

7 STEPS

TO SUCCESS THROUGH
SELF-MASTERY



INTRODUCTION

Who wants success?

If you answer this in the affirmative, then let us embark on a journey of success, higher achievement, and deeper fulfilment. What is it we need? Firstly, we need to look at building a solid foundation that will enable us to master every area of our lives - personal, business, social and spiritual. The foundation for that begins and is developed by self-discovery.

Let us clarify that:

Successful people share two powerful characteristics: focus and momentum. And possibly like you, their desire to learn and hone their knowledge and skills has compelled them to seek out resources that help them attain, and maintain, their edge.

When you want to live an authentic life committed to your unique purpose that delivers enhanced levels of meaning and fulfilment both personally and professionally, you need to discover the core to real success that underpins all of these areas.

If real success sounds like something you want, read further for some outstanding resources that will lead you to this clarity, focus, and action to achieve an extraordinary life.

*“For thought is a bird of space that in a cage of words
may indeed unfold its wings but can never fly”*

— Kahlil Gibran



Establishing ground rules – what underpins real success?



Have you ever noticed that highly successful people are master communicators?

When we refine our communication, we can unlock those forces that can transform our lives to create success and the quality of life we desire, achieve our goals and take control of our lives. It levels the playing field and we can outshine our competition in so many ways.

What success are we talking about? Since self-mastery is success – let's head in that direction.

What is the definition of success? It may surprise you to learn it is:

Refined communication

Refined communication is having clarity and confidence in

- how we get our insights
- how we communicate with ourselves
- delivering an aligned, authentic and powerful message to others in the way they can understand them and be inspired by them
- having effective tools to bring to light the unconscious influences that dilute our message and success



Step 1

Learning this is essential to self-mastery and real success, and when your learning leads to action, then you harness the power that can change anything in your life.

Refined communication is a big subject, and we may need to upgrade our communication and make ourselves available to learn the level that will work for us. There may be more facets to understanding communication than there are to understanding life.

Let's start...



*“The single biggest problem with communication
is the illusion that it has taken place.”*

– George Bernard Shaw



How then do we get refined communication?



It's not just about what is communicated to us but also what we tell ourselves.

We then need to observe how we communicate to others and how our communications are received by others.

It could begin with discovering our Spiritual Personality Type® which governs our perception of the world and our styles of communication, and how to learn to communicate to others encompassing all personality types.

Each of us is a combination of all four Spiritual Personality Types® and we naturally use them in a particular order, which gives us our behavioural traits and governs our life and how we communicate to others and ourselves. Combined with our encounters in the world, this is what makes us unique.

With this awareness, we can understand the individuality of everyone else and how we need to refine the delivery of our message so we can communicate effectively to others encompassing all the personality types.

For example, some may want us to draw them a picture, either verbally or physically. Others may want us to give them the facts. There are some who will not understand us unless they have the details and still others who will be bored by the details and just want an overview to be allowed the freedom to put its meaning together for themselves.

Step 2

Mastering communication requires skill and skill is only developed through learning and practice, regardless of the field you are in. Be attentive to your audience, notice, observe. Are they listening? Are they understanding? Are they interested?

Technique #1:

Try practicing your next promotion to cover all four personality types described above.



"Mend your speech a little, Lest you may mar your fortunes."

– William Shakespeare



What is our subject matter?



Let's evaluate what is our subject matter? What is it that we want to communicate to others? Do we have a product, or do we have a professional service we want to offer?

If we have a product, how well do we know what it is? If we are confident in what it provides, what problem it solves for our audience and how it adds value to their lives, we can communicate that with feeling to our target market. They will then be receptive to the message.

If we have a professional service, how much professionalism is in what we do, does it meet the needs of our audience and how much service do we provide? All are essential for real success. If you are weak in one or the other now is the time for you to evaluate.

You can begin to understand that communication is a very big subject.

To begin at the beginning, we will not understand how to communicate to our target market if we don't understand ourselves. You may believe that selling a product or service has nothing to do with who you are or understanding who you are.

You could not be more mistaken. Actually, 90% of the success you are seeking will be to lay the groundwork to understanding yourself. It will affect the success of everything you do.



Step 3

It may begin to sound a complex situation that you may want to find some shortcuts to. In answering the questions following you can gain a rounded understanding of your platform for success. There are techniques that follow that can do that for you.

Technique #2: Discerning the service

Meditate on your product or service.

- **Do you have a real feeling for why you are involved in the project or opportunity?**
- **Do you have the sincere confidence that the message is of value to your audience?**
- **Can you discern exactly what is the problem you are solving for your audience?**
- **Do you have a clear and refined message on the benefit or difference you will be delivering to them?**
- **Do you have a plan for the delivery and timing of the message?**
- **Are you clear on the outcome you are seeking both for them and yourself?**



"Music in the soul can be heard by the universe."

— Lao Tzu



How to deliver an aligned, authentic and powerful message?



Have you ever been to a lecture, training or sales presentation where the presenter is giving you a monologue of information, a 'data dump', and you have been tempted to yawn, been bored and distracted?

This is what happens when someone is intellectually delivering information without any feeling behind it. They know their stuff, but it feels like they are a 'talking head'.

We have two natures – our intellectual nature (the one we think with – the data we have collected) and our feeling nature (the one we feel with - our sensitivity, discernment and enthusiasm).

Our communications need both for real success. When we have these in balance, we can use our sensitivity to read our audience and deliver a powerful message backed by an authentic inner authority to achieve real success and fulfilment.

Once we understand and have an alignment in how we formulate our messages, how our audience receives our message and what is our subject matter, people can feel the difference in our energy. We feel authentic to them and our message becomes more powerful, effective and influential.

If we are not in alignment, in other words, if we think one thing, say another, feel something different and wish for something altogether different, we are giving a confusing message and people will feel something is not quite right, and not buy into what we are presenting or selling.

Step 4

Real success needs clear and refined communication. By knowing how to and being sincere in keeping our messages clear, our energy is unlocked. When we emanate this high energy, people automatically respect us.

It can be a deciding moment for us to discover our feelings are a reflection of our refinement – in our communication, life and real success.

Technique #3: How you delivered your message in the Past.

Meditate and reflect on a milestone or goal you had set for yourself in the past.

How did you involve or help others during this process?

How do you feel you may have hindered your success?

Were your milestones or goals mostly met and how much did you deviate from them?

If you achieved the milestone or goal, did it give you a sense of fulfilment?

What would you do differently in delivering your message if you were to approach the same situation again?



“Wood burns because it has the proper stuff in it; and a man becomes famous because he has the proper stuff in him.”

— Johann Wolfgang von Goethe

Step 5

Stepping up what you are attracting.



Your world will not get much bigger than attracting the people that are like the current people in your life only in bigger volume.

Let's step up this Self Mastery with the following Technique:

Technique #4: Understanding yourself to understand others

To better understand yourself in a quick and accelerated way, compare yourself to your parents. Which one are you most like? You will, of course, have similarities to both parents, but usually one will be more predominantly like you and that way you can better understand yourself. You will have done a lifetime of study on your parents and will know them very well. Take the next step and establish their individual characteristics and compare your own. That way you will know which one has more success with people and generally people's response to them.

People in our life are like us and as we are a mixture of our parents so too will they be. 'Master yourself and you master the world.' The more you understand your needs and the needs of your target audience the easier it is to reach the success you desire.



Step 5

Once you understand this, take a look at a wider audience of sisters, brothers, friends, grandparents, colleagues at work. There are those that you like and have an affinity with and there are those that you may struggle with. The ones you have an affinity with are a reflection of things you have already worked out in your life, mastered perhaps or in the process of. And those you struggle with may be a mirror of something you haven't resolved or if you have solved it, you have become impatient with others learning about it and not want to be reminded.

To learn a bigger picture of reading people that will be your target market, try and match them all at least in pairs for their similarity in energy, that way you are learning about yourself.

These are all valuable qualities for you to see a mirror of yourself. Just by doing this you will improve your refinement of communication to yourself and others automatically. You will understand more fully the level of success you are currently attracting and where the gaps may be that you wish to refine for a higher level of success.



“Each player must accept the cards life deals him or her; But once they are in hand, he or she alone must decide How to play the cards in order to win the game.”

– Voltaire



Observing our action or inaction?



Since self-mastery is success, let's take a leap into that with this following Technique.

Technique #5: Observing is the key to understanding

Firstly, ask yourself are you a participant or a spectator of life? Do you dive in and get involved or do you sit on the sideline and watch others endeavour to perfect the start of their involvements?

The answer to this should be a mix of both. There are times we need to listen and times we need to experiment in our life. If we always talk over the top of people, we will never learn anything. If we dive in and action things too early, we will have learning experiences. Let's find a balance.

For the next week evaluate how you do it.

Spend the next week observing yourself in action or inaction and correct accordingly.

"Knowing others is intelligence; knowing yourself is true wisdom."

Tao Te Ching



Accelerating your real success?



With upgraded communication you gain profound insights and confidence to leverage your unique gifts to achieve massive success and live a life of harmony and joy that delivers enhanced levels of meaning and fulfilment, both personally and professionally.

If you are looking to attract a clientele of masses, you will simply have to upgrade your communication.

How can you do that?

Technique #6: Changing the Status Quo

If we want to make a shortcut and believe you can do it adequately, you need to establish an attentiveness to the multiple messages you receive from your intellect and its doctrines of ego which do not serve any purpose other than keeping things the same.

If we instead welcome spontaneous impressions from our feelings and guided insights from master souls we may find ourselves on an adventurous journey into hitherto unknown success in many areas of our life.

Be mindful that our emotions are not feelings and are stimulated by our intellectual programming.



Step 7

These investments in understanding ourselves contribute extensively to the core of self and self-discovery. There is a great disparity between our two natures, our intellect and our feelings, and it is the success of understanding this that is the soul of real success itself. Pivoting from our feelings will give us a script of communications that will suit every occasion.

There are many ways to shortcut this.

As previously explained, you, yourself are a big subject and you need to find out more about who you are. These techniques will help give you a leap of understanding about what to refine in your life.

If you do you want to learn more about you, take the guesswork out, and realise the real success you seek: The Business of Life Workshop covers understanding of the Spiritual Personality Types® and offers a sophisticated and upgraded style of communication that will launch you for the real success you seek and way beyond that in your life. Together with some outstanding tools and techniques these create immediate, measurable and lasting change in all areas of your life.

This will be the greatest gift you can give yourself.



About Living Illumination:

Make Your Life Count Dear Friend

At Living Illumination, our mission is to change lives worldwide, to awaken the human spirit and unlock those forces for profound transformation.

For more than 50 years the team supporting, Living Illumination has offered unique and profound soul centred personal development and leadership courses, seminars, retreats and impactful coaching.

Living Illumination educates, supports and inspires anyone embarking on a journey to awaken the human Spirit inherent in each of us. Delivering practical information, effective tools and techniques for transforming people's lives, enabling them to master every area of their life - personal, business, social and spiritual.

Through these programs, people discover their true purpose, master their communication and energy, gain profound insights and leverage their unique gifts to achieve massive success and live a life of harmony and joy that delivers enhanced levels of meaning and fulfilment, both personally and professionally.

Our team are highly driven sincere individuals who believe in the message of Living Illumination and their commitment to and service to others is evident throughout the organisation.

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