White Paper

Clear Communication

“Becoming masters of communication as a team.”

Version 1.90

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“Will I earn a lot of money, work less hours, have less stress, and improve my life balance . . . IF . . . I / We learn how to better communicate as a team?”






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Purpose

How much money and time are we losing due to not being able to properly communicate what we want to and/or understand what others are communicating? Our goal of this white paper is to assist each individual and team in learning how to better communicate and how to be a better listener, listen with a different set of ears.

Foundation



We believe we all have a unique life vision based on our passions. When we clearly discover our life vision and then seek to live it each and every day we are compelled to learn how to improve our communications skills and disciplines.

We also embrace the value for every company to have a BOS - Business Operating System, the engine which runs our business. We earn the money we do, work the hours we work, have the stress and life balance we do or do not have due to the BOS, the business engine, the system to success in every area of one's life. We believe communication is like the engine within our business and when we improve the communications of everyone in our company we have fresh oil all the time and the performance we will see from our BOS, our engine will be enhanced to move us into a new dimension of success.

Really though . . . the real secret to communication is . . . for each of us to learn to Think Differently . . .

http://dnaforsuccess.com/video-trailer-library/thinking-differently

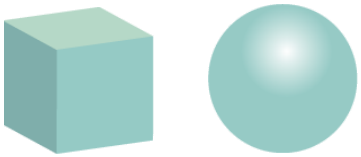
- BOS - http://dnaforsuccess.com/solutions/bosintro/
  - Short Cool BOS Video - https://www.youtube.com/watch?v=sAVEHVJ-v34
- White Paper Library - http://dnaforlife-laws.com/cool-free-stuff/
- Video Library - http://dnaforlife-laws.com/career-success/
- Discover My Life Vision - http://dnaforsuccess.com/video-trailer-library/discover-my-life-vision/

BIG Picture Communication & Thinking TIPS

- Work Hard - Don't Be Lazy -
  Join Jill's Success Circle of 12 - Dedicated Not Be Lazy
- **Take personal ownership** to know what others are doing and then plug what you are doing in with what others are doing.
- **SEE** -> **The BIG Picture . . .**
- > WORK HARD - Look at things from 30,000 feet so you can see all the things that are going on.



- **SEE** -> **The DETAILS . . .**
- > WORK HARD - What are specific details I need to know and do and what are the details that others need to do?



- **THINK** -> **WORK HARD** and think through all the best ways to get things done in the most effective way with the resources I have?
- **DO** -> **WORK HARD** and take action. Often those around us, especially if they are not in Jill's group, won't work hard and so we'll need to take on even more work than we are . . . for a season.
  - 1. Get it into a system so maybe those who don't work so hard can just be plugged in.
  - 2. Create checklists and systems which simplify communications into, step by step ,action by action so little to no communication is needed as everyone knows and does their roles.
- Once a line of communication is established, remember, nothing will be achieved unless we are the 3 D's, disciplined People and disciplined Thinkers to Take Action.

When Communications DOESN'T work.

What's tricky is when communication doesn't work, what do we do? It takes so much time to figure out why it didn't work and we've already lost the time so we THINK "I can't afford to lose any more." The challenge with that type of thinking is that we and those around us, will fall into the same trap again and again and continue to lose time, money and effort / energy. It takes so much time, so much hard work to break this cycle.

Lazy thinkers will tend to ask "What's the reason for the failure" and think it's a simple answer and it's because of one of the following . . . when in fact, it's probably some combination of a number of the following. When each individual learns to take personal ownership, for their part, that's when we'll see progress.

- [%] - 1. Individual speaking does not communicate well.
- [%] - 2. Individual listening does not listen well.
- [%] - 3. Individual listening thinks their way is better.

[%] - 1. Individual speaking does not communicate well.

a. Did not use the best words.
b. Used too many or too few words.
c. Did not use the right tone / pitch.
d. Did not use the best speed. - Too Fast / Too Slow
e. Does not communicate in the personality of the listener(s).

[%] - 2. Individual listening does not listen well.

a. Doesn't see the big picture.
b. Doesn't listen for the most important details.
c. Doesn't listen to the specific words, tone, pitch, speed.
d. Does not listen to the personality of the person speaking.

[%] - 3. Individual listening thinks their way of thinking is better.

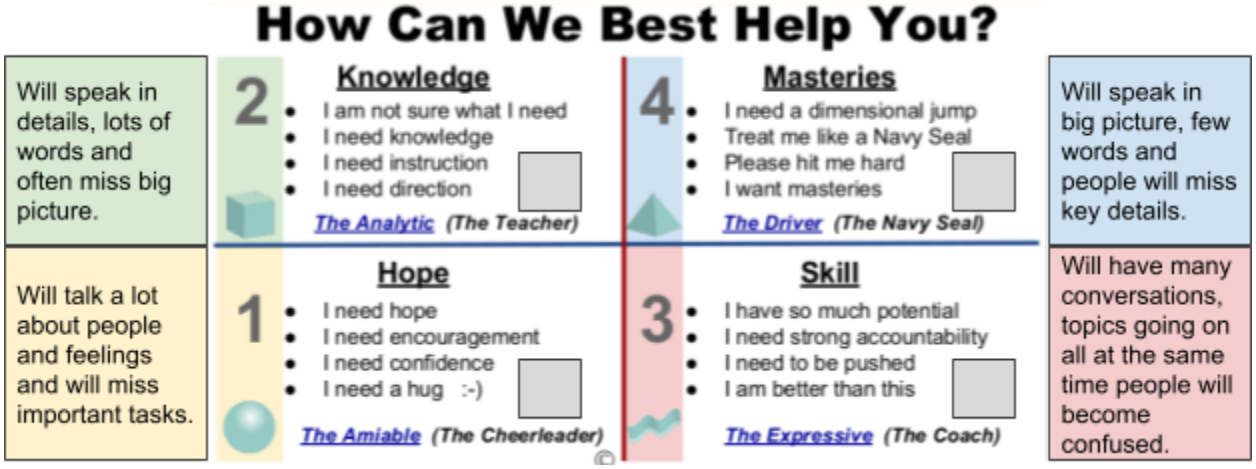
a. Is not humble.
b. Does not understand flaws/weaknesses of their personality.
c. Does not communicate to the speaker their thinking differences.
d. Is lazy, sloppy and undisciplined.

Part 1: Communications - Speaking

There are 4 major ways to communicate, based on frequency / personalities. Pretty easy, right? Well . . . kind of. When we look at primary and secondary personality types we have 16, when we look at three levels, there are 64 and at four levels there are 256. If we look at the geo and pain test, there are 65,536 possible combinations.

Why do we share this? Great question! It's to help us all to realize that communication is as much as an art as it is a science and that we'll be continuing to grow and improve on our communication skills.

To determine what communications frequency we tend to reside in, look at the four frequencies below and in the gray box put #1 in the one which attracts you the most, then #2, then #3 and then #4. One of the best courses to take is Personality Masteries - Level 1 Certification. It's a 12 week course and will, if you allow it, change all aspects of one's life. www.PersonalityMasteries.com/lvl1-cert



Communication is hard work and when we are communicating we need to understand, at a deep level, our own weaknesses in how we communicate based on our own personality. We also need to understand the type of personality for those we are communicating with.

Obviously if we're communicating to a group of people, we aren't able to communicate to everyone individually so it's ideal that everyone we are communicating with has read this white paper and has gone through the Personality Masteries course. While it can be done, it's VERY hard for someone to learn to listen in a different personality style.

When we blend in different value systems and beliefs . . . it's a wonder that anything gets communicated well. Why are our value systems and how we see the world so important to the communications process?

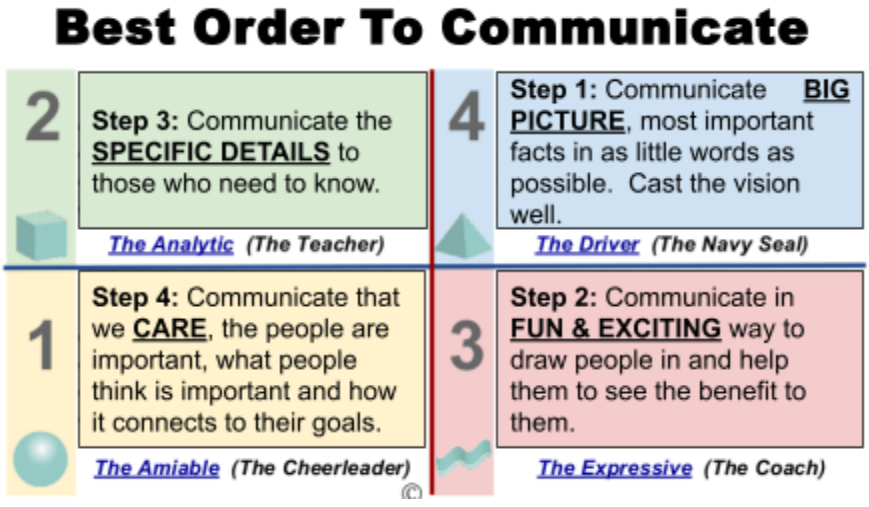
Take a look at value, belief and "How we see the world" and think about how you communicate to others based on those values and beliefs.



A Level 4 Frequency will communicate the BIG picture, getting the work done in the least amount of time and energy. The Level 1 Frequency will see things in a very different light. They will communicate in a way to help people to understand the value of considering people's feelings, thoughts and perspectives. If a Level 4 Frequency doesn't not change everything about their communication OR the Level 1 Frequency doesn't listen in a very different way they will not understand one another and will hear something very different.

A Level 3 Frequency will tend to have a million ideas and thoughts . . . and communicate those openly :-) which will slam / jam the Level 2 Frequency, the analytic. The Level 3 doesn't learn to control their frequency in communications; they will hurt others and will not be heard. If the Level 2 Frequency doesn't learn to listen in a different way than they will frustrate and burn themselves and others out.

Is there a best order to communicate? Actually there seems to be. It's actually, strange enough, the reverse order of the frequencies.

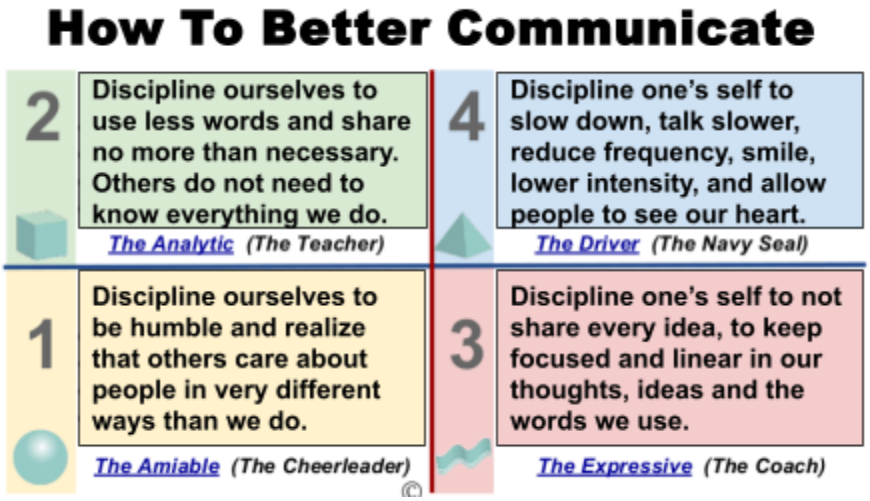


Start out with BIG PICTURE, go to FUN & EXCITING, then SPECIFIC DETAILS and then CARE.

IMPORTANT NOTE: Yes, in communication, you may lose the Level 3 and 4 Frequency either mentally or even physically. Yes, they may just get up and walk out of a meeting. This may be totally alright and best for everyone or it may be a disaster.

Often the analytic - Level 2 and amiable - Level 1 like for everyone to stay around and listen to them when in fact it may not be needed. Hard call to make often.

One very important point is to learn to put systems in place so we can reduce the amount of communications as we have standards and things just happen, almost really without any communications.



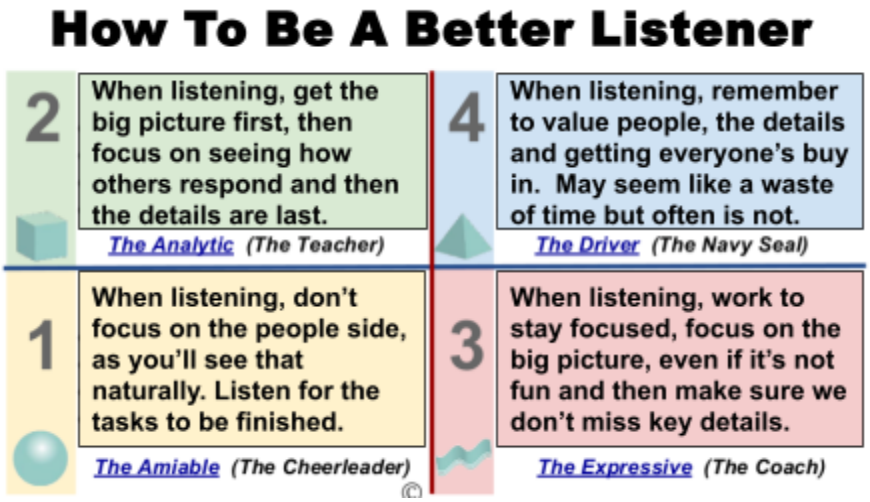
In the book Good To Great by Jim Collins he shares a concept about disciplined PEOPLE, disciplined THINKERS and disciplined in TAKING ACTION. We all have a way that we normally communicate and normally listen. Learning to think in a very different way and then learning to be disciplined in both our communications / what we say and how we listen is most powerful.

NOTES

Part 2: Communications - Listening

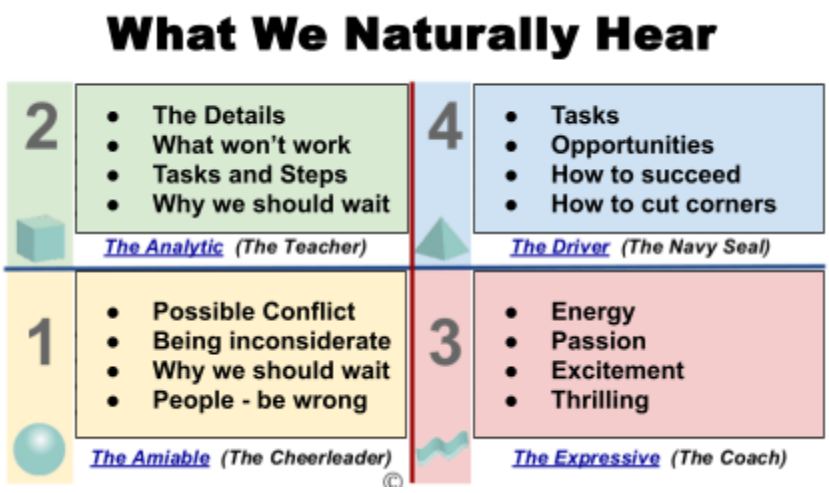
As we become a better communicator, what we say, we will naturally become better listeners as well.

We will learn to listen in a very different way . . . a way that is very unnatural and a way that we do not like. It's very painful.



Whenever we think "Wow, this person who is communicating with me, is communicating in a very painful way" . . . think about it . . . and realize that whenever we're talking to them they are in a great deal of pain as well. This takes a great deal of hard work and personal growth.

Each of the four different personality types / frequencies literally have a very different language and way of listening. We will all become far more effective in our communications when we realize the benefit of each of the different types of listen styles.



What's kind of strange, is that each personality / frequency listens for things they enjoy / connect with, without even realizing it. Don't worry, when we learn to listen for things we don't normally hear, we'll still hear those things we are naturally hearing.

So . . . what happens if the listener hears something from the speaker but believes they should do something different than what the speaker is sharing? It's important to remember what we see and how we interpret that information is . . . well . . . what we see, but only a very small piece of the overall puzzle.

Watch this video and realize, as it keeps us humble . . .
> http://dnaforlife-laws.com/career-success/#et_pb_accordion_item_102

Yes, if you're thinking that this may transform every area of your life, then you're right. It can!

This white paper took over three decades and millions of dollars to learn how to communicate in a very tight, very concise manner to help you the reader to learn how to quickly gain value from what has been shared.

Legacy Partners and Life Masteries Institute are non profit organizations and are able to continue to provide these and other amazing resources because of generous gifts from those who are generous with their contributions. We encourage you to commit to giving something each and every week or month on a consistent basis.

When we give consistently we engage consistently and when we engage consistently we gain consistent value and help those around us to do so as well.

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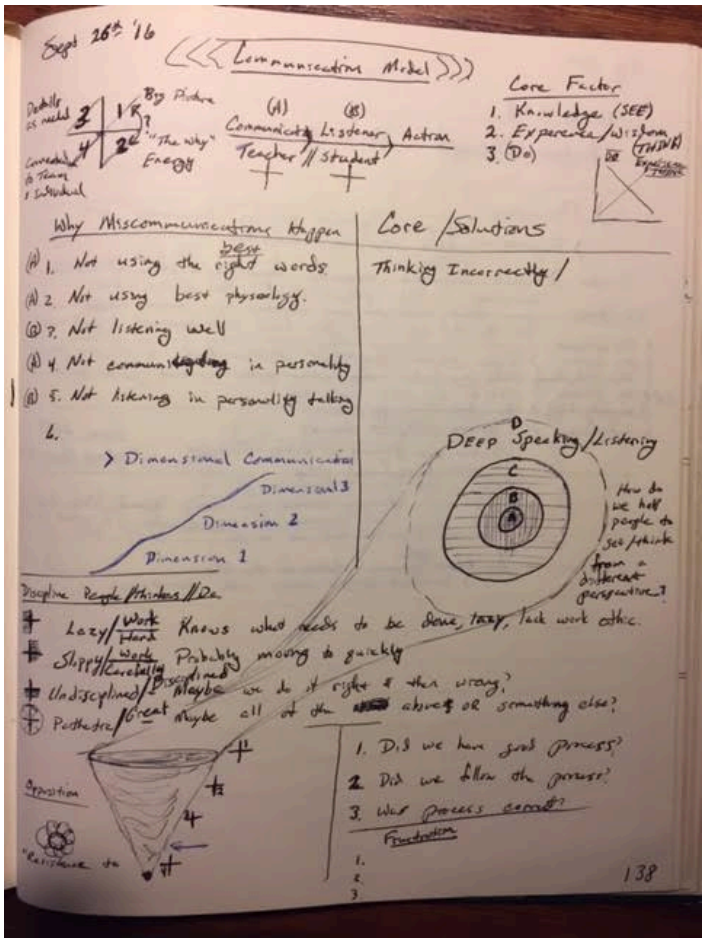
NOTES . . .

Mark Boersma is one of the founding members of Legacy Partners and the following copies are from his journey.

One of the things that Mark does is executive / leadership coaching.

To contact Mark for a potential interview to be personally coach please connect with his associate Elise Simms at service.synergysolutions@gmail.com

Mark is also a founding partner of Synergy Solutions, Inc. and ActionVision. ActionVision assists one discover and live their life vision and create a BOS - Business Operating System. Individuals, companies and organizations can become certified on ActionVision.



www.DNAforSuccess.com/Implementation/one-on-one

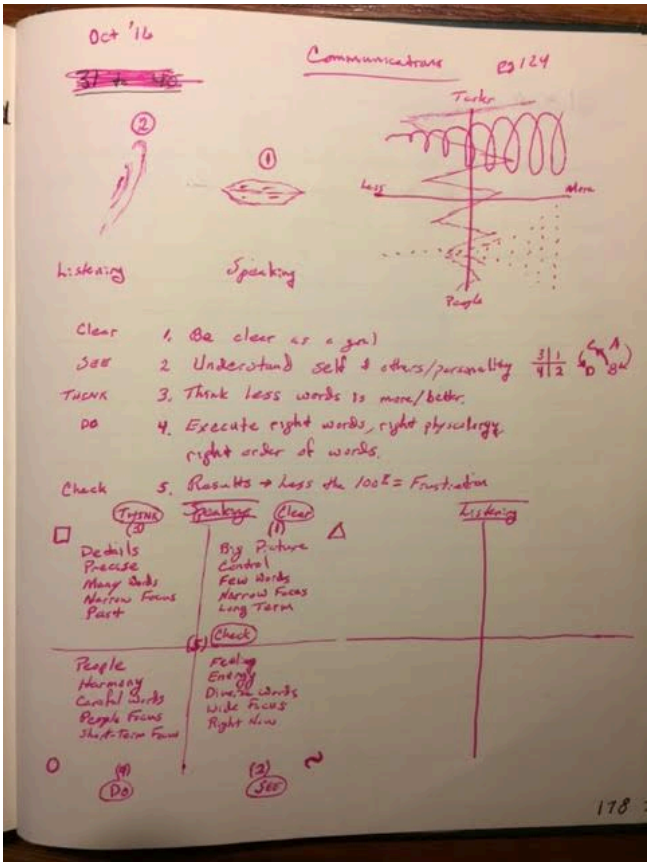


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Q&A

Q1. What causes poor communications?

Honestly the stupid white paper doesn't even work! So we called in an expert in communications, Beth Smith, who happens to be Mark Boesma's therapist from the U.K. and … wow … She's amazing! Check this stuff out!

- 1. **THINK** about what you're going to say **BEFORE** you say it.
- 2. Don't use any more words than you need to say what you are saying. **Less words** are easier for people to understand.
- 3. Be **DIRECT** ~ SAY what you MEAN and MEAN what you SAY.
- 4. Take **OWNERSHIP** ~ (Don't be a Victim) Don't be stupid (making the same TYPE of mistake over and over again and again.) ... OR ... maybe it's not stupid, maybe you're just lazy?
- 5. Be **HUMBLE** ~ (Don't be Self-righteous) You are not as good of a communicator as you think you are.
- > NOTE: Women ... Yes you use a LOT of words ... but that does not mean you are a better communicator than men. See #2
- ~ Oh ... if you're a woman and you took offense to the above ... well ... sad to say, you don't have the individual identity which will help you ... a lot. You over identify as a woman and that's holding you back A LOT!
- ~ Oh ... if you're a man and you took offense to the above ... that's OK ... you think like a woman ... which is not ALWAYS a bad thing of course but it will hurt you at times ... but ... at least you'll be a part of a "group of women" and they will protect you, so that's good ... OR ... is it? Hmmm
- 6. Be **THANKFUL** ~ (Do not be Entitled) that you likely have two ears and one mouth. Listen at least twice as good as you speak if not 10x more. Imagine ... not being able to hear and learn to HEAR like someone who is deaf. Imagine being blind and learning to SEE like you are blind.
- 7. Deeply understand **Personalities Masteries** and get ***Action***VISION coaching.

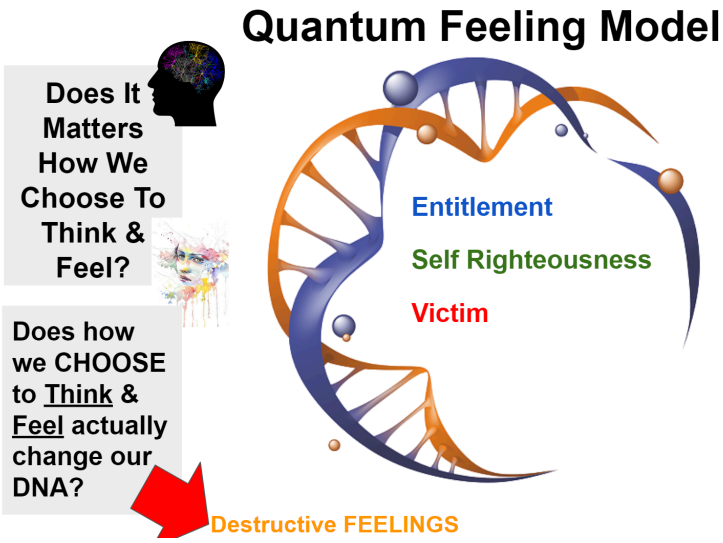
(c) Beth Smith ~ Mark Boersma's therapist from the UK

NOTE: There's A LOT MORE so you need to get on a podcast with either Beth directly or if she's not available then settle for the next best thing and join a podcast with Mark Boersma. Beth said she's never met a human being who seems to absorb what he's taught like a 3 year old boy.

Q1. How do feelings connect into communications?

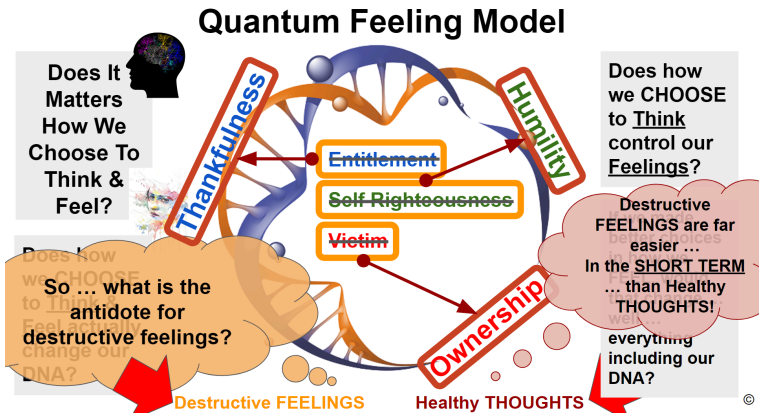
Answers / Thoughts

The Quantum Feeling Model helps us with this answer. Feelings reveal … well … a lot honestly but maybe not what we think it reveals. Let's think about it. What does physical pain reveal? It reveals something about the person who has the physical pain, not about others. What if feelings do the same thing about emotional / relational and/or mental or any "...al"?



What if we were to look at our feelings revealing things about us rather than about someone else? What if we were to take ownership of our feelings and use feelings to heal / grow ourselves rather than fixing others.

How would this impact communications? Think about it. How much of "wrong / bad" communication is triggered by feelings? In today's society we are encouraged to embrace feelings … which isn't bad, but are we taught to take ownership of our feelings rather than blame others and/or use our feelings to train others around us to give us what we want rather than what is best for us?



What is the vaccine, the antidote for feelings of "Entitlement," the feelings of "Self Righteousness" and the feelings of being a "Victim?"

Is "Thankfulness" the antidote for feeling "Entitled." Is "Humility" the antidote for being "Self-Righteous" and is taking "Ownership" the antidote for being a victim?

Q2. Emotions & Relational Intelligence

- Jennifer Beletsky & Others

a. How emotions and situations play into communication?
b. How do you address someone in certain situations/emotional states where their personality is affected based on the state they are in at that moment?
c. Why do people NOT hear the words we speak and then DO hear words we don't speak?

Answers / Thoughts

I believe it's good to think of emotions as a dashboard for a car. If the oil light is on, it doesn't mean for sure that there is a problem, but it is always good to check and make sure. Emotions are tricky as we often misread what they are telling us. When we have pain in our lives we often learn things we shouldn't from those lessons and don't learn things we should.

Level 3 and 4 frequencies will tend to share their emotions in a more assertive way. Level 1 and 2 frequencies are less so. Every frequency learns to use the display of their emotions in a way "to get what we want" but often it's not what we need. We learn to manipulate others. When we say "manipulate" we don't mean it as negative or positive as moving to higher dimensions that almost nothing is totally black or totally white, we are not singular in why we do anything.

Emotions can be very deceptive and often confuse and cloud the deep issues. Often the deep or core issues are not addressed as they are too painful for everyone of the four frequencies, for very different reasons, so we address things on a surface level rather than on a deep core level which is often way communications are so misunderstood and deep communications is so hard to come by.

Think of the words we use and the words we hear from a relational intelligence level and we're all at different levels due to many things in our lives and how we are wired. What's strange is that often, in communications, others will not hear very specific words we say and/or discount them and will insert other words we didn't say to convey meaning that we never intended. When we become great listeners we notice this more when we talk to people. What's up with that?

It's very strange or frustrating when we first start to realize how often this happens. People inherently think that others think like them. Actually what we say about others and/or think about what we hear from others actually says far more about ourselves

than it does others. We often attribute motives from words / communications which were never meant to be shared.

For example, if the Level 3 and 4 frequency, raise their voice then Level 1 and 2 frequencies think “They are upset with me.” when in fact it could mean that Level 3 and 4 are just so tired of Level 1 and 2 being so stubborn and bullheaded that they’ve learned that the only way to get through to Level 1 and 2 is to raise one’s voice and/or intensity. The Level 3 and 4 then, at a subconscious level, start to do this more and more, not realizing that every time they do it, it loses its effectiveness.

Learning to be VERY DISCIPLINED in the words we say and if people add even one “little” word then flag that and we’ll often see that people are adding or subtracting words . . . maybe to manipulate the situation . . . OR . . . maybe that person does not have the “Relational Intelligence” that we do, so no matter what we say, they will not understand it. What we are conveying to them is so far beyond anything they’ve ever experienced in their life / mind or emotions.

Q3. Thinking Differently

- Nicole Mihalos & Others

a. How can this help change the thinking and habits of those people who are lazy & help them to grow to new dimensions if they are just following step-by-step systems put in place by someone else?
b. How do I start disciplining myself to see the big picture? I often struggle with thinking I know the big picture but in reality I missed the mark or I did not go big enough…
c. I think a key piece to communication that was not mentioned is the Curse of Knowledge. The entire time I was reading this I was thinking that there are things referenced & said that those not really involved in The Vision Project & Integrity Leadership would not know, therefore this white paper may not be as effective as we want it to be for EVERYONE… Would love thoughts on this or if anyone else felt this?

Q4. Frequencies

- Patrick Reed

a. How to listen better from someone with a different frequency and/or personality.
b. How to speak better to someone with a different frequency and/or personality.

Q5. Discipline

- Sheryl Neighoff

a. How do I take the "personal" out of someone to see only their personality to be able to communicate with them effectively?
b. How do I learn to discipline my communication and listening skills?
c. How do I listen for the BIG PICTURE when others communicate?
d. How do you communicate with "people" instead of a "personality"?
e. In different situations (angry people, overly excited people, someone who is tired) - what are the best ways to communicate? Is there a better personality type to use for different situations?

Q6. What Is Most Important?

- Team

a. Felt the white paper could discuss how to better help those communicate when there is “noise” going on in the background affecting a person’s normal personality & how they would react to things – p.s. Delfina studied communications for years!
b. No matter how you write the white paper, there will always be someone who does and does not understand what is written – how can we best approach this? Is it through the writing in the order of the personalities (driver, expressive, analytical, amiable)?
c. After reading any white paper, you should have more questions, not answered questions – the more we learn the more we know we don’t know
d. Feel maybe we are missing key elements such as “The Curse of Knowledge”, “Defensiveness”, and “Being Humble” that should be addressed in the white paper

Q7. Mastering Communications as a “Reflex”

- Alan Stein

a. How to instinctively pick up on a person’s personality type and adjust my communication style to them.

Q8. Why don't people answer questions when asked?

Answer

1. They get **distracted**. (Sloppy) often Expressives
2. They **aren't good listeners**. (Lazy - Lack Of Discipline) often Amiable OR they are at a lower dimension and can't even hear what is being asked. Almost like a dog whistle with some people where it seems they simply can't hear?
3. They think they have a **better question** to answer. (Undisciplined) (Arrogance) often Driver
4. They **do not want** the answer. (Pathetic) (Fear / Ego) often Analytic

Hmmm . . . this is a tough one . . . maybe try to help find something in their life that they are lacking (biggest challenge / problem), their Wii-FM and/or maybe their life vision? Often people are stuck in a dimension AND in a specific level within a dimension and they don't realize it. Try Discovery Learning . . .
http://dnaforlife-laws.com/cool-free-stuff/successful-leadership/discovery

Q9. What if the white paper doesn't work?

What happens if people read the white paper but still don't seem to be very good communicators / listeners?

Answer

Great question! Communication, speaking and listening is very much like working out. You can't go to the gym once and expect to be fit. You can't read this white paper once and then expect to be a great communicator. It takes a lot of study and work.

Ideally, people are frustrated if they read the white paper and still don't get the answers, but people don't get frustrated. This may be because they think "I understand" what is being shared, when in fact they really don't understand but are clueless in that.

This is VERY painful to higher frequencies around them and seems to be a huge obstacle to achieving the goals. The challenge is that often the person who doesn't SEE things, is also entitled as well which is reflected in that they are defensive, stubborn and uncoachable as well.

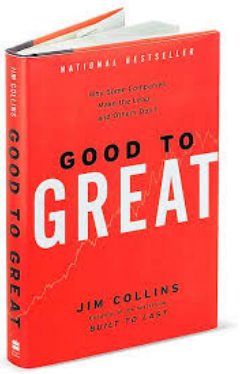
Hmmm . . . not an easy one . . . find someone closer to their dimension, maybe someone in their personality who may "get it" better than you do and see if they can create some type of understanding.

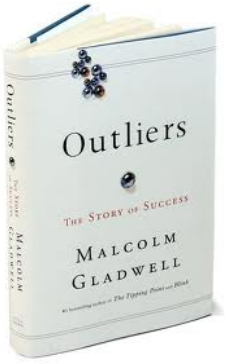
Recommended Book: *"How to be a great student, in everything!"* Alan Stein + 3
Recommended Mastermind: *"Success Circle of 12 for Lazy People"*

Facebook group: https://www.facebook.com/Success-Circle-of-12-for-Lazy-People-170846129986257/

Q10. How does reading and books affect our communication?

Answer





Great communication S&L, speaking and listening, is really all about thinking when you think about it. When we read a book we learn to think in a different way.

If we as a group read the same books then we are able to communicate in a far more efficient way. We use far less words and others understand what we are saying. For example, in Good To Great, we learn that great organizations have Disciplined PEOPLE, Disciplined THINKERS and Disciplined in TAKING ACTION, in DOING. If we have read, studied and applied Good To Great we will then be able to communicate in a far more effective manner.

In "Outliers" we learn so many things. We learn that if everyone has failed at trying something we can look for an outlier and discover the secret that often eludes us and others. We learn to be humble where what we think may not be the best, most effective way to think and that helps us to be more interesting and listen better and with a more open mind.

Assignment

What are books / white papers which really should be required reading for everyone in our company / group?

Q11. Natural Laws and communications?

Do Natural Laws, the DNA for LIFE apply to communications?

Answer

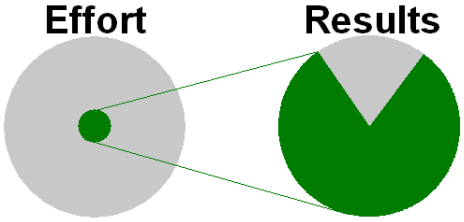
Great question and a question full of insight. "Yes" the 80/20, 90/10 or even the 97/3 principle applies. If we really think about and listen to ourselves we start to realize that most of what we say, actually doesn't have a lot of meaning / purpose. Learning to quickly get to the 20% or even the 10% or 3% that does make a difference will greatly improve our communications.

WARNING: As we start to move dimensionally to better communication and cutting out the "waste" of our communications we will, at the same time, start to realize how others around us also waste so many words.

This will create a lot of pain / frustration for us and/or those around us. Do we share our new found insight with them? Hmmmm, often we won't get the best response when we do this as people tend to like to think what they say is important. If we don't then we're wasting time and that's painful for us and not a good steward of our 7 T's.

80/20 Rule

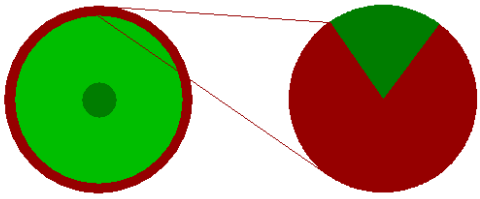
The 80/20 Rule says that 80% of our profit will come from 20% of our client base. 80% of our results will come from 20% of our efforts. Understanding the deep truth behind this principle helps us to double our income and reduce the number of hours we're working.



A great book to read about this for additional details, research to support this principle, and the entire history of this principle is THE 80/20 PRINCIPLE - The Secret Of Achieving More With Less by Richard Koch.

What most individuals do not know is that there's a "dark side" of this principle in that bottom 20% of your client base will eat all the profit of the top 20%of your client's base profit. The bottom 20% of your employees will create 80% of the issues. The bottom 20% of your efforts will consume the top 20% and you'll end up with very little growth.

"The Dark Side"

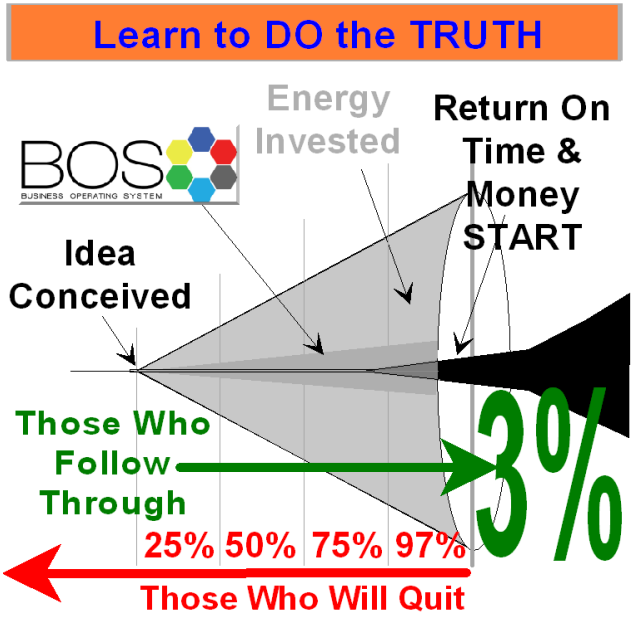


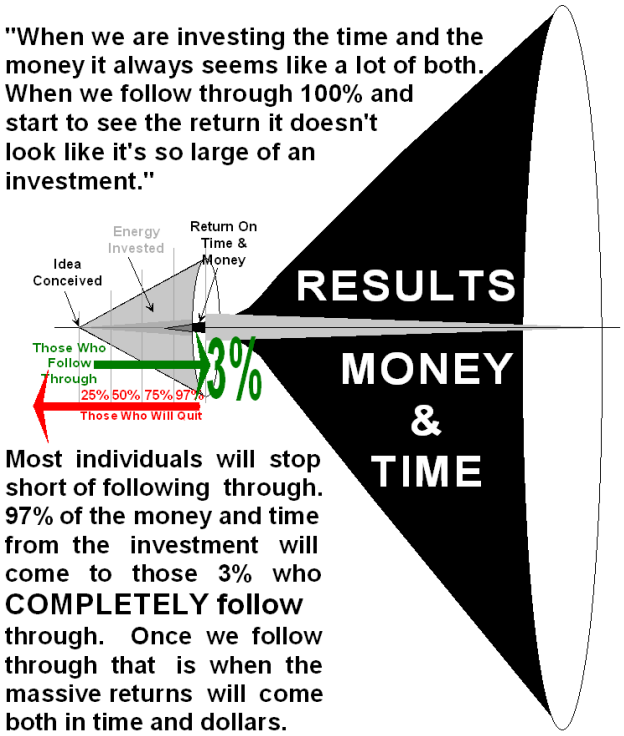
To prevent this from happening we need to quickly identify "The Dark Side" and the remove it as fast as possible. Best case is that it will take away all your profit and worst case is that it will kill your organization.

Q12. How does “Learn to DO the TRUTH” principle apply?

Answer

Learning to SEE the BIG picture quickly and then knowing what actions to take DO, we are able to really communicate without saying any words. There are over 500 Natural Laws, DNA *for* LIFE and the more of those we know and others around us know the faster and better we are able to communicate to one another. The 5 Time Management Freedom Fighters give us tools and systems by which we are able to move to a whole new dimension in communications. :-)







Q13. Does Life Vision & Passions affect communications?

How does knowing our Life Vision & Passions and living those each and every day affect our ability to communicate?



Answer

This may be one of the most powerful and deepest questions we could ask. When we know the very purpose / reason for being put on this planet we SEE things in a very different way and that helps us to THINK and DO things in dimensions that, it seems, few are able to do.

Our passion and life vision circle assist us in learning to be more focused and intentional . . . about everything in life. As we become more focused, more consistent and committed we become better and better in all our communications. If we have discovered your Life Vision, it can take around 20 minutes to do, and is easy and fun.

www.DNAforSuccess.com/video-trailer-library/discover-my-life-vision

Q14. I own a company. How can I improve communications within my company?

Answer

The stronger our systems in business or really in any group, the better and faster our communications will be. If we have the right engine, the right BOS - Business Operating System, the effectiveness of our communications will skyrocket.

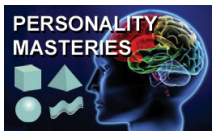
Why? When we have systems for people, systems for business and systems for life, we all start to speak and listen, to communicate in a similar language and that increases our overall effectiveness for all communications.

BOS
BUSINESS OPERATING SYSTEM

BOS - Business Operating System is the engine which runs our business. We earn the money we do, work the hours we do, have the stress and life balance we do or do not have as a direct result of our BOS . . . the engine which runs our business.

The follow through subsystems are all a part of what a business calls a BOS - Business Operating System. If we have a BOS in our business / life we can increase our bandwidth a thousand times. www.TheVisionProject.net/Simple_PP.htm

. . . DNA *for* PEOPLE



When we have a system for understanding and working with people we will spend far less time figuring people out and what to do and spending more time doing. www.TheVisionProject.net/People_1.html

. . . DNA *for* BUSINESS

5/30 grid

Use The 5/30 Grid and have a map to double your sales in record time.

www.TheVisionProject.net/Process_3.html

. . . DNA *for* LIFE

NATURAL LAWS

Learn and apply Natural Laws and gain the wisdom of the ages.

www.TheVisionProject.net/CareerSuccess.htm

NOTE: If you have not had your complimentary 30 minute Strategy Session please take advantage of this. It's a gift to you and it will help you to learn how to improve your communication skills based on your personality.

www.DNAforSuccess.com/Examination/30min-strategy

Q15. Does combining knowledge improve communications?

I've heard that when groups of people learn to take knowledge and group it together that the effectiveness of communications will increase? Is this true?

Answer

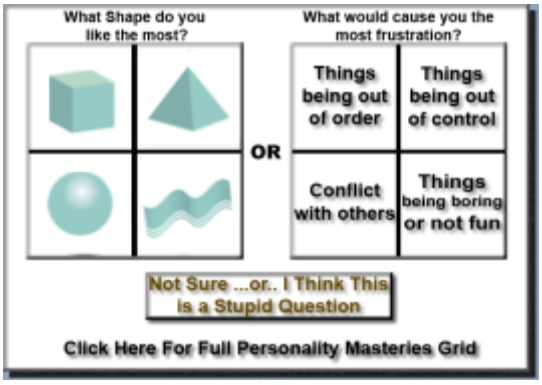
It actually is. As we answered in the last question, the BOS condenses large amounts of information into what can be call information / communications clusters. When we do this based on PEOPLE - BUSINESS and LIFE, we become far more effective in both how we speak and how we listen.

A great example of this is our phone number. 123.444.5656 is a sorting of nine numbers into groups which makes it far easier for us to remember.

123-444-5656

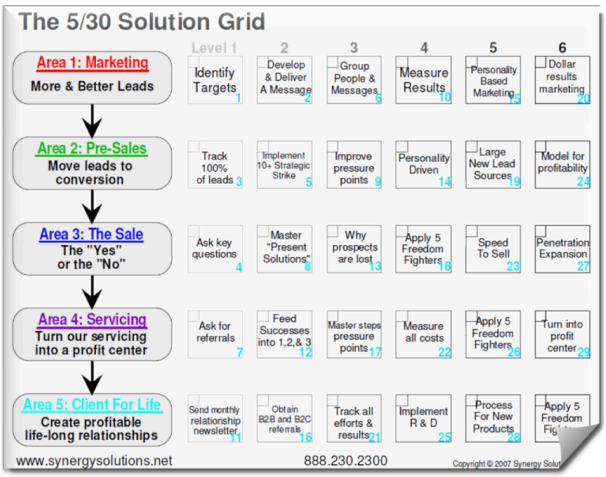
Another great example of this is the DNA for PEOPLE. When we learn how to group a massive amount of information about the various personality types it helps us to increase our bandwidth immensely. Our brains are able to function, in a way, faster than the speed of light.





When we group the five areas of business together and the six levels of proficiency in each of the five areas we are able to precisely do the work that is best done, in the best order, in the best way, our bandwidth will expand at a rate we never dreamed possible.

5/30 grid



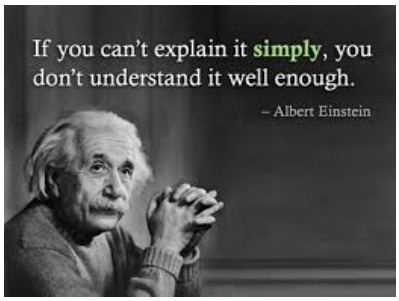
Individuals then are able to take on more specialized responsibilities which creates further successes and greater bandwidth.

NATURAL LAWS

Natural Laws integrated with the DNA of PEOPLE & BUSINESS will give us the ability to produce more leads and better leads, convert more leads into sales and gain more referrals in a systematic fashion.

. . . Condensed representation of knowledge into segments

The Simple To Complex To Simple Principle is the concept of continuing to simplify things to where a great deal of understanding comes from the minimum amount of words spoken. Albert Einstein also said “Make it simple as possible, but not any simpler.”



Group knowledge together. Represent knowledge with diagrams and models. Condense the presentation of knowledge into segments . . . **INCREASE BANDWIDTH!**

Learning From Many Types Of People & Situations

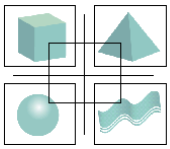
When we learn to think differently, we will improve our communications. Many people hit the top of what could be called a Communications Dimension and will not make the dimensional jump because we are lazy. Learning to think differently is very hard work, but worth it.

Albert Einstein



"You can never solve a problem on the level on which it was created."
Albert Einstein

As a result of getting stuck in our way of thinking we earn less money, work more hours, have more stress, and have a less balanced life.



Once we work hard and start to think differently, then we can help others around us to do the same thing which is great for everyone around us. At times . . . to learn to communicate better we need to learn to not be so lazy, we need to learn to work harder.
Think Differently: www.DNAforSuccess.com/video-trailer-library/thinking-differently
Success Circle of 12 for those seeking not to be lazy . . .
www.facebook.com/Success-Circle-of-12-for-Lazy-People-170846129986257

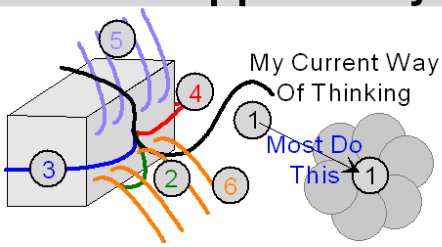
Learn To Think Differently



We as human beings tend to think a certain way. This is based on our personality, how we were raised, how we respond to the world arround us, and the choices we make.

Our thoughts govern our actions and our actions govern the success we see in life. The way we think is what has created the success we have realized and is also what is holding us back from even greater success.

Walls Of Opportunity



6 Steps To Overcoming Blindness



Pastor James McDonald
Sharing from John chapter 9

1. Clean Your Glasses - Narrow thinking blurs our vision
2. Get Involved - Involvement opens our eyes
3. Close Your Mouth - Our ceaseless talking prevents us from seeing
4. Open your Mind - Analysis paralysis blinds us
5. Stand On Your Story - Seek the truth always and make it stick
6. Humble Your Heart - We often need others to help us to see

Q16. Does our current education system help or hinder us in communication?

Answer

The educational system takes such a beating that we don't want to add onto that. Let's say that the current educational system . . . was designed . . . to accomplish certain things over a hundred years ago. The world has obviously changed a great deal and maybe it's time to think about changing our educational system.

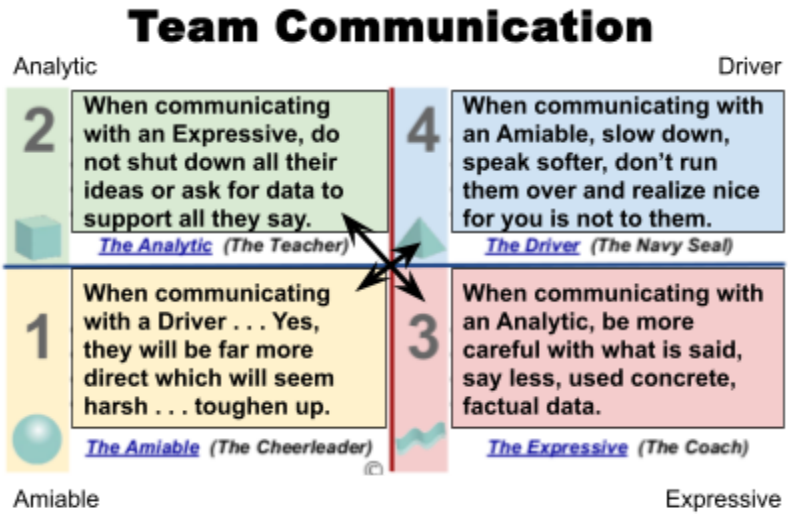
Q17. How can we customize a clear communication program for people specifically and/or our company, network, clients?

Answer

In a way, this is a bit of a complex question . . . which is great. :-) If we understand the personality for each person who is communicating and each person who is listening we can learn to translate ourselves from our personality / frequency language from the language of the person who is speaking.

This does take some work on everyone's part to be aware of both our personality / frequency and the personality / frequency of those we are communicating with.

Learning to hear what other people hear when we communicate takes a great deal of hard work and time go become skilled in this area. Learn / do one new thing each day.



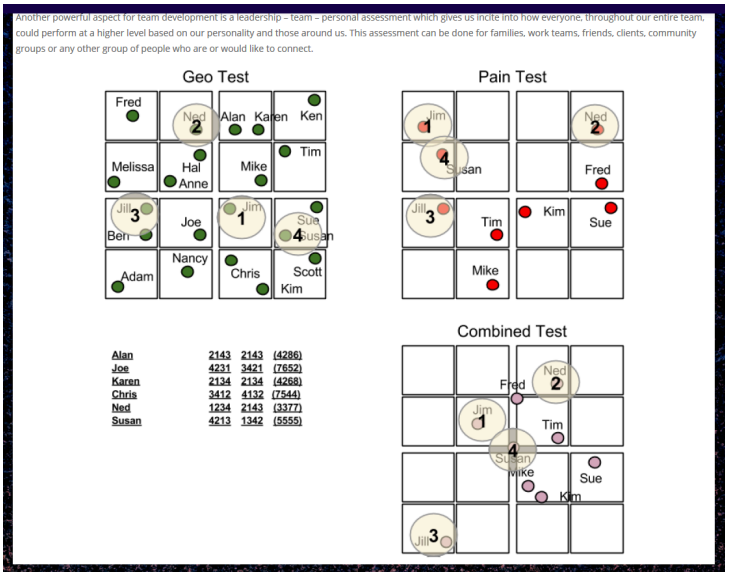
The 12 week online Personality Masteries course will help everyone learn a great deal about themselves and others as well. www.personalitymasteries.com/lvl1-cert Another great resource is www.Life-GPS.org. Play around with the different personality test for yourself and others.

Personality / Team group assessments are a lot of fun to do as well. We can quickly see how we are very different than others and how to modify our communications to help them better understand what we are seeking to communicate.

~ www.personalitymasteries.com/assessments/team-assessments ~

When we understand ourselves, through Personality Masteries as well as others, we are able to communicate in a far more effective manner.

This helps us to increase our overall work productivity which reduces stress and improves our overall mental and emotional health as well.



Q17 Assignment

Review over your team / group personality grid. List where we believe we can better communicate / give more effective feedback to others based on communications and/or personalities.

_____

_____

_____

_____

What specific actions will we take to be more effective with our feedback and overall communications?

_____

_____

_____

Q18. Does controlling our thoughts impact communications?

How to immediately determine if our thoughts \ comments will govern our success in life and how to change that thought process.

Answer

Most people honestly are not clear what "success in life" means to them or think they know what success is, but really do not. We often find ourselves pursuing things we think will bring us success / happiness . . . only to find out after we achieve success that we aren't really happy.

Going through the simple process from Life Masteries Institute to discover and live our life vision each and every day is an exercise which will change the way we think about . . . well . . . everything.

~ Discover & Live One's Life Vision Each And Every Day ~

www.dnaforlife-laws.com/life-vision

Q18 Assignment

Write out the first draft of your life vision.

_____

_____

_____

_____

_____

_____

Q19. What are the 10 reasons why people talk?

Answer

We must give credit where credit is due and The Wizard is the individual who discovered these 10 reasons and handed them down to his best friend who is now sharing them all around the world. To learn more information about The Wizard check out his website. https://www.thewizardslife.com

10 Reasons Why People Talk

1. Clueless ~ People talk without thinking, just to talk.
2. Ego ~ People like to impress themselves and others.
3. Seduce ~ Move people to their way of thinking.
4. Educate ~ People think that others do not know what they know.
5. Connect ~ People often think by talking they are connecting.
6. Move ~ People want to move someone to another place.
7. Insecure ~ People think by talking others will respect them.
8. Thinking ~ People talk by thinking and think by talking.
9. Destruction ~ People want to destroy something.
10. Intention ~ Intentional about why we say anything.

While none of the above reasons are good or bad, in and of themselves, if we aren't intentional as to why we are talking, what we say can often have unintended responses. **Clueless** talking takes up bandwidth (energy and time) which causes us to have more stress, work more and earn less. **Ego** talking often causes people to think less of us without us ever even knowing. **Seduction**, moving someone to a better place for themselves can be good for everyone or it could be bad for some or all. We may think we know more than others - **Educate**, when in fact we may know far less. In talking we may think we're **Connecting** with people, when in fact we may be pushing them away from us without even knowing it. **Moving** in the right direction is good, but are we doing that? Talking often reveals **Insecurity**, not masks it. Talking to **Think** with a therapist is probably good but otherwise is often a very slow and ineffective way to think and/or talk. **Destroying** something may be good or could be bad. We may know the difference or we may not. The truth is that most of us have never given WHY they say WHAT they say and that's not good for us or those around us. Yes, this takes hard work, but the benefits of doing this will give us far more time, energy and bandwidth to think about far more productive things.

Q20. BIG Picture & Communications?

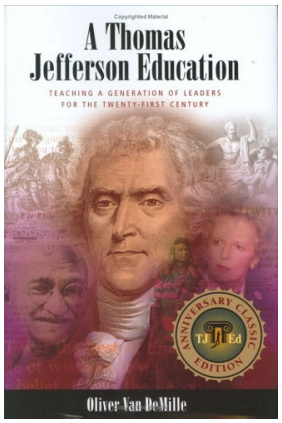
How can you better communicate with someone who does not see the big picture?

Apply Thomas Jefferson Education Knowledge

Check out the following to see if you can see how these ten things, when applied properly, will help us with our communications. The book considers the educational model we are currently living with and clearly lays out why the current model is struggling with the current world in which we live. Check off which of the following skills you learned in formal education.

Taking these ten things and mastering each one of them is a key to success on Unlimited Bandwidth. Take the previous 14 points and fully integrate the following ten items and your life will be changed.

www.TheVisionProject.net/LMI.htm



The following list comes from the Harvard School of Law, and includes the ten things deemed necessary for success in the job market of the twenty-first century.

The Ability To . . .

[ ] - 1. Define problems without a guide.
[ ] - 2. Ask hard questions which challenge prevailing assumptions.
[ ] - 3. Quickly assimilate needed data from masses of irrelevant information.
[ ] - 4. Work in teams without guidance.
[ ] - 5. Work absolutely alone.
[ ] - 6. Persuade others that your course is the right one.
[ ] - 7. Conceptualize and recognize information into new patterns.
[ ] - 8. Discuss ideas with an eye toward application.
[ ] - 9 & 10. To think inductively, deductively, and dialectically.

Summarized by John Taylor Gatto

Imagine . . . what could happen in your community if you were to take all that you learned in this white paper and apply it throughout every school in your community. What would your community be like? Would you like help in doing this?

Questions . . . 888.230.2300 Outside the US . . . 630.393.9909

Q21. How can I as a business owner be more direct with my employees or they be direct with me?

"As a business owner, it's been my interpretation of my experience, it is a far bigger problem (than employees getting taken advantage of) where employees THINK they are worth far more than they are and demand to get paid more without giving back any more value. In fact, it seems like they want to be able to (and think they deserve to) give less AND get paid MORE! They are the ones taking advantage."

Answer

We love these types of questions because they are sincere and honest conversations which need to be had . . . but these types of conversations aren't being had. Owners of company, won't have these types of conversations because they can "never win" these types of conversations or even have their point of view heard.

In the amazing book "The Art Of Seduction Of The Masses" by Jason Miller, there is the honest conversation about how BIG . . . everything seduces the masses. Big government, business, media, business, medical . . . you name it, anything big seems to tell the masses what they want to hear but then behind the scenes does something else which hurts the masses. The one that seems to get hurt is the small to mid-sized business and/or organization.

> http://dnaforlife-laws.com/e-book/

Hopefully this white paper on Clear Communications will assist every level of a company / organization to have honest conversations about this topic. We as human beings tend to overvalue our own contribution and under value the contribution of others.

Our education system, media and society does not teach people how to think through high risk ~ high return which every entrepreneur knows all too well. Entrepreneurs and business owners often put everything on the line, work massive hours, for years don't only not get paid minimum wage but will work over 100 hours a week and still have to invest tens or hundreds of thousands of dollars or even millions of dollars . . . and they don't complain, they don't have drama, they don't even let anyone know.

When you think of this . . . unless someone was raised by an entrepreneur or business owner, they have never even been made aware of this type of thinking. We as employees can not have any empathy or understanding if we aren't ever

aware that these types of things are not the abnormal, the exception for a business owner or entrepreneur, but the normal.

Imagine . . . if all of the business owners from around the country all came together and marched on Washington DC demanding that the government pay them minimum wage, give them health insurance, paid time off, retirement . . . etc. No . . . we're serious, what if this were to happen?

See . . . a lot of business owners / entrepreneurs are white males and it seems that white males maybe are the smartest people in the world. They aren't observing other ethnic groups, age groups, gender groups, interest groups, how they seem to get what they want if they come together and create enough drama.

If the above is offensive to you, well that's a great example of clear communications. Often when there is clear communications, people get their feelings hurt, they get upset, the have drama, attack whoever shares the message. If you are upset is it that you are a white male and you hate someone saying "maybe white males aren't the smartest people in the world?"

Think about it . . . if any other group of people were clumped together and globally said "maybe __you put in the name of people in any group__ aren't the smartest people in the world." what would be their response? Would there be an attack, would there be government action to crush whoever said something about it, would there be a price to pay for saying this?"

While there are probably some white males who get upset about this, most white males would be laughing. Why? Is it due to them having thicker skin? Is it that they are more confident? Is it due to their white fathers say . . . "Listen son, you are a white man and you better get used to it. No one is going to support you. No one's going to give you a pass. You will get what you deserve in life, so you better not cry and complain but for you as a white male, it's not going to work?"

It seems like everyone is fearful of clear communications and / or when you do share your honest thoughts that you get demonized and/or attacked by the masses. Clear communications, without question, is hard for everyone and there are risks for business owners, leaders and employees. Most good dads would say to both their sons and daughters . . . *"Stop your whining and crying and put your big boy pants on!"* This applies as much for owners and leaders of companies as it does for employees.

Q22. How do different personalities communicate poorly?

As I mentioned in call or email, I believe that Brianne or Emily are in the best position to look into EventBright challenges.

Levyn, do you remember me sharing about Brianne / Emily probably being able to solve this problem?

Everyone when we take on and build on the Driver energy Levyn that is inside your brain (we all have some of each of the different energies inside of our brains) you move to solve things / kill stuff quickly. You seek to do everything you can to solve challenges / problems quickly and immediately yourself. If someone around you is in a better position to solve things quickly then let them know EVERYTHING they need to know to solve things quickly. Do NOT be lazy and give partial details, give them everything they need to solve the problem quickly.

If they come back with questions then you know that you didn't work hard to give them all they needed to know.

Analytic ~ Often is a really bad communicator in that they give details that aren't important (niggle) and leave out the details that are most important. I as a Driver wonder if the analytic does this to feel smart and important ... get the dopamine hit in their brains.

Expressive ~ Often not a good communicator because they don't seem to have the will often, to discipline their minds to look at all the info and what is needed. I as a Driver wonder if they like to irritate people or cause drama to get the dopamine hit.

Amiable ~ Often not a good communicator as they will leave out details, especially about tasks that need to be done. I as a Driver wonder if they leave out details on purpose to work on things together so they feel good and connected and/or if they don't like doing tasks so they are lazy and get others to do things they could do.

Driver ~ Seems to often be at communications because they are often Gap Jumpers where they don't need all the dots to connect, like the analytic who doesn't want to be wrong to protect their ego, like the amiable who wants to feel connected, and the expressive who may be lazy or just like to have fun. The

driver doesn't want to feel smart / important (analytic), feel connected (amiable), have fun (expressive), they want the tasks done so they can move to the next task. The Driver often thinks that others think like they think so they will give as little information as possible and that often leads to frustration for all personalities as no one gets what they want.

Hmmm ... interesting isn't it how much time I invest into ... people. I wonder ... if people appreciate it. I wonder if people internalize it?

Mark

Q23. What causes poor listening?

Often it can be attributed to such things as arrogance, pride, defensiveness, lack of empathy or an unwillingness to admit to mistakes. Other things which may cause poor listening are due to not concentrating, listening too hard, jumping to conclusions and focusing on delivery and personal appearance.

It's likely that poor listeners won't read this as they generally don't realize how poor of listeners they are and/or don't seem to care.