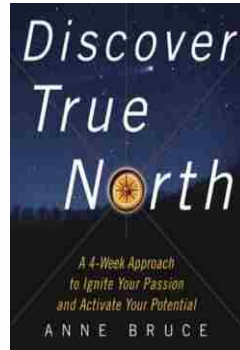




BestSummaries



DISCOVER TRUE NORTH

A 4-Week Approach to Ignite Your Passion and Activate Your Potential

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About the Author



Anne Bruce

Over the years, Anne Bruce has evolved from the best-selling author of several books in the field of human behavior, leadership, and motivation to an inspirational force and a respected specialist, speaker, and trainer in the area of human development and personal growth. Thousands of people around the world have adopted Anne's no-nonsense approach to Discovering True North and have learned to be the "author of their life story." Anne's workshops and keynote presentations, including this book, grew out of her powerful and life-changing courses taught worldwide, known as the *Human Potential Series: Inspirational Programs with Substance and Soul*.

Anne's books, such as *Perfect Phrases for Documenting Employee Performance Problems*, *Building a High Morale Workplace*, *How to Motivate Every Employee*, *Leaders - Start to Finish: A Road Map for Developing and Training Leaders At All Levels*, and *Motivating Employees*, have inspired thousands of people and have been translated into more than a dozen languages worldwide.

Visit <http://www.AnneBruce.com> for information.

Wisdom in a Nutshell

What do you truly want out of life? This is a difficult question, particularly because you are used to other people telling you what you should be or do. It is important, however, that you discover your own "true north" or that navigational star that you can look to for safe and reliable guidance.

Motivational speaker and corporate trainer Anne Bruce provides you with a four-week formula that can help you unlock your personal potential immediately. After the four-week learning period, you should be able to learn how to activate your inner compass and define your life's direction. You should also be able to make critical life choices, focus on your self-development, and pinpoint your emotional and intellectual strengths.

Week 1: Do Less of What Lessens You. Do More of What Magnifies Your Soul, Your Gifts and Your Higher Purpose.

1 - If You're Going to Compromise. Compromise Up!

Never allow yourself to function below the level of your potential. You should also not settle for less than what you deserve. Learn to expect more and not less. This does not mean, however, that you should desire more material things. Compromising up means raising your standards to a higher level, therefore creating a healthier emotional and physical environment where you can be your best self.

Your True North

Your True North is an inner compass that you can look into for guidance when you have lost your way. It is because of your True North that you are able to find the answers that will lead you to greater happiness. Through your True North, you can live the life you were born to live.

Choose abundance over self-deprivation.

When We Fail to Compromise Up

Believe it or not, there are a lot of instances in your life where you compromised your standards and settled for less. Think back to the times when you allowed other people to treat you unfairly. Or maybe the time you accepted a lower quality product for the price you paid. By doing so, you are leading yourself away from your True North.

By settling for less, you are allowing other people to take up your time and energy. To combat this, you need to make a life-altering choice. You must **choose abundance over self-deprivation**.

We are Where We are Because of the Choices We Make

Do not allow fear, intimidation and low self-worth to take control of you. Learn to speak up for yourself and ask for what you deserve with conviction. Do not be afraid

to take a stand. Remember that your choices will dictate what your life would become.

2 - Cultivate People Who Feed Your Soul: Create a Life Board of Directors

Seek people who are more successful than yourself. Do not choose to hang around with people who live sad, desperate lives. Remember that the company you keep is an important determining factor when seeking your True North.

Shrinking for the Sake of Others

People sometimes allow themselves to become less significant for the sake of others. You might see yourself doing this in an attempt to make other people around you feel more secure about themselves. You must stop doing this.

Who Do You Think You Are?

Have you ever asked yourself the question, "Who do you think you are?" This destructive self-doubt question gives you a very uncomfortable feeling as it makes you believe that you may be incapable of doing what you say you are going to do.

When someone asks you that question or even thinks it about you, you will find yourself filling up with doubt. Sometimes, people send out this energy even if they do not say this directly. You must learn to accept that many of the people around you will have a difficult time accepting your success because you are exceeding their expectations. For this reason, they feel threatened and insecure.

Here are some navigational tools you can use to help you stop the habit of lessening yourself for the sake of others:

1. *Identify your patterns of behavior that may be lessening to you.* Learn to resist the judgment of others and re-evaluate the company you keep.
2. *Establish criteria for your inner circle of influencers.* (e.g. loyal, trustworthy, positive and focused, intelligent, accomplished)
3. *Select both the company you will keep and the company you won't keep.*

3 - Self-Esteem Is Intelligence in Action

Remember that feeling good about yourself is a choice. To make the choice, however, you must activate your conscious mind. Self-esteem, therefore, is intelligence in action. You must use all forms of intelligence - spiritual, social skills, intelligence quotient, emotional, interpersonal and intrapersonal.

The Two Rules of Self-Esteem

1. Your level of self-esteem is entirely up to you.
2. There are no other rules.

The High Road Is Sometimes a Radical Path of Risk and Fear

If you have low self-esteem, the first step in changing this is to find out why you don't think highly of yourself. Remember that past experiences are not an excuse for low self-esteem. You must stand up and realize that where you are right now in life is brought about by how you perceive yourself.

People with low self-esteem are often scared. They are scared of taking risks and as taking risks are essential to gaining success, they end up settling. You must be able to experience the fear and then take action.

Taking action in the face of fear will move you towards a high purpose. Do not allow yourself to be immobilized by fear. Furthermore, fear has a cure and it is called *courage*. Be strong enough to muster up the courage to take action.

Week 2: No, You Can't Be Anything You Want, but You Can Be Anything You're Capable of Becoming

4 - Recognize and Activate Your Inner Voice of Wisdom and Courage

To attain knowledge, you merely have to add to what you have previously learned. In order to recognize and activate your *inner voice* of wisdom and courage, however, you must first let go of what you think you know. It is only then when you will gain an understanding of your life's real meaning and purpose.

Self-Dialogue Activates Inner Wisdom

One of the best ways to activate your inner wisdom is to start noticing the self-dialogue that you engage in. Remember that the things you say can either move you forward or hold you back from your full potential.

*Your level of self-esteem
is entirely up to you.*

One thing you must realize is that **asking the question "Why?" weakens your power to move forward.** "Why" questions fill you up with strong emotions and blame. It never provides you with a lot of wisdom.

You must learn to break the habit of asking "why" questions. One way to do this is to start asking "what" questions instead. Instead of asking, "Why am I here?" ask yourself, "What am I supposed to do right now?" "Why" questions move you backwards while "what" questions move you forward.

Activate Your Inner Voice of Courage

Now that you have the wisdom, you must also have the inner voice of courage. The good news is you already possess this courage. Think back on those times in your life when you faced difficult times and how you were able to overcome them by using power and strength that you never even thought you had.

Here are other tips you can use to recognize and activate your inner voice of wisdom and courage:

Stop your need to know. Do not allow yourself to stop from advancing because there is something you don't know. By giving up your need for certainty, you gain expanded awareness.

Travel. One of the greatest life expanders is travel. It makes you more sensitive to others and it allows you to experience excitement and exhilaration. Travel also develops your curiosity and higher sense of awareness.

Read. Read as often as you can and as much as possible.

Leap. Take constant leaps of faith. If your leap of faith tests your physical, emotional, psychological, intellectual or spiritual survival

skills, then do it. Do something outside of your comfort zone.

5 - Cultivating Interests Before Callings

Look within yourself and find out what you are most interested in becoming and what you want to spend your life doing. You must, however, remember to be honest with yourself. Accept your shortcomings and weaknesses. Find out where you are right now on the road to becoming what you want to do.

Study your interests and emotional and intellectual competencies closely. Allow them to guide you towards your greatest passion. Your greatest passion will be your guide towards your dreams. If everything is realistic, you have found your true calling.

*You can be anything
you are truly capable
of becoming*

Nurturing Your Nature

The bad news is, contrary to what other people might tell you, you can't be anything you might want. The good news, however, is that you can be anything you are truly capable of becoming. To do this, you must first understand your true emotional and intellectual capabilities and limitations.

Great Expectations, of the Spirit of the Self

Here are some things to remember that will help you find your true calling:

An authentic calling starts with an expression of your deepest interests and passion, not someone else's. If you are called to do something, make sure that it is not your family or friends who are doing the calling.

Activate the four Life Compasses in your inner guidance system.

- a. Identify interests and frame them as competencies.
- b. Allow your competencies to lead

you toward your passion.

- c. Let your passion guide you to your dreams.
- d. Navigate toward your true calling.

Connect who you are with what you'd like to do. When you feel passionate and take great interest in your work, you would likely be excellent at it. You and you alone must determine your path.

*Instead of managing your time,
just use your time more wisely.*

6 - Pace Yourself: Life Isn't an All-or-Nothing Proposition

Good timing is essential. Don't force yourself to do everything all at the same time. What is important is that you do something. Do not push yourself too hard. Move one step at a time if you have to.

Forget About Time Management and Learn to Pace Yourself

Do not allow time to rule your life. Instead of constantly trying to manage time, just use your time more wisely. Remember that by using your time wisely and pacing yourself, you will find all the time you need to realize your full potential and live the life of your dreams.

Time is Flexible Navigation Tool

Here are the three ways to implement good timing in your life:

1. *Trust the process of your humanity.* Accept that you will make mistakes in life and that you are not born perfect.
2. *Work with the natural cycles and stages of life.* There are three cycles that can affect you:
 - a. Nature's monthly cycles.
 - b. Nature's daily circles.
 - c. The four seasons.
3. *Thrive on bite-size pieces of small, doable*

actions. Keep yourself moving forward. Do not allow yourself to be flooded with a flurry of activities. Instead, pace yourself and let your energy flow.

Week 3: Connecting with Your Spirit without Disconnecting from Your Brain

7 - Live Your Fullest Multisensory Life

You are a multisensory being on a human path of discovery. You can live a life richer than what your five senses can provide. To live a good life, you must honor both your physical being (mind and body) and your spirit. This is the only way you can reach your true potential and attain authentic joy and inner peace.

*Use both your
wisdom and faith in tandem
with natural action.*

Your Brain Is the Container; Your Spirit Is the Process

Your brain is what holds your intellect, intelligences and competencies. You use your brain to make decisions and choices. Your brain holds your personality, your conscious self and your five senses.

Your spirit is your nonphysical being. It is a process that moves upwards in spirals. Through your spirit, you are able to connect with your unconscious wisdom, intuition and God.

The Multisensory Person Combines Intellect and Faith

Throughout the years, people have wondered what was more important - intellect or faith? A multisensory person has to use both in tandem with natural action. This way, you will be able to continue towards the path to your True North.

You must learn how to trust your intelligence without clouding your higher sense of wisdom. You must be

able to use reason and yet maintain your faith.

*Your soul knows what you
are meant to do in this world.*

Here are some exercises you can use in your effort to become a multisensory person:

Read about multisensory greats such as Einstein, Saint Teresa of Avila, Jesus, Mohammed, Deepak Chopra and Lee Whorf. Note down what made the above individuals intuitive, mystical or multisensory.

Investigate different types of meditation techniques.

Experience the power of prayer.

Choose soulful hobbies such as yoga, photography, and reading poetry.

Be committed to developing your intuitive abilities.

8 - The Four Declarations of Your Authentic Power

When you possess authentic power, you no longer feel the need to compare yourself to others or to impress people. Unlike external power that stems from what you are doing at the moment and is never permanent, authentic power comes from how you are doing what you are supposed to be doing.

Authentic Power - When Your Truest Self and Your Soul Align

It is your soul, or inner being, that knows what you are meant to do in this world. Your personality has the gifts and competencies to achieve this. When your soul and your true self align, you attain authentic power. When your truest self and soul separates from one another, you experience emptiness and despair. This results in difficulty reaching your highest potential, true calling and destiny.

The Four Declarations of Your Authentic Power

Attaining and maintaining authentic power is not easily. In fact, it is a lifetime endeavor that requires total commitment. The most important step in

attaining authentic power is declaring it. Here are the four declarations:

1. *Declare what matters most to you.*
2. *Declare what is important today.*
3. *Declare your sacred soul impressions (valuable gifts you can share with others or simply cherish for yourself).*
4. *Declare your authentic self.*

*You will shine
in your own way
and in your own form.*

Week 4: Romancing Your Potential - Becoming an Upgradable Person

9 - Cornerstones of Human Potential: Focus, Service, and Gratitude

Strive to be your best self. Make sure, however, that it serves your true and authentic self. Shed old attitudes and replace them with what works in your life. Serve other people and learn to show gratitude.

Learn to romance your potential. This is the best way to upgrade yourself both personally and professionally. When you upgrade yourself, you are sharpening your skills, exploring untapped talents, broadening your horizons and putting your capabilities to the test.

Let Your Average Excellence Shine!

You have the ability to shine. You must accept, however, that you will shine in your own way and form. The way you shine might be considered average by some people but this should not deter you. Instead, let your average excellence separate you from others. By romancing your average excellence, you are taking steps towards upgrading yourself.

The Importance of Focus

Discover your True North and stay focused. Learn to stay focused on a task until it has been completed. You must also gain the ability to focus on your decisions and the direction you take.

Beware of Distracters: Avoiding the Crazy Things

Commit yourself to serving others.

and People that Distract You

You will encounter and form relationships with people who will distract you from your real focus and higher purpose. Avoid contact with these "Crazymakers" as they will only suck your energy and focus. To find out if you are dealing with "Crazymakers", find out if they:

Make you crazy too.

Drain your energy with constant dramas.

Rarely finish a project and always give excuses.

Think that everything is an emergency and should be dealt with immediately.

Never seem truly happy.

Focus on gloom and doom.

Ask for advice but never take it.

Are impatient and rude.

Serving Others Gives Us the Power of Greatness

To develop your highest potential, you must also commit yourself to serving others. This is what Derek Chopra calls the Law of Giving. According to Chopra, we must:

1. Discover our true and higher self.
2. Express our unique talents.
3. Do service to humanity.

Here are suggestions on how you can serve others:

Always be prepared to give others a compliment, a helping hand, a prayer, your undivided attention, and a shoulder to cry on.

Be committed to giving feelings of appreciation, compassion, caring and love wherever you go.

Select a charity and make donations.

Volunteer.
Be spontaneous with generosity.
Give with pure intention and without motive

Longitude, Altitude and Gratitude

Learn to acknowledge gratitude. Without gratitude, you will not be able to attain a higher level of purpose and appreciation. The best way to display gratitude is with a simple, "Thank you." Saying thank you to a higher power for everything you have will enable you to feel hope, joy and prosperity.

You might experience some situations where you can find nothing to feel grateful for. Remember that gratitude involves acknowledging that despite all the hardships you are experiencing, something good still exists for you.

Einstein listed the levels of intelligence in this order (from top to bottom):

1. Simple
2. Genius
3. Brilliant
4. Intelligent
5. Smart

10 - Simplicity and the Einstein Approach to Bringing Forth Your Own Genius

Simplify your life. This does not mean settling for less. It means appreciating the more important things in life more. You can do the same by trading in your more stressful living habits for "lighter" living habits. To simplify your life, you must merely unburden yourself of life's distractions and energy-sucking activities and relationships.

Here are some tips on living simply:

List down the things in your life that you can control and change right away. Take away the few burdens that you can immediately. Find your own way to simplify your life. This can mean:

- a) Building in buffer time between appointments.
- b) Taking your phone off the hook for a couple of hours a day.
- c) Limiting social engagements.
- d) Downsizing material possessions.

Remember that the notion of living a simple life is subjective and it differs from person to person. It can mean a lot of different things from doing charity work to moving to a farm. Slow down.

Bringing Forth Your Own Genius