zone to the Green Zone to bring into actuality one's dreams and aspirations. 2. The perception to correctly evaluate orders of importances and the ability to hold a position and correctly apply the order of importances by doing the most important first and then doing the next most important, etc.

EFFECTIVE: adj. 1. Having the intended or expected effect; serving the purpose.

Producing or adapted to produce the desired impression or response; striking: an effective speech. Synonym: efficient. Efficient implies proven capability based on productiveness in operation, and especially stresses ability to perform well and economically. Inherent in such performance are the absence of waste of time, energy, or material and the demonstration of skillful management of means and technical expertness suggested by the term "know-how."

DISCIPLINE: n. 1. A set series of activities that leads to an expected end result. 2. Theory plus training that is expected to produce a specified character pattern of behavior or out-come especially that which is expected to produce moral or mental improvement.

For our purpose "discipline" does not mean punishment or enforced behavior or submission to rules and authority.

Positive discipline is you in control of your life, spirit —intending — envisioning — planning — implementing — and producing a result in the physical universe what you intended and envisioned.

One of the problems of implementing positive discipline is it often collides with past negative disciplines. This booby traps people's ability to accomplish their dreams.

ETHICS: n. 1. The study of standards of conduct and moral judgment. 2. Formal or professional rules of right and wrong. 3. The discipline of dealing with what is good and bad of moral duty and obligation. 4. A principle of right or good behavior.

OPTIMUM ETHICS: The full learning and assimilation of the knowledge of a subject or area so as to bring about the full use of the perceptions, intentions, and visualizations of that knowledge to create an operational plan that an individual, group, nation, or man-kind can fully implement towards the greatest enhancement of life improvement, expansion, and mastery to encompass the greatest good for the greatest number of universes to attain a constancy of high Green Zone relationship and accomplishment.

ESTABLISHMENT n. 1. The act, manner or practice of establishing. 2. The state or fact of being established.

ESTABLISH: v. 1. To make or set up in a secure, stable condition. 2. To place securely in a position; install.

APPRENTICESHIP: n. 1. The condition in which a person works a specified length of time for a master craftsman in a craft, trade or profession in return for instruction and experience. The time period in which a person is a learner or beginner.

PRODUCTION: n. 1. The process or act of producing. 2. Something produced. 3. The creation of value by producing goods and services.

PRODUCE: v. 1. To bring into existence. 2. To create by physical or mental effort. 3. To give rise to; cause to occur.

MANAGEMENT: n. 1. The act, manner, or practice of managing, supervising, or controlling. 2. The persons who manage a business establishment, organization, or institution. Executive skill.

LEADER: n. 1. A person who leads others along a way; a guide. 2. One in charge or in command of others. 3. The head of a political party or organization.

LEADERSHIP: n. 1. The position, office, or term of a leader. 2. A group of leaders. 3. The capacity to be a leader; ability to lead.

THE PURPOSES OF THE DISCIPLINES OF INTELLIGENCE

1. The purpose of Ethics is: **To handle Red Zone paradigms and handle, let go of or remove those things or people that are preventing, countering, or interfering with the forward motion of the paradigm towards the achievement of one's dreams.**
2. The purpose of Establishment (Apprenticeship) is: **To paradigm shift the being back into positive motion by acquiring the knowledge and skills necessary to attain one's dreams, visions and Green Zone paradigms.**
3. The purpose of Production is: **To produce and deliver a Green Zone product, result or outcome of value.**
4. The purpose of Management is: **To organize the activity at a Green Zone operating paradigm level so that it can achieve its dreams.**
5. The purpose of Leadership is: **To allow and show the way to optimum actualization of the unit's positive paradigms towards the achievement of one's dreams.**

LEVELS OF EXISTENCE PROCESSES

LEVEL OF EXISTENCE: ABSENCE

Condition Perceived: A not thereeness, blankness, drifting away, chronic procrastination. An inability to communicate meaningfully. No ability to stay focused.

Unwanted State: Absence

Wanted State: Presence

Description Of State At This Level: One who cannot concentrate or focus on being here and on importances.

Process:

Ask questions 1 through 7 once through. Repeat this sequence over and over to Cause Indicators.

1. Look around here and find something you believe to be true.
2. Look around here and find something you could like.
3. Look around here and find something you can agree with.
4. Look around here and find something you are willing to accept.
5. Look around here and find a location you are willing to occupy.
6. Look around here and find something you are willing to be aware of.
7. Look around here and find something you are willing to be present with.

LEVEL OF EXISTNCE: CHAOS CREATOR

Condition Perceived: Confusion. No product awareness for self or others.

Unwanted State: Chaos Creator

Wanted State: Order Going In

Description Of State At This Level: One who, for a long time, does not know who he is, where he is, what game he is playing, what games others are playing, or that others exist.

Process:

1. Find out that life is a composite of games.
2. Find out what games you are playing.
3. Find out where these games are located.
4. Find out what your roles are in each game.

LEVEL OF EXISTENCE: SABOTAGE

Condition Perceived: Undermines products, people, places, and subjects.

Unwanted State: Sabotage

Wanted State: Becoming Trustworthy

Description Of State At This Level: One who is undermining the game, the players, the games objectives, and his friends.

Process:

ORDER —TRUST

Definitions:

ORDER: n. 1. A condition of logical or comprehensible arrangement among the separate elements of a group. 2. A condition of methodical or prescribed arrangement among component parts, such that proper functioning or appearance is achieved. 3. A sequence or arrangement of successive things. 4. A command or direction.

TRUST in. 1. Firm reliance on the integrity, ability, or character of a person or thing; confident belief; faith. 2. The person or thing in which confidence is placed. 3. The condition and resulting obligation of having confidence placed in one. 4. Reliance on something in the future; hope.

FROM: prep. 1. Beginning at a specified place or time: walked home from the station; from six o'clock on. 2. Measured by reference to: far away from home.

WHERE: adv. 1. At or in what place. 2. In what situation or position. 3. From what place or source.

COULD: v. Past tense of can. 1. Ability.

YOU: pron. Used reflexively for yourself or yourselves.

COMMUNICATE: v.tr. To make known; impart, —intr.v. 1. To have an interchange, as of ideas. 2. To express oneself in such a way that one is readily and clearly understood.

MIND: n. The storage bins where mental imagery is stored containing all perceptics. The images are cross-referenced by area of information, evaluation of importance, value, understanding, time, and mood. There are five minds which are the superconscious, conscious, subconscious, unconscious, and the body mind.

BODY: n. The entire material structure and substance of an organism, especially of a human being or an animal.

OUTCOME: n. A natural result; consequence.

SPIRITUAL: adj. 1. Of, relating to, consisting of, or having the nature of spirit; not tangible or material. 2. Of, concerned with, or affecting the soul. 3. Of, from, or pertaining to God. 4. Of or belonging to a church or religion; ecclesiastical; sacred. 5. Pertaining to or having the nature of spirits; supernatural.

BEING: n. 1. One's basic or essential nature. 2a. That which can be conceived as existing, Absolute existence in its perfect and unqualified state; the essence of existence.

A. Run Clean Slate Handling on the term "order" on your client.

B. Run Clean Slate Handling on the term "trust" on your client.

Ask each question a few times before going on to the next question. After questions 1 through 12 are asked once through, return to question 1 and repeat the same process. Continue until a major win and Cause Indicators.

1. **From where could you communicate to a spiritual being?**
2. **From where could a spiritual being communicate to you?**
3. **From where could another spiritual being communicate to other spiritual beings?**
4. **From where could a spiritual being communicate to itself?**
5. **From where could a spiritual being communicate to a mind?**
6. **From where could you, as a spiritual being, communicate to your mind?**
7. **From where could a mind communicate to a spiritual being?**
8. **From where could a spiritual being communicate to a body?**
9. **From where could you, as a spiritual being, communicate to your body?**
10. **From where could a body communicate to a spiritual being?**
11. **From where could a spiritual being perceive an outcome?**
12. **From where could you, as a spiritual being, perceive an outcome?**

LEVEL OF EXISTENCE: DESTRUCTIVE

Condition Perceived: Accident prone. Breaks products and breaks machinery. Destructive to communication lines. Produces faulty products.

Unwanted State: Destructive

Wanted State: Able To Help And Contribute

Description Of State At This Level: One who is opposed to the team, teammates, friends, or the game being played.

Process:

CONTRIBUTE AND HELP

Definitions:

CONTRIBUTE: v. tr. 1. To give or supply in common with others; give to a common fund or for a common purpose, —intr. 1. To act as a determining factor; share responsibility for something.

HELP: v. tr. 1. To give assistance to; to aid. 2. To contribute to in some way; to further; promote. 3. To improve; benefit.

A. Run Clean Slate Handling on the term "contribute".

B. Run Clean Slate Handling on the term "help".

Ask each question a few times through to question 5. Then return to question 1 and repeat this sequence. Do this over and over to a major win and Cause Indicators.

1. How could a spiritual being contribute and help another spiritual being?
2. How could you, as a spiritual being, contribute and help another?
3. How could another spiritual being contribute and help you?
4. How could another spiritual being contribute and help others?
5. How could a spiritual being contribute and help itself?

LEVEL OF EXISTENCE: IMMOBILE

Condition Perceived: Stops products from appearing. Stops people, places and subjects.

Unwanted State: Immobile

Wanted State: Into Action — Motion

Description Of State At This Level: One who cannot make up his mind, cannot act, cannot join the team or team effort, and cannot produce. Does not have his paradigm fully laid out.

Process:

Complete Paradigm Planning.

LEVEL OF EXISTENCE: HOSTILE

Condition Perceived: One who is no longer a team member but has partially taken on the attribute of an opponent.

Unwanted State: Hostile

Wanted State: Friendlier

Description Of State: At This Level: One who is destructive to all those around him as he promotes blame, shame, regret, and the idea "it can't be done". He constantly stops or impedes forward progress. He has become opposed to owning his dreams and visions.

The state of hostile is reached when one is a liability to oneself and ones teammates.

Process:

Complete Paradigm Planning

PARADIGM PLANNING

Name: _____ Date _____

Address: _____

Phone: (Home) _____ (Work): _____

1. Area of Endeavor or Subject:

2. Name of Game:

3. Perceptions (What is needed or wanted):

4. Negative Perceptions (What is not needed or not wanted):

5. Dreams (Goals, Purposes, Intentions):

6. Optimum Vision(s):

7. Model(s):

PLANS:

8. Optimum Playing Field:

9. Optimum Position (as a player):

10. Purpose of Position:

11. Policies:

12. Plans:

IMPLEMENTATION:

13. Skills Possessed:

14. Skills Needed:

15. Areas of Subject Literacy:

16. Areas of Subject Illiteracy:

Repeat the above Implementation steps on each subject or skill needed or mastered.

17. Plans to handle Subject Illiteracy:

18. Present state of life outcomes and their relationship to Optimum Vision

(How your actual life is):

19. What is the greatest difference between the Optimum Vision and actuality:

20. How to score your Outcomes and Results:

21. Worthwhile Exchangeable Products:

22. Opponents to Perceptions:

23. Supporters or Contributors to Perceptions

24. Opponents to Vision:

25. Supporters or Contributors to Vision:

26. Opponents to Plans:

27. Supporters of Contributors to plans

28. Opponents to Implementation:

29. Supporters or Contributors to Implementation:

30. Opponents to Outcomes/Results:

31. Supporters or Contributors to Outcomes/Results

32. Envisioned Starting: _____ **Envisioned Completion:** _____

33. Your Clients' Playing Fields:

34. Your Clients' Spheres of Influence:

"To admit poverty is no disgrace to a man but to make no effort to escape it is indeed a disgrace."

Thucydides (471-401 B.C.)

LEVEL OF EXISTENCE: ESTABLISHMENT

Understanding and applying the establishment process is most vital as it forms the foundation of knowledge with which one decides and sets the course of action. This process provides the foundation or base from which all companies, executives, or people act on. The sole purpose of doing this process is to establish an individual in a role, or a company in a marketplace.

In today's society this process is often poorly done or not done at all.

The failure to properly apply the process can lead a person or company to feel as though it is in an eminent state of collapse. A great deal of anxiety and stress is created for everyone around if this process is not done or not done well.

Thus you could call the product of having completed this process: Establishment.

Definition:

ESTABLISHMENT: n. 1. To make stable; make firm; settle. 2. To order, ordain, or enact permanently. 3. To setup; found; institute. 4. To cause to be or happen; bring about. 5. To settle in an office or position, or set up as in business or a profession.

When one is beginning a new career, identity, or company, one precedes from a position of nonestablishment; a state of nothing, a does not exist, a can't do because of lack of skill, people, resources, knowledge, or money.

A new business would not have an address or a physical location. It would lack equipment, trained personnel, policy, procedures, and clients.

When building a new company or expanding an existing area, these six areas must be properly done:

- Locating
- Hiring
- Training (Role Education)
- Apprenticeships
- Finance
- The formulation of a Learning Unit

Process:

IMPLEMENT PARADIGM PLAN

1. Where is your location?
2. What is the profile of who you want to hire?
3. Do you have an apprentice or intern program?
4. What are your finance sources?
5. What is your product?
6. Build a Learning Unit.

Now that you have investigated and found an overall view of what is needed and wanted in order to win big you can begin to lay out a rough plan of action. An important part of this plan is the maximum use of your attention bits and time to gain the knowledge and skills plus seeing and recruiting the people to your team that you need to help you win at your game or games.

"The greatest friend of truth is Time, her greatest enemy is prejudice. and her constant companion is Humility."

Charles Caleb Colton (1780-1832)

LEVEL OF EXISTENCE: STABILITY

To ensure that the company or individual remain viable they must stabilize the quality, quantity, and efficiency of their products. This means you must master all your weak points and eliminate your inabilities. The Learning Unit is vital.

Definitions:

STABILITY: n. 1. The state or quality of being stable, or fixed; steadiness. 2. Firmness of character, purpose or resolution. 3. The capacity of something to return to equilibrium or to its original position after having been displaced.

STABLE: adj. 1. Not easily moved or thrown off balance; firm; steady. 2. Not likely to break down, fall apart, or give way; fixed. 3. Not likely to change purpose or be affected adversely; lasting; enduring.

You progress from a state of instability or feeling threatened on upward to stability. As you move out of the establishment mode you experience a worry and uncertainty. Your position constantly feels threatened. The reason being is that you are in a new company or location and most people are uncertain of your capabilities and probably don't know you very well.

WHAT MAKES A STABLE COMPANY OR PERSON?

There are many elements that stabilize a successful company or position.

The Learning Unit begins to originate successful actions.

A successful company is a company that has discovered many successful actions and repeats them over and over again without variation. A successful person follows the same process.

Example: The great musicians, professional athletes, or stars in any field have exact processes that they repeat consistently over and over again without variation. Could you imagine a concert pianist who could not duplicate a piece of music consistently? Not many people would go hear him play. Or a quarterback who could not follow game plans or who threw inconsistently?

The same discipline applies to any role or position. It must be done repeatedly at a high standard of excellence.

To do this requires you begin to Green Zone your paradigms.

Bypassing is the prime harmful activity of the bad executive. These executives do not know or do not utilize the communication and command lines of an organization. Nothing drives capable staff members away from an organization faster than being continuously bypassed.

This is one of the major reasons salesmen often do not make good executives. Salesmen operate by bypass to get to the decision makers. That asset becomes an expensive liability when the successful salesman is promoted to an executive position.

ROLE EDUCATION

Role education plays a vital role in stabilizing a company or individual because it allows the person to get to know and understand company policy. Companies that do not provide adequate staff training always have a problem with stability.

KNOWLEDGE EMPOWERS YOUR DREAMS AND VISIONS

A well role educated employee is in control of his job. He is able to protect himself from organizational confusions or collapses by being able to hold his position and empower his dreams and visualizations.

KEEP EVERYONE INFORMED

It is vital that you keep everyone in the organization informed on the scores and what is going on, especially your immediate superior. You should make sure everyone in your department keeps scorecards. This is your greatest protection in assuring that your scores will go up. Further, by letting your immediate superiors know what is going on they will not have to visit you to find out what is happening. This action also acts to empower their dreams and visions.

To stabilize yourself or your company you need to set adequate policy and plans that align with your dreams and visions, implement them, and increase your discipline.

Process:

Lean and practice what you are doing until you have a high level of certainty. Realize that you do not have enough knowledge or skill with which you can produce a consistent product.

You are in fact a beginning apprentice at your game or role. If you recognize this fact you can easily spot your inabilities and conquer them.

1.
 - a. What products are you producing?
 - b. Are they the quality you want?
2.
 - a. Do a daily product plan.
 - b. Do a weekly product plan.
 - c. Do a monthly product plan.
 - d. Do a yearly product plan.
3. Review your mood level, attitude, and position in regards to what you are doing.
4. Make a written or taped record of your successful actions and strengthen those areas.
5. Review what areas you are doing poorly. Reorganize and educate yourself on how to improve in these areas. Find what knowledge you need to obtain by making a list and numbering the items by order of importance.
6. Find out what knowledge your clients will need in order to participate with you.
7. Recommit to your goal and optimum vision.
8. Expand your Learning Unit and provide adequate materials and exercises.

As you proceed through the processes you will notice your certainty in your job and position increase. Your income or productivity should begin to rise steadily.

"If a man begins with certainties, he will end in doubts; but, if he will be content to begin with doubts, he will end with certainties."

Francis Bacon (1561-1626)

LEVEL OF EXISTENCE: DEVELOPMENT

Products will be more achievable though they may not be of the best quality. As you enter this level of existence you will find there is a great deal of anxiety as you, your products, or your company are not very well known.

At this level it is necessary to develop your skills to produce a better product and to develop ways to make your product known. You and your Learning Unit will be expanding at a great rate by this time.

It is at this level that one can easily fail, therefore it is necessary to apply the following process swiftly and effectively.

Definitions:

DEVELOPMENT: n. 1. The act of developing. 2. A developed state or condition. 3. Something that has been developed; a product or result of developing.

DEVELOP: v. 1. To expand or realize the potentialities of; bring gradually into a fuller, greater or better state. 2. To elaborate or enlarge.

By this time you should have begun producing your products. You now need to develop more demand and recognition for what you are capable of producing. To do this you must begin to maximize your strengths and successful actions. This requires seven skills:

1. Communication
2. Promotion
3. Marketing and Sales
4. Production
5. Economizing
6. Utilization
7. Training for your Learning Unit on the above points

Definitions:

COMMUNICATION: n. The ability to talk to the right person at the right time with the added ability of getting them to fully comprehend what you are communicating and that your communication enhances their ability to achieve their dreams and visualizations.

PROMOTE: tr.v. 1. To make oneself or one's products well known and well thought of. 2. To emerge out of obscurity and become known.

MARKETING: v. To find and place your product in the most needed and viable market-place and to the right public that will be willing to purchase your product in quantity.

SALES: n. The action of exchanging a valuable product for money.

PRODUCTION: n. That process that produces a correctly crafted product, usually in quantity, viability, and of quality.

ECONOMIZE: v. To be frugal; reduce expenses. To save time, effort, and attention bits. To use or manage with thrift; practice economy.

UTILIZATION: adj. Putting to full use.

Process:

Be willing to practice. Use every opportunity to practice your game on your friends, family, etc.

1. List the areas you are weak in and number them in order of importance.
2. Have the Learning Unit and yourself practice the most important area over and over until you feel confident that you and they can do it.
3. Repeat step 2 until you and the Learning Unit feel confident in all areas.
4. Promote yourself or your product by seeing more people, attending public events, or even doing public speaking. Use any form of communication available to make yourself and your products known.
5. Produce more and better products.
6. Economize. Review your time and how you are utilizing it. Begin to upgrade the quality of the people, places, and subjects you are in communication with.
7. Change your operating basis. Become more positive. Look for bigger winning situations. Review what you have done. Note the increases in quality and success.
8. Stiffen discipline on yourself. Tighten up your organizing. Do more of your successful actions. Invest more time in self improvement.
9. Review your dreams and optimum visualizations.
10. Update your Paradigm Plan and visualization if it has changed.

Your production and income should continue to steadily rise.

"Day by day, in every way.I'm getting better and better."

Emile Coue (1857-1926)

LEVEL OF EXISTENCE: PRODUCTION

By this time, you are consistently producing good reliable products. You will have found many of the best ways to promote and sell your product. Keep on doing what works. Don't change anything that works.

Re-evaluate what is producing the most results and what is producing the poorest return on your investment of time, money, and effort. Eliminate your lowest producing areas and strengthen your strongest producing areas.

As a score improves, look it over fully and find out what improved it and then continue doing that without abandoning what you were doing before.

Anytime a score lowers slightly quickly find out why and correct it. When a score declines in an area you will usually find that some change was made in that area. Eliminate the change and put back in what worked.

Consistency of action is the secret of maintaining production. You just keep doing what has worked. Any new idea or production change should be viewed with suspicion unless it produces an improvement in scores.

Process:

1. Keep doing what you were doing as it has worked for you.
2. Start to discipline yourself and your Learning Unit to do more.
3. Review what you are doing. Note the successful actions and do more of them.
4. Anytime a score worsens find out why and correct it.
5. Anytime a score improves find out why and strengthen it
6. Continue to invest time, effort, and attention into self and product improvement.
7. Review your Paradigm Plan and optimum visualization.

By this time you are producing in a consistent and dependable manner.

"Try not to become a man of success, but rather try to become a man of value."

Albert Einstein (1897-1955)

LEVEL OF EXISTENCE: SUCCESS BREAKOUT

Occasional successes start to happen and you and your Learning Unit begin to be noticed.

At this level you and your Learning Unit begin to feel at cause over the game you are playing. You start having big wins, sudden surges in income, and production and sales become abundant.

Now is the time to improve the quality of your products. Without changing what works, a good quality control activity will strengthen the demand for your products and services.

A very important step in Success Breakout is how you handle your sudden abundance of money. Many people and companies destroy themselves by neglecting this step. By correcting this step you increase and strengthen your financial discipline. This is done by cutting out any waste areas, only buying what you can pay cash for, and eliminating any negative cash flow areas.

Don't use credit cards or buy anything on credit. Eliminate all debts and pay anyone you owe money to. Keep doing this until you owe nothing. Now maintain all purchases on a cash basis only. The objective is to get out of debt and build reserves.

This is a vital step as all economies fluctuate. Should a recession or depression hit, you can ride out the financial storm comfortably.

Next, invest a large percentage of the remaining income in things or services that make it possible to produce and deliver your product more effectively.

Now isolate, exactly, those successful actions that caused you to experience the abundance. Reinforce and expand these actions.

At this level it is very important that you keep good records of what is causing your scores to go up. Often at Success Breakout the individual or company will change what worked and the scores will decline. Without records there will be no way of going back to see what the successful actions were that actually caused the scores to go up.

As you continue to gain higher scores you will find that all areas in your life and business will be expanding at a very fast rate.

Process:

1. Review what caused the success and strengthen it. Don't change what is working.
2. Get out of debt. Collect all past debts and pay them. Be totally solvent.

3. Build reserves.
4. Increase self discipline by better use of your time. Delegate your least important roles.
5. Don't buy anything on credit or that which requires long term future payments. Don't let others buy anything on credit.
6. Invest in your Learning Unit and your own enhancement by finding services that make it possible to produce and deliver your product more effectively.
7. Keep improving your and your Learning Units personal skills and knowledge.
8. Keep improving your products.
9. Review your paradigms and optimum visualizations.

As you have risen this high knowingly, repeating this process will cause you and your Learning Unit to sustain success. Should some reversal cause you to drop into a lower state just apply that process and you will again begin to rise.

The only good is knowledge, and the only evil is ignorance."

Diogenes Laertius (150 B.C.)

LEVEL OF EXISTENCE: ABUNDANCE

As you reach this step, you and your Learning Unit are consistently being successful, and abundance is common place. You begin to operate at a new level of certainty and with more powerful people.

You or the company often make the headlines. Your opinion is considered valuable. At this level your sphere of influence has expanded greatly and your responsibilities will also have become greater.

If you are one of those people who has to do everything for himself you will become overwhelmed and over stressed. At this level you must be willing to ask for help. This is where your Learning Unit will begin to pay huge dividends. Their increase in knowledge, skill and ability will fill the missing executive and leadership spots.

Others start demanding your attention. People who have known you for years often become jealous of your success. Your family life will suffer some if you haven't made provisions for them to grow with you.

With the added abundance, your marriage partner may have a great deal more time on his or her hands and find they are not enjoying life as well. Without intending malice, they may start making less of your achievements by feeling left out or disestablished. It is vital that you and your partner reconceptualize your marriage and assure that you are both growing in the same direction.

Abundance is the step of reconceptualization. The important things to remember are what you learned on the previous levels.

Do not disestablish any working programs.

Locate what increases a score and strengthen it.

When a score decreases, locate the change and return back to what worked.

Continue to eliminate all debts.

Process:

1. Review each area of your business. Note strengths and weaknesses.
2. Review all personnel. Note strengths and weaknesses.
3. Re-evaluate orders of importance.
4. Reconceptualize without disestablishing any working installations or altering any successful actions.
5. Delegate any roles that can be given to someone else.
6. Invest in self enhancement activities and expanding your Learning Unit.

Your success level is still new. You need to strengthen your base by applying the Power Process.

"Knowledge and human power are synonymous."

Francis Bacon (1561-1626)

LEVEL OF EXISTENCE: POWER

As you reach this step, you have proved yourself in the marketplace.

You should be free of debt or on your way there. You should have all the necessary service facilities to produce quality products at optimum efficiency. You should have all of your successful actions recorded.

Power tends to push you into new areas, new people, and new games. Power is the step of expanding your base and your ability to hold a position.

To get to this level you had a lot of help.

Process:

1. Honor those who have helped you and maintain your communication and loyalty by maintaining contact with them.
2. Implement rewards or role education programs that will enhance those who have helped you achieve this level.
3. Expand your own knowledge base.
4. Investigate the market trends and reconceptualize if necessary to maintain and enhance your position.
5. Concentrate on levels of craftsmanship and professionalism for yourself and your Learning Unit and on those activities that will strengthen and enhance you and your Learning Unit's position.

As you are at an all time high level the tendency is to lose your game. It is therefore vital that you do the process for Empowerment.

"Educated men are as much superior to uneducated men, as the living are to the dead."

Aristotle (384-322 B.C.)

LEVEL OF EXISTENCE: EMPOWERMENT

At this level you will need to make clones for the roles you have worn yourself. All your areas of responsibility and activity will have expanded to such a degree that you will have to start relinquishing many of your roles.

First you must include all those who have helped you reach this level. You must not deny anyone whom you have received help and contribution from. What you must do is strengthen all of their positions and pass along some of the rewards and power that have come your way.

Next you must make a record of all of your communication lines and your roles. Write up, in an understandable manner, all the successful actions and necessary information to know about your roles and any other roles you have been wearing. This gives those who you delegate these roles to a way to duplicate your actions. This saves you from continually having to answer questions or get stuck wearing the role again yourself.

By delegating your roles in this manner you are empowering others. As you correctly empower your fellow teammates your life will be full of everything you ever wished for. You can now direct your attention to doing the other things you have always wanted to do.

Process:

1. Connect up with all those people who have helped, and contributed to your rise to this height of success and reward them as they deserve.
2. Write up a full job description of each and every part of what you did in order to reach this level; otherwise you will always be hounded by others seeking to reach your levels of effectiveness and ability.
3. Your sphere of influence is now taking on extremely large proportions. To keep your game growing it is vital that you help another learn each part of your role. It is necessary for you to make duplicates of yourself so you are free to create a bigger game.
4. Do all you can for your replacement so that he can produce a product comparable to what you have done.
5. Continue to improve your knowledge and skills.
6. Reconceptualize yourself and your game.
7. Reconceptualize your products.
8. Reconceptualize your goals.
9. Reconceptualize your optimum visualizations.

"Intellect annuls fate. So far as man thinks, he is free."

Ralph Waldo Emerson (1803-1882)

LEVEL OF EXISTENCE: EXPANSION

By this time you have developed a self generating organization. You have developed and recorded all your successful actions, plus have developed a professional training program that can fully role educate several complete organizations.

You will be ready to expand into new areas and have the option of franchising or establishing satellite offices.

You must follow all of your successful actions done previously being sure those in charge have duplicated them and implemented them in this manner.

Realize you will have spent thousands of hours and hundred of thousands of dollars to discover what works and how to implement it. So you must demand diligent, exact training, implementation, and compliance.

By using scoreboard management you will be able to keep good control over your many facilities and personnel.

Process:

1. Expand Sphere of Influence.
2. Bring others around you up to this Level of Existence using role education and having them implement the processes.
3. Handle the people, places, and subjects in front of you with the correct process or action.
4. Keep expanding your knowledge and presence by continuously reaching into areas of poor competence and unknowns.

At the level of Expansion it is important to bring the others around you up to your level of skill and game. If the others around you are too inferior in intelligence, skill, and ability, you will lower your own intelligence, skill and ability in order to have a game. Also, when you win at each new game you need to reapply the Empowerment Process.

LEVEL OF EXISTENCE: MASTERY

At this level, you and your Learning Unit should have achieved a great deal of mastery over many subjects, skills, products, and markets.

Money, space, time, resources, and competent personnel should be abundant.

Your cash reserves should allow for you and your team to ride out the most cataclysmic disasters and still be stable.

You will be ready to expand your spheres of influence over a global area.

Process:

Re-do the Paradigm Planning
