

The Two Ways of Being

A Moment by Moment Choice

For our organisations, families, schools, society and even the entire human race to enjoy sustained success, we need to be paying attention to what really matters. The human ego (i.e. sense of separate self), can be focussed in different ways (e.g. an individual body, a team, a profession, an ethnic group, a nation, a religion). It can be a useful servant, but it has a poor track record as a master because it ultimately creates more problems than it solves.

Any person/leader growing in confidence, maturity and wisdom gets better at loosening the grip of the ego. Moving from self-obsession through self-awareness to an appreciation of connection and collaboration, they live purposefully and bring the best out of others through inspiration and by example. Their vision, energy and attention transform people and situations resulting in better teamwork, productivity, customer service, and profitability in business.

RED ZONE <i>(IN THE GRIP OF THE EGO)</i>	GREEN ZONE <i>(INSPIRED, PURPOSEFUL LIVING)</i>
Primary concern is self	Primary concern is “the greater good”
“Personality Ethic” / “Looking Good” (Tries to go straight to the “What”)	“Character Ethic” / “Being Great” (Starts with “Why”)
Energy directed towards justification	Energy directed towards contribution
May withdraw and try to be invisible. (to avoid criticism/rejection/feeling bad)	Leans into life; Willing to be seen & heard. (Embraces ALL feelings as part of life)
Derived from Fear	Inspired by Love
Defends and attacks (Afraid of truth/reality)	Neither defends nor attacks (Unafraid of truth/reality)
Closed mind / Resists other views Complains about, or talks at, people	Open mind / Curious about other views Communicates WITH people
Arrogance / Pretending (False confidence)	Charisma / Authenticity (True confidence)
Feels incomplete and insecure (driven to acquire; resists letting go)	Feels whole; has nothing to prove (inspired to create; gives joyfully)
Denies / Avoids / Justifies / Blames	Takes Responsibility (“Ability to Respond”)
Risk averse; Avoids discomfort	Courageous; Does what is necessary
Tense / Impatient / Agitated / Joyless	Relaxed / Patient / Calm / Joyful
Manipulates / Has hidden agendas	Clear and respectful communication
Tries to gain power through control	Already has power through influence
Quick to judge; Looks for bad in others to try and feel good about self	Forgiving; Recognises there is “good” and “bad” in all of us; works to bring the best out of self and others
It’s all about “ me ” (Other people are IN the way)	It’s all about “ we ” (Other people ARE the way)
Builds complexity, depletes time & energy	Seeks simplicity, creates time & energy
Scarcity mindset (plays win/lose)	Abundance mindset (plays win/win)
“I’ll be happy when”	“I am happy”