



# **Terms and Conditions**

## **LEGAL NOTICE**

The Publisher has strived to be as accurate and complete as possible in the creation of this report, notwithstanding the fact that he does not warrant or represent at any time that the contents within are accurate due to the rapidly changing nature of the Internet.

While all attempts have been made to verify information provided in this publication, the Publisher assumes no responsibility for errors, omissions, or contrary interpretation of the subject matter herein. Any perceived slights of specific persons, peoples, or organizations are unintentional.

In practical advice books, like anything else in life, there are no guarantees of income made. Readers are cautioned to rely on their own judgment about their individual circumstances to act accordingly.

This book is not intended for use as a source of legal, business, accounting or financial advice. All readers are advised to seek services of competent professionals in legal, business, accounting and finance fields.

You are encouraged to print this book for easy reading.

# Table Of Contents

Foreword

Chapter 1:  
An Overview of the Fundamental  
Principles

Chapter 2:  
Love

Chapter 3:  
Truth

Chapter 4:  
Power

Chapter 5:  
Oneness (Love and Truth)

Chapter 6:  
Authority (Truth and Power)

Chapter 7:  
Courage (Power and Love)

Chapter 8:  
Intelligence (Truth, Love and Power)

Wrapping Up

# Foreword

The Balancing Truth, Love and Power book is derived from one of the most famous authors in the area of personal development, Steve Pavlina.

**The key point of this book is to understand Steve Pavlina's principles and apply it in a concise and straightforward way in your life. The ideas in this book are not endorsed by Steve Pavlina but are merely a take on the principles, how it works – especially for the Internet era.**

In his book, “Personal Development for Smart People” talks about the 7 principles in terms of effective development and if any of you apply the strategies and principles, you will be amazed with the wonders they can potentially bring to your life. The book lays down a very firm foundation for the readers to understand the root causes on the things that they do.

For instance, at times you will see people talking about the big plans of their lives but after a few years, you never happen to see them coming to pass. What are the reasons behind it? Also, do you really know the motivation behind a person who is courageous? What are some of the things that are actually stopping you from being who you want to be today?

After reading the book, I understand why sometimes I behave in a certain way. I used to be a very timid person and had problems starting conversation with the people I met for the first time. I didn't know what the problem was until I found out there was actually a

kind of fear in me that stops me from going all out to initiate a conversation. It was the fear of rejection.

Of course, being able to identify the problem is only the first step and it won't really help me to overcome my fear of rejection. Nevertheless, it gave me a direction on where I should work towards. The rest of the story is history.

So what is the ultimate formula?

It is the balance between truth, love and power. One must weigh the 3 components in a balanced manner. When you have only truth without love and power, your life remains unchanged.

You know exactly the kind of problems you are facing but you just do not have the power to make the changes in you. Although, there is a famous quote that goes, 'Love is Blind', love isn't really blind in reality. You need to love the person correctly and that is why you need truth and power to say no to his unhealthy request, like eating too much fat. When you have power without truth and love, people will suffer because power can be abused.

Those are some of the examples. Don't worry if the above does not make any sense to you at this moment. As you go through the entire book, you will be able to understand the balancing principles in depth.

## **The Balancing Truth, Love and Power**

***The Key to Achieving Goals that Matters to You***

# Chapter 1:

## *An Overview of the Fundamental Principles*

---

### Synopsis

There are basically 3 components in personal development: Truth, Love and Power.

This chapter illustrates:

- The Fundamental Principles Chart

While Steve Pavlina's principles are really well thought out and systematically divided, one must not become too confused with his technical analysis of personal development and strive to apply it as simply as possible without being stuck in paralysis due to over analysis.

You have to discover what works for your own life.

Different people have different methods to understanding truth, love and power and the most important thing you must do is to focus on your own work – not compete with other people to see if you are more loving, truthful or more powerful than others.

## **An Overview of the Fundamental Principles**

We will begin by looking at truth, love and power. Secondly, we will show you the effects on the pairings of truth and love (oneness), truth and power (authority), and love and power (courage). Finally, we are going to journey through the intelligence principle.

In order to develop yourself effectively, you need to understand these principles in depth. The purpose is to bring every area of your life in alignment with these principles.

We are going to study each of these principles in details. You will learn what are some of the key aspects and qualities that come with these principles, the right way to develop them and what are some of the factors that will hinder you from developing your effectiveness as a person.

# Chapter 2:

## *Love*

---

### Synopsis

Love is more than just an emotional feeling. Love can be so powerful that it gets people to do things they have been afraid of and that are out of the comfort zone.

This chapter you will learn:

- The Key Components of Love
- The Hindrances to Love
- How to Connect Effectively



## **The Key Components on Love**

### **Overview**

Just like how I mentioned, love is more than just an affectionate feeling. While most of the time people refer love to human relationships, love can become the substance in many areas including places, objects and situations.

Besides loving your spouse, parents, children, relatives and friends, one will also love Rome to be their destination for honeymoon. At the same time, they may also love the food like Italian Macaroni Pasta as their favorite food.

Love is all about connections you make with people, places and things. In fact, you can make connections with all kinds of substance that exist on earth. When there is a connection, you will give more attention to it. For instance, you may find yourself picking up piano pretty well even it is the first time you touch the piano. To certain people, mathematics makes more sense to them simply because of the connections they have with the subject.

There are only two aspects when it comes to connections:

**Communication** – In case you do not know, the root of communication is ‘common’. In other words, people find it easier to communicate with those who have the common interests in one way or another. Why do you think when two golfers meet for the first time, they can talk like they have known each other for a long time? In many communication coaching programs, finding a topic on common ground is one of

the best ways to break the ice in a conversation. Isn't this powerful?

**Communion** – Communion is a deeper level form of communication. In communion, it creates a sense of deeper bonding with the intended person, object, places or situations. Often, deep emotions are involved in the communions. The best example would be investing your time, effort and attention to your spouse so that both of you fall and stay in love over and over again. You may wonder if your emotions will attach to any of the objects other than people and the answer is definitely a 'yes'. When you love fishing, the satisfaction and fulfillment comes the moment you catch a big fish, even you have waited for long hours without catching anything. If you love gambling, you bet your will be emotionally attached to the bad habit.

## **The Hindrances to Love**

What are some of the factors that will put a stop to love?

**Disconnected Mindset:** A person with disconnected mindset is someone who often makes false assumption about the situation. When they are invited to a party where people are having great time mingling around with others, they would probably think people are not genuine and that these people come with ill intentions. Though it may be true to some extent, it is unhealthy to perceive that way because it kills the purpose for the night. They are just disconnected.

**Fear of Rejection:** This was one of my problems too. When a person sees fear of rejection bigger than anything else, they are

really losing out the opportunity to make connections with other people. They may reach the level of communication, but it is almost impossible for them to develop the connection further to communion.

**Incompatibility:** This happens when there is a conflict in opinions, often in conversations. Have you ever been in a situation where you did not talk much but to listen to the person who is talking in front of the group and yet, you disagree with him? It is not your fault. It is not his fault either. Both of you are just different and when incompatibility happens, it may hinder you from making connections.

**Lack of Social Skills:** Some people have no problems finding common ground with the people they met but they are just pretty weak in social skills like talking and expressing themselves. There are many factors that result in this – family background, lack of confidence or the character of not having much word. This too can kill the connections between you and others.

## **How to Connect Effectively?**

**Connection Exercises:** This exercise requires you to do something which appears to be silly but is extremely powerful. This is how it is done – imagine in your mind you are meeting up a person. The person can be someone you know, someone you do not know, your idol or even fictional character like Bart Simpson. Once you have a target, you just need to practice talking to the intended person in your mind. Start by saying anything you like, such as “Hi, How are you?” and imagine the

person is replying you, “I am great, thanks! And you?”. You can also go deeper by sending the person love by giving compliments to him or her. “You are amazing!” or “You are beautiful” are words you can use to send love. In the same way, you can imagine you receive compliments from the person saying, “I like the way you speak!”. Although you are not talking to anyone in reality, but it equips you to get ready to converse well when the opportunity comes.

**Time-Travel Meditation:** Another imagination exercise. Imagine you are in a room with someone and that someone is the future you in 5 years time from now. As your future self knows everything of you, and you can ask him whatever you like to know. For example, “What will I be in 5 years time?”, “Who would be the people I meet in 3 years from now?” or “What am I likely to fail in doing 2 years from now?”. Once you have done this, imagine your future self walks out of the room and you start to invite your past self of 5 years ago to come into the room. He then starts to ask you questions on how you have been doing for the past 5 years and you attend to each of his questions. Once finished, imagine your future self comes in again and 3 of you start to become translucent. The three of you start to float in the air and merge to become one body – the real you. The purpose of this exercise is to help you to understand you are not just a physical moving object but a human being that achieve great things in this lifetime.

**Sharing:** One of the best ways to make connections is to share love with the people around you. You can share this with a group or to a person. You can share anything you would like you including money, time, effort, attention, meals, clothes, shoes,

cars or even a room. When you share, you bridge the gap of distance between you and the intended person.

**Fast-Forwarding:** If you want to speed up the process of knowing the person deeper even when you have just met, this is a great tool to use. Imagine in your mind that you have known her for a long time and you guys talk for non-stop. The conversation involves heart to heart talk and you two are able to share just about anything with each other. It is basically a day-dreaming exercise but absolutely powerful.



**Direct Approach:** You need a little bit more of courage in order to do this. Just tell the person about how you feel about him or her. Words you may be using may include, “Hmm... I don’t know why but I do really think you are a good person” or “I am not too sure how you will react towards this but I do think perhaps our friendship can be developed to the next level of

boy-girl-relationship kind of exploration?”. Do be aware of this approach because it either creates the outcome you do want or the outcome you do not want.

**Appreciation:** Learn to appreciate the contribution and accomplishment of others. You may not know the person very well, but when you show genuine appreciation, you are already bringing the connection to another big step.

**Gratitude:** Never ever take people’s kindness for granted. Be grateful to the person who is nice to you. Even at times he does not expect anything in return, it does not mean you can abuse his kindness. If your friend borrows you a car for a few days, please fill in the gas tank to the top of the tip for courtesy’s sake.

# Chapter 3:

## *Truth*

---

### Synopsis

Truths are beyond facts, data and histories. Truths help you to realize where your position is before you decide to head to any directions of your life.

This chapter you will learn:

- The Key Components of Truth
- The Hindrances to Truth
- How to be Truthful

## **The Key Components of Truths**

Truth is probably the most basic principle you need to study before anything else. It allows you to see where you currently are and most importantly, help you to be clear in your goal-setting.

This truth is all about you. How is your job doing right now? Are you satisfied with your job? Are you happy in your relationship with your girlfriend? Are you overweight at this point of time?

Answering these questions will help you to explore more about yourself. It is really about finding out where the point A's are so that you can start to direct them to point B's.

Although this principle sounds easy to apply, it can be difficult to find out the truth sometimes. You may deny some of the tough questions. Sometimes you think your relationship is on the right track even you have the sense of loneliness. You ignore the fact that you are overweight and you do not even bother to cut down on meals with excessive fats.

Hence, you really need to be honest to yourself if you are to make major improvements in your life.

Here are some of the components of truths:

**Perception:** How you perceive certain things will affect how you react to it. If you perceive that your business needs more leads, then you will plan for marketing strategies that will bring in qualified business leads. If you finally realize that you are



distant from your children, you will start to panic and make every effort you can to build close relationship with them once again.

**Prediction:** Prediction often comes from the experiences we had in the past. Why you would make such prediction? It is because based on your past experience, the similar incident occurred that is why you predict the outcome to be so.

**Accuracy:** Although clarity is important in decision making, there is really no such thing as total accuracy. You will never know if the career you choose will turn out to be the best. You will never guarantee a marriage when you step into a relationship. The best way is still to accept mistakes and minimize risks the next time you journey.

**Acceptance:** You need to accept the truths of your current situations, no matter how good or bad it is. Accept that your company is losing money. Accept that your spouse is the best wife you can ever have.

**Self-Awareness:** Learn more about yourself by being aware of different areas of your life. This includes your strengths, weaknesses, habits, knowledge, desires, emotions and states of mind. Not only that we want good things in our lives but sometimes, we also tend to love certain things that will do harm to us, like sleeping too much, eat too much, have sex and laziness.

## **The Hindrances to Truths**

**Media Conditioning:** Advertisements are hunting for your commitment so that they can generate revenues from you. As a result, they are trying all sorts of ways to convince you and targeting at your desires and weaknesses. For example, the beer ads often portraits the ability to attract women with their beers but in reality, this is not the case. So, in this case, fantasy is seen much bigger than the truth.

**Social Conditioning:** The people around you including your family, relatives, friends or superiors may stop you from seeing the truths. This may due to their ability to impart the wrong values into your life.

**False Beliefs:** False beliefs may affect you from being truthful. Some violent husbands use the excuse of being stressful at work to beat their wives at home. How can they possibly justify they are not doing anything wrong?

**Emotional Interference:** When you have strong emotions, they will usually corrupt your way to perceive the reality truthfully. Fear, anger, guilt, shame and frustrations are some of the examples.

**Addictions:** This is probably one of the hardest ways to accept reality. Do smokers know taking an extra cigarette is doing them no good? Of course they do! Why are they still smoking then? It is their addiction that stops them from facing the truth.

**Immaturity:** When you choose not to grow up and ignore the reality of your life, this behavior carries a degree of immaturity. Mature people know that they always have rooms for improvement.

**Secondary Cain:** This occurs when the person choose to lie in order to save himself. For example, you may lie to your boss in order to get away with the mistakes you have done.

### How to Become More Truthful?

**Self Assessment:** You need to sit down and assess different areas of your life. For example, how do you rate your health and fitness? How about mental development and habits? Is your business making money? How well do you handle your emotions? Rank each of them from 1 – 10, being 1 the weakest and 10 the strongest.

**Journaling:** Writing a journal can be very powerful. As you write down your feelings, emotions and thoughts on your personal development process, you will see the truths more clearly. The journey you keep will also remind you how well you have done in the past. If you can do it in the past, you can do it at present.

**Media Fasting:** This can be difficult, but amazingly powerful. Remember the times you keep procrastinating to start your big project simply because of the Internet or TV? You want to watch another extra 1 hour in front of the TV before you start work. Another 10 minutes on Facebook or Twitter before you write your report. So if you can make it a habit to fast some of this

media, you will be amazed with the results you are going to produce.



# Chapter 4:

## *Power*

---

### **Synopsis**

Power is not a very force where you can use to defend yourself. It is truly the ability to create the world you want.

This chapter you will learn:

- The Key Components of Power
- The Hindrances to Power
- How to Build Power?

## **The Key Components of Power**

Power is a favorite term to many people on earth. While not all of them wish to have some sort of special force or ability as their power, some do think power is something they way to create the world they want.

Here are some misconceptions about power:-

- ✓ Power can help you stay at the top
- ✓ Power can me you to be more superior than others
- ✓ Power is given only to the rich people
- ✓ Power is a way for me to control others

Those are not the power we are talking about. When it comes to power, it is truly your ability to create the world you want. If you have strong power, you can choose the kind of life you want to live. When your power is weak, it can be pretty hard to satisfy your needs and wants.

True power does not impose fear or negative values over others. With power, you realize that your life is in your hand and it is up to you how you want it to be. When have strong power, you are not a victim.

Let study some of the components of power in order to help you understand better.

**Responsibility:** You can't have power unless you accept total responsibility for your life. You are responsible for the accumulated debt. If your room is dirty, it is your responsibility

to clean up. You may think it is your maid's responsibility, but you still have to give her the order to do so. Hence the responsibility is still yours.

**Desire:** This is the fuel of power. The amazing thing about human is that, they are able to desire, want and dream about the kind of lives they want to live. What do you always dream about? What are your desires? What do you long to see? Give some space to yourself to dream and you will be amazed with power you in your hand to make them come true.

**Self Determination:** Are you determined to bring your dreams and desires to pass? Often, people around you won't understand how bad you want your dreams to come true. Even so, would you allow them to step on your way and stop making decisions that get you to move towards your dreams? Seriously, you don't need their permission to live the life of your dream. You are responsible for your dreams and they are not.

**Focus:** How many of you still keep your New Year resolutions at the sixth month of each year? You may have an inspiring list of resolutions at the beginning of the year but are you still able to stay focused on track with your goals for the year? Many people do not achieve what they want simply because they lose focus. They don't even remember what they want to achieve for the year. This shouldn't be the case for you.

**Effort:** Dream is powerful but dream without action is dead. You must take consistent action in order to produce consistent result. If you want to increase sales for your company, you must make effort to invest in advertising. If you want to look good in

shape, you must sign up for the gym membership and make sure you go twice or thrice a week.

**Self-Discipline:** I suppose nobody likes the word ‘discipline’ but nevertheless it is an essential attribute we can’t live without. It helps us to stay on track and if we were to go with the flow, the tendency of not achieving anything is pretty high.

## **The Hindrances of Power**

**Timidity:** When you timid, you don’t see yourself as important as others are. Even when you have big dreams, but you don’t think you have got what it takes to make it happen. In reality, you are much more powerful than you think you are that you are turning your own strength against yourself. This is when power is use inappropriately.

**Cowardice:** Now you are confused. You have desires, but at the same time you also have fears. Cowardice is a practice which you use to feed your fear more than your desire. Always remember this, whatever you feed it will grow. So choose to feed your healthy desires rather than fears.

**Negative Conditioning:** Power is not evil. Many decent and nice people on earth think that you should live a normal and problem-free life in order to avoid anything bad from happening to you. Just get a steady job and income. Don’t even dream about doing business. It is risky. Nice people but not so nice to impart values to others.



## How to Build Power?

**Progressive Training:** One way to build power is to have progressive training. With progressive training, you place yourself in a situation where the challenge seems new and big to you. Make an attempt to tackle it with your ability. Even if you fail, it is okay because through the experience, you have definitely learned something from it. If you never run on a treadmill before, you can start by walking at the speed you are comfortable with. Increase the speed even up to the point of running over the next few weeks. When you look back, you will be surprised with your own performance.

**Master the First Hour:** Start you're the first hour of your day with productive tasks such as reading, planning, cleaning or exercising. If you squander the first hour of your day the moment you wake up, you are likely to be less productive. Needless to say, watching TV at the first hour is a 'NO'!

**Personal Quotas:** Every salesperson on earth has quotas to meet every month. If you can, adopt their behavior and set personal quotas on yourself. It may not necessarily be your sales target, but quotas like finish reading 2 personal development books in a month can be helpful in creating power.

**Worst First:** I was taught to tackle the most difficult task of the day first. Imagine when you have both small stones and big stones that need to be put in a bowl. When you put in the small stones, you will not have enough room for the big stones in the bowl later. However, if you put the big stones in the bowl first,

you will still have enough space for the tiny little stones. Simple illustration but nothing can be further from the truth.

**Competition:** It is common to dislike competition, but the world needs competition to be better. Businesses are good examples. They will try all sorts of ways to improve the values of their products and services in order to beat others in the competition. In the same way, how can you be better by competing with others?

**Rest:** Machines need to be maintained and human beings need to rest. Rest can help you to walk further distance and its meaning is far from being lazy. Rest whenever you can and you know what, many Eureka moments happen during rest.



# Chapter 5:

## *Oneness (Love and Truth)*

---

### Synopsis

Combining love and truth, you get oneness. You are a connected being, whether you like it or not. Discover how you can enjoy being connected as a part of the entire one.

This chapter you will learn:

- The Key Components of Oneness
- The Hindrances to Oneness
- How to Experience Oneness?

## The Key Components of Oneness

Oneness exists as a result of the pairing of love and truth. In love, you get to choose to love others. In truth, you know where you currently are. In oneness, whether you like it or not, you are connected. It is knowing you are already connected.

The beauty of oneness is this – it has no specific target and omnidirectional feeling of knowing you are already connected to everyone and everything at the same time. Is it basically knowing that you are not on your own and anything you do will have an impact on the world, whether or not you notice it.

Here are oneness explorations:

**Empathy:** Since you are already connected to the people and things, this creates an empathic connection between you and them. You have deep joy when the person rejoices, or you will have deep sorrow when you see a cat just got ran over by a car.

**Compassion:** You are now more compassion with the connections linked to you. It is a natural way of showing love and kindness to everyone else. When your staff does not turn up for work because of his husband has been admitted to the hospital, you care for her.

**Honesty:** There is this thing about honesty, almost everyone accepts it. When you tell a lie or twist the fact to a person, you are putting the friendship to be distant and disconnected, making it even harder for you to make the connection. So, honesty is always the best policy.

**Fairness:** When you treat someone with fairness, it simply means treating them in ways that is honoring our well-being. In other words, it means helping them to align themselves with love, truth and power. However, fairness is not the same with equality. Any part in your body is fairly important, but the cells divided to them are not equal.

**Contribution:** Oneness creates an environment where people to contribute their effort, time, money, love or emotions to each other. Since life is too short to live all by yourself, you can definitely go out there and make a difference to someone's life, whether it is small or big. It can be posting an encouraging note to your colleague in office or bringing your parents to a nice holiday.

**Unity:** The character of oneness makes the world to become more and more unity. Remember the purpose of the Earth-Hour? It was to get everyone on earth to turn off their electricity consumption for one hour. The campaign aims at encouraging the world to save energy for the future use.

### **How to Experience Oneness?**

**Spend Time in Nature:** Go to the places where you can experience the awesomeness of the nature. You can go for a walk in the morning, feel the breeze, listen to the birds chirping, stand under the sunshine and tell yourself the nature is just amazing!

**Physical Contact:** Learn to shake hands, give hugs and high fives to the people around you. Play with your turtles or dogs. Touch the leaves on the tree. All these acts are a form of physical contact in oneness.



# Chapter 6:

## *Authority (Truth & Power)*

---

### Synopsis

Authority is a result of truth and power. This principle teaches you how to use truth and power effectively so that you produce intelligent results.

This chapter you will learn:

- The Key Components of Authority
- The Hindrances to Authority
- How to Increase Authority?

## **The Key Components of Authority**

Authority is the principle derived from the combination of truth and power. When you have truth without power, you achieve nothing. When you have power without truth, it generates wasted actions. However, when the two are utilized in the right way, it gives you a sense of intelligence and produce great outcomes.

Authority is a way you help you keep track on your focus. Imagine that when you do not have any authority over you, even you have great set of knowledge but it will be pretty difficult for you apply them in your life. You may even take some actions, but the movement can be chaotic without authority.

Here are the key components of authority:

**Command:** Even though we mentioned authority over you, there is only one true authority in your life and that is you. You give order to the command yourself what you want to achieve and do. On the other hand, this does not give you the rights to commit crime as you will.

**Effectiveness:** Now that you have the authority, but are you effective in implementing the plans? You need to constantly check if you are making the right decisions and choices.

**Persistence:** If you want to be competent in any field or areas of your life, you need to invest a significant amount of time and effort. Just because you are good at playing guitar, it doesn't mean you is a good guitar shop businessman. If you really want



to start a business based on your interest, you need to learn the game of being an entrepreneur.

**Confidence:** When you grow into authority, you will develop confidence. This is not the temporary kind of confidence, but the far more deeply held beliefs that are in you as a result of past experiences.

**Significance:** What are the things that really matter to you? People of authority do not waste time on things which do not matter to them. They know if authority is used wrongly, they can end up in chasing after nothing meaningful to them. If your children are important to you, how often do you spend time with them? If the environment is important to you, what are doing to save the energy consumption in your home?

### How to Increase Authority?

**Orchestrate Small Rebellions:** A small rebellion requires you to persist on a decision which others may have opinions about. For example, dying your hair with a sharp color. It may create a 'Wuah' effect and people may ask you, "Why are you doing this?" and you just have to reply, "I just feel like doing it". Nothing serious, just orchestrating a small rebellious.

**Triage:** In the medical industry, patients are divided into 3 groups: Those who will die anyway, whether or not they receive medical treatment. Those who will survive anyway, whether or not they receive medical treatment. Those who will survive only if they receive timely medical attention. In real life, projects are also divided into 3 groups: Projects that will fail to have

significant impact, whether or not you do them. Projects that will succeed anyway, whether or not you do them. Projects that will only have a significant impact when you do them within the given timeframe. We usually focus on the third group, when it comes to the case of triage.

**Experiment:** This is a direct testing. You will know the results straight away, whether or not the thing works. If you do not know if billboard ads will work for your company, the best way to find out is to conduct an experiment. Set aside advertising budget and invest in a billboard banner. That's how you get the answer.



# Chapter 7:

## *Courage (Love & Power)*

---

### Synopsis

The pairing of both love and power will produce the courage principle. It is more than taking a bold action temporarily. It is an application that leads you to breakthroughs upon breakthroughs.

This chapter you will learn:

- The Key Components of Courage
- The Hindrances to Courage
- How to Increase Courage?

## **The Key Components of Courage**

The principle of courage comes from both love and power. Courage is more than just taking bold actions. However, courage also involves love which is the root of motivation on the things we do. It is the deepest connections that inspire us to be courageous. When we are disconnected, there will be no reason for being courageous at all.

You need courage to achieve your long term goals. Even you may face short term obstacles in your long term goals, courage can become the power to tackle these obstacles. If you want to stay in good shape, courage will allow you to jog up the hill even though it is difficult temporarily. On the other hand, if you have no courage, you are likely to play safe.

Here are the key components of courage:

**Heart:** The word courage is derived from the Latin word, means “heart”. This simply means you take the path of your live with heart. If you expect to improve your relationship with your spouse, it has to be done with heart. You can’t just hope it will get better without the heart. It won’t happen.

**Initiative:** Courage waits for nothing. It is always ready to make the first move and set things in place. You don’t need to wait for everything is perfect before you can start a business. You just need to start gathering information and do research on what is needed and then you act accordingly. My mum started her florist business by first selling flowers by the roadside.

Today, she has expanded her business to provide wedding decorations and landscape.

**Honor:** When you exercise courage, you feel more connected to your true self. Your bonds with other grow stronger, based on love, truth and power, not falsehood. At this point, you know you are already living a principle-centered life and this commitment is called honor.

### How to Build Courage

**The Heart Question:** Make a list of what you want to achieve today and ask yourself, where is the path with a heart. As you do, take out all the tasks that do not have heart.



**Progressive Training:** Choose a fear you would like to overcome. If you want to overcome the fear of rejection, then you need to start to take initiative to talk to the people more. Of course along the way, some people may reject you, but the purpose is not really about not being rejected. It is to overcome your fear of rejection.

**Education:** If you are interested in options trading and think it is risky to do so, you can sign up for a seminar or buy books that teaches you the trade options the right way. When you are prepared with education, you will have more courage to take up the challenge.



# Chapter 8:

## *Intelligence (Love & Power & Truth)*

---

### Synopsis

The principle of intelligence is achieved when truth, love and power are harmoniously aligned. This is the purpose of the entire fundamental principles discussed thus far.

This chapter you will learn:

- The Key Components of Intelligence
- The Hindrances to Intelligence
- How to Increase Intelligence?

## **The Key Components of Intelligence**

Intelligence is the whole point of the entire fundamental principles being discussed here. It happens when love, truth and power are aligned.

Love is intelligent. The reason to love is to make connections so that you do not stay where you are for a long time. Parents love their kids so much that they provide excellent education for their children. Your spouse loves you so much that she does not want you to stay at where you are for the rest of your life. Without love and connections, there are no reasons to expand, really.

Truth is intelligent. It is only with truth you are able to identify where you currently are. Even you are starting from point A, you need to know where the point A is so that you can set your reach at point B.

Power is intelligent. We have the liberty to express ourselves with who we are. While we do not place our lives on somebody's hands, we definitely want to create the world we want with the power we have. A millionaire once said, "If you do not plan for yourself and follow other people's plan, I wonder if they have good plans for you".

Here are the key components of intelligence.

**Authenticity:** Being authentic means you are being yourself genuinely. When you are authentic, the person you portrait on the outside is exactly the person on the inside of you. Often, people put up a mask to pretend to be who they are not in order to protect themselves.



**Creative Self-Expression:** When you creatively express yourself, you portrait yourself in a unique way which easily identifies you as the real you. For example, a pianist may be expressing his emotions through piano. When he is a little down, he plays mellow music. When is he happy, he plays music that makes everyone wants to dance. What is your best expression?

**Growth:** Intelligence seeks its own improvement. When you align with truth, you gain access to new truth. When you align with love, you increase the connections with love. When you align with power, you become even more powerful.

**Flow:** With intelligence, you flow through the process of achieving your goals rather than struggling against it. It is not the problem-free kind of flow, but you know when your effort is invested based on love, truth and power, the principles mentioned here have got to work for you.

**Beauty:** This is the beauty of intelligence. It always attracts. When a person lives based on the intelligence principles, you know many people are envious of them. Somehow, the person shines the brightest among the crowd and the people around are inspired to be like the intelligent person.

## **How to Live Intelligently?**

**Conscious Assessment:** Go through the 7 principles (Chapter 2 – Chapter 8) one by one and ask yourself a set of

questions in alignment of the principles. You can ask question like, “Am I sincere when it comes to meeting new friends at this point of them?”, “Am I being truthful to myself?”, “Am I living in denial?” and the list goes on.

**Growth Blitzing:** Set specific growth target for each of the principle. For example, you can improve the relationship with your parents by bringing them out for a nice breakfast every weekend.

**Cultivate An Intelligent Microcosm:** The next time you meet with a new task, do it right at the first time and keep it going. By doing it right, you do the task by applying the principles that are being taught here. The purpose is for you to learn the principle of intelligence.



# Wrapping Up

The 7 fundamental principles that are based on love, truth and power are extremely powerful. Some of you may wonder what are some of the factors that are hindering you from achieving the goals that matter to you.

Well, now you have these principles with you and all you have to do is to bring back all the areas of your life in alignment with these principles. When you do, I can almost guarantee you that you are going to see the results you desire.

Always remember, you are not a victim. You have the power to create the world you desire where you enjoy your success in career, having a happy family with lovely children, your peers love you and you have the courage and intelligence to face every obstacle that is being thrown at you.

All the best!