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## The Future Is There For Those Who Invent It

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A friend told me recently about a highly successful executive who was stepping down from his job. The executive had no immediate plans for his future. He simply felt, my friend reports, that he had accomplished what he had set out to do in that position over the past six or seven years, and he was ready to move on.

“How can he leave on job without having another one?” asked my friend in some astonishment. “People starve without jobs.”

It’s easy to tell from that conversation that the executive in question is a risk-taker—and that my friend is not. Risk-takers are unafraid to step forward, even though they may not trust in their strengths, set clear goals and relish the challenges of new adventure. To them, it’s fun. Even though my business of education and teaching for my clients, and your business of life insurance sales and financial planning for your clients, might be considered by many as conservative businesses, we have all become great risk-takers in building our individuals businesses.

Not only have we become risk-takers, but we’ve become successful risk-takers—we are gatherers of information, we are not afraid to ask questions, to seek advice from experts. Before we leap, so to speak, we always find out the width of the jump! We rarely take risks out of desperation—but we are not afraid to fail.

My first thought for you today would be to remind yourself on a regular basis that we got where we are today because of our risk-taking ability, and now many of us find ourselves in leadership roles—leaders in our companies, leaders in our communities, leaders of agencies, leaders of financial planning companies. And sometimes we find ourselves making/taking more conservative paths and decisions. Let me caution you against this and give you two concepts that will make you stronger in your role as a company leader and easier to continue on a “risk-taking” path, or as I like to refer to it, as a “skillful adventurer’s “ path.

As leaders in our companies, agencies and communities, we not only need make bigger decisions, perhaps more risky decisions, but we also need to assemble a high performance team along the way to help us put those decisions into reality. The two concepts I’ll share with you today; spirit of intent and authenticity, are meant to give you some new tools to make your job easier and more enjoyable as a leader, and also to look more creatively at the people you hire, recruit and train into your organizations. It will also give you some intuitive insight to becoming a more “skillful adventurer” as you “invent” your ideas for the future.

Spirit of intent is a concept that we teach to select groups and audiences—it is a concept we will teach to everyone in five year—but since it's still a little ahead of it's time, we limit it to select audiences.

It has to do with great depth of energy—where all energy comes from; it gets into the core of energy. It has to do with the quantum theory and the theory of relativity. You go back and ask what is the quantum theory—it simply is the study of the disbursement of all energy in infinite space, from what is energy, what happens to it. For instance, if you were to burn a piece of solid wood or a candle, it does not disappear. What it does is change form. You/we need to look at the cause—study the matter, be it gaseous or liquid form—all matter has the same basic origin—that has to do with the atom—so if you can just look at my hand for a moment, this would represent the atom itself; if you were to look inside the core of the atom, there would appear to be nothing. It looks like space. Inside of that you would find energy—and in that atom, you would find energy. The energy is the same inside of all—Well what does that mean?

It means, truly if you want to look at it, the same spirit that is in me is in you. We are still made up of the same thing. There is a oneness to the whole. There is a oneness to all and that oneness is not solid, although we are whole, that oneness is really spirit. Just take the origin of the word father—father means first cause, first principal. When they back everything up to its origin, what they come up with is father, first principal, first cause. They come up with the basic core of energy.

What kind of energy is it? Is it a negative energy? We believe it is, we know it to be a positive energy—that there is order to it—that there is no disorder to it. Very positive energy, very orderly energy, in fact its a very loving energy—the basic element behind it all is love—the basic energy. How do you align yourself with this energy, and how do you know when you're out of order with it—that becomes the questions. You see some people seem to be using a great deal more of their talent—seem to be flowing through life, very much at ease, so natural at life.

People will say, They are just a natural in that job,” a “natural artist, “ “natural in that marriage.” What we find is when people align themselves with their real purpose, they can stay within the harmony with the things they find in order for themselves. (By the way, it is different for every person—we each have a different purpose. It would be a very difficult, bland world if everyone were alike—inside of each we have different purposes for existing—if you just study nature, look at birds—the wide variety of birds, wide variety of nests. Each kind cannot decide to build a different kind of nest. This bird just can't say I want to build a nest I saw down south—birds just can't do that. They must go north in summer and south in winter. They must stay inside of their order—they just can't switch back and forth).

But humans are different—we can choose to move away from our order; we can say, “It seems so natural to be in this business, but I think I ‘m going to go into this other business” . . .so you choose to get out of harmony with your real sense of order. When we move away from our sense of order, and harmony, the further we move away from our natural sense of order that real energy, that spirit, that love, the more we feel anger, frustration, bitterness, resentment. Those feelings are “out of our order” they are away from what is natural for us. The more away from our order we get, the less power we have, the less ability we seem to have, to create, to accomplish, to make things happen. So the more we stay centered, the more we stay aligned with our real purpose, the more we stay aligned with our relationships to other people, and our purpose, the greater effect we have on what we create, in our lives the greater response we seem to get.

Take a moment and reflect on how you align, and when you know you’re out of alignment. I can’t really say how that happens for you. I know when you begin to manipulate—manipulate for selfish motivation, or when you try to superficially go through the motions with a client or friend, then you know that it is not with real order, justice, harmony, or love—it then becomes on a very real conscious level, how do I deal superficially on this level with this matter?

Let me share an example—some time back, my wife Diane’s mother came to spend some time with us. She arrived a day early. She wanted to have dinner with us. We hadn’t planned it, we had other guests for dinner. Now, she is a nice lady—but I know she’ll drive us nuts with her usual conversation—the rain the Seattle, the snow in Texas and her last operation. I have an idea: Why don’t I have Nancy, our 16-year-old daughter, take grandma out to dinner? It would really be a nice opportunity for them to get together—now listen. Do you hear my intent? My intent really wasn’t so much that they have a fund enjoyable evening—that would only occur accidentally; my real intent was to get to my own business dinner and get her out for the evening. . .do you think grandma knew my intent? Do you think Nancy knew? Do you think Diane knew? Of course!

Certainly they went to dinner that evening and everything seemed to work out nicely. I got up the next morning and got downstairs an hour early so that I would not be interrupted in my very important routine—checking the newspaper and seeing how the horses were running and how the Phoenix Suns basketball team was doing. Very important stuff to one’s life. Then here comes grandma, down the backstairs, intruding into my presence, and disturbing my “important” tasks. I hadn’t planned on it. I said to myself, I’ll act nice. It won’t be for long. I’ll put up with how much rain there is in Seattle and how much snow in Texas and her next operation. You see again, my intent was conscious level manipulation, conscious level—had nothing to do with real justice, read order, harmony love. And then I stopped. I started to align with real spirit, harmony, justice, love. I said to myself, “I will treat her with all the class and dignity she deserves. I will make her a very welcome guest in my home.” Well, she must have sensed that.

She sat down next to me and she didn't talk about what I expected her to talk about. She had answered questions for Nancy last night at dinner. She said Nancy asked her the strangest question—she asked, “Grandma, did I have anything to do with Grandpa’s death? Did I have in some way something to do with his dying?” Why did you ask? Well, you see, (she was always afraid to ask) but everyone always said, “When Nancy came, Grandpa died.”

You see, the day we adopted Nancy, was the day Grandpa Bailey, Diane’s father, died. So without thinking, we in the family always said, “When Nancy came, Grandpa died,” leading Nancy to think she in some way had something to do with his dying. So she said they cleared that up and talked about a lot of things—she reached across the table and they held hands all night. Grandma said that was one of the most beautiful, warmest, experiences she’s ever had.

“Now, I said to her, “you see why grandmas are so important”—and I didn’t need to consciously think about saying that. And I went on to tell her that her visit was intended not so much to visit with her daughter as to help a grand-daughter. I said that I was genuinely glad to have her and that I couldn’t wait until she came for the next visit.

The point is this: had I not aligned myself, my spirit, with the true spirit, true justice, love harmony, I had sat there, pretending to be nice, trying to think of something to say, manipulating on the conscious level; she would have sensed that, and talked about the rain in Seattle, the snow in Texas and her next operation. I didn’t consciously set out to do it—it comes out when you align your spirit—the real spirit and hook the spirit, the same spirit, with the spirit of the other person—then 2 plus 2 make 12.

Your real spirit with a client, the spirit you have with your spouse, the spirit you have with your children. They know it—you can’t hide it. When you align your spirit with real justice, real harmony, real love and real order, magnificent things happen that are beyond conscious control, beyond conscious manipulation. Otherwise, you need to read all the books on how to manipulate children, you’d better read all the books and material on how to influence people—and figure out how to take all the advanced selling skills there are to bring people through this gate and that gate and close ‘em here—and when I say this, they’ll say that—study body language—or you can learn to transcend all that and make sure your spirit is one of real honor, real justice, real love and for the good of the people you are dealing with—be it family members, clients, friends, and then let it take care of itself.

As leaders, as we develop ideas into a vision, and use the affirmation process to bring clearly into mind your specific vision, you need to have this understanding of “spirit of intent.” As you begin to focus on your goal, your vision, begin to focus on the specific words and phrases that gives you the clearest most precise picture of your vision, your goal.

With a strong spirit of intent, the vision, the goal comes up with clarity and emotion. It becomes a part of you, the future is now. the end result is assured. When you communicate to others, your true spirit of intent is always communicated—whether or not your words match. People sense your spirit of intent—they read your true intent behind your words, your idea, your goal. They'll sense if your spirit of intent is sincerely in their best interest or if they are being manipulated for other purposes.

So we need to take a look at what is the spirit and intent of your word to yourself—what is the spirit and intent of your words to your associates when setting a goal? What is the spirit and intent of your words to your clients? Because all the words, stacked to the ceiling, have no value whatsoever, without the spirit and intent behind your word.

**PRACTICE DOES NOT MAKE PERFECT — PRACTICE OF PERFECTION MAKES PERFECT.** I'd like to share an additional thought that will assist you as a leader, in getting people to follow you in bringing your goals into reality and therefore making that future you're inventing become today's reality. Twenty-two years ago, I attended a short course on Christianity—after three and one-half days I concluded I have only one “boss.” I have only one person I work with, frankly, that—that is God.

I stay in harmony with that mission. . .through my ability to teach, I improve mankind. If I please God, I need not be concerned about pleasing particular people—my real measurement is what does God think of me. For the last 22 years, I've run my life, my family and my business true to this concept.

If you cannot see the fruit of my work, then what good does it do to make the words to you? Three things I judge myself by. I look at myself and I must become number one, **AUTHENTIC.** Authenticity is most important to me. Authenticity means to me that I live what I say. . .and I say what I live and what I believe. I am very authentic—doesn't mean I'll be the way you want me to be, I **AM ME.** Very important in life. Look around and see the people that you would follow or work with and you'll see they are very authentic. Then you can judge to see if you wish to be with them. . .some people are authentic jerks. Do you live what it is that you say you are? I judge people with that guideline. Are you authentic? You'll find you'll have trouble getting people to follow you if you lack authenticity—help you create your goals—they may not see you as authentic. The important thing is that you speak from your heart, your soul, and you're constantly working to be a more authentic person. Are you authentic in your business? You'll know me by the fruits of my work.

The next thing I live by is being very progressive. . .continually growing. I myself must be better today than I was yesterday. . .growing closer to what god expects me to be. I grow better in understanding the concepts I teach. I grow better in becoming a better teacher. I allow my company to grow bigger and better every day. I want to see this progression in myself and others. I don't care where you started from. . .how have you progressed? I am continually progressive. I study, I reflect, I'm constantly setting out on new journeys, trying to become that which I wasn't yesterday.

I next choose to be effective. You cannot be authentic and progressive without being effective in your community—so what is your ideal? What are the tangible effects of what I say I believe—by transforming my thoughts, my ideals into reality in the community. The more authentic you are, the more effective you become—you cannot make things happen if you are not authentic—people won't follow you. You need to be continually *progressively*, effective. As leaders, we train, recruit, encourage and impact the people that we come in contact with—as leaders we want the people around us to be more authentic, progressive, effective—yet we can't ask this of others unless we ask and achieve it from ourselves.

The future is there for those who invent it. The future is there for those leaders who can create their visions clearly and precisely and integrate their spirit of intent to that high-performance team who will assist in making those visions a reality. The future is there for those leaders who can stimulate creativity and be able to put high self-esteem behind the appointed leaders.

Let me close with one story that might be helpful for you when selecting people to put on your high-performance team. I am speaking of a man named Cliff Young. If you have not heard of Cliff Young, I should introduce him. Cliff Young is an Australian potato farmer whose farm is at Beech Forest, near the town of Colcac.

Each year, Australia holds the Sydney-to-Melbourne footrace, a distance of 875 kilometers or 544 statute miles. It is known as one of the world's most grueling endurance tests.

Each year a cluster of world-class competitors comes together for this race. These runners and their seconds, or trainers, know a lot about the test. They know that you have to dress properly for it, that you have to eat carefully to sustain your strength. And because the race lasts almost six days, they know that a competitor must stop to sleep at least six hours out of each 24.

Four years ago, I happened to be giving a seminar in Australia when Cliff Young showed up to enter. When this wiry little potato farmer arrived on the scene he was wearing bib overalls and galoshes. He walked with kind of a shuffling gait, and it was plain to the bemused officials and race fans that he didn't know much about marathons.

Nobody ridiculed him, of course, because the Australian people are polite and sportsman-like, but they were bemused by Cliff Young. My heavens, the man was 61 years old! He had some cattle on his Beech Forest farm and it was said he got his training experience by rounding up his cows on foot.

I was in Melbourne when the race ended, and by then cliff Young was a national hero. He left all other competitors many kilometers behind. Suspense built up over the five-plus days of the race and Cliff Young had become an instant folk hero, his name and face splashed all over Australia in newspapers and on TV. The headlines read: “Cliff a hero for young and old!” . . . “Cliff’s got the city at his feet.” A message arrived from the Australian Prime Minister which said simply: “Good on ya’ mate.” Crowds engulfed this unlikely-looking champion, and the *Melbourne Herald* wrote: “Behind him he left a trail of triumphs, amazement, emotion and fractured fortunes. And all he wants to do now is get home to the tranquility of his spud farm at picturesque Beech Forest and listen to the birds.”

The *Herald* added; “The near-wizened Young, who ran in ventilated long plastic pants to shield skin cancers on his legs, does not understand the nature of his victory. He is a simple and gentle man who took up running three years ago because he decided he wanted to achieve something before he died.”

Cliff Young not only left all world class competitors far behind, he finished the race in Five days, 15 hours and four minutes. As the *Melbourne Herald* reported: “He blitzed his 10 opponents and slaughtered the course record by one day, 18 hours and 43 minutes!”

Then Cliff Young announced his retirement from competitive marathon racing. “I leave the fame to the older blokes,” he joked, and returned to his potato farm. What does Cliff Young’s triumph tell us? It tells us that he was a breaker or barriers. Cliff Young didn’t know that he wasn’t supposed to fly—into the hearts of his countrymen. He didn’t know that in order to win you had to wear carefully manufactured running shoes. He didn’t know much about training diets. Cliff didn’t know that the best, expert opinion held that you needed six hours sleep out of each 24. He stopped to sleep only 11 hours over the five-plus days of the grueling marathon.

When you start to put together a high-performance team, look beyond age, what the person has accomplished in the past, how conventionally they do things—look for authenticity, look for people who do not limit their potential because of social or self-imposed barriers. The future will truly be invented by these people, and the leaders such as ourselves who have the wisdom to put them on our teams!

**- Louis E. Tice**

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