



BEGINNING *within*

BEGINNING WITHIN MASTER COURSE

2. THE TRUE YOU

Hiding from others always translates into seeking relationships. Through noticing the many ways we hide we can begin to change those behaviors, permitting us to show up in our relationships.

Our Desperation

Welcome back for Module 2! In Module 1 we learned about our fundamental need to know we are worthy. We learned that our worthiness can either be derived from without or from within. We also discovered that the reason why most people turn to other people and things to gain their worthiness is out of their own self-consciousness and insecurity. This leads to arrogance and weakness by being dependent on others for our most fundamental need. This is what creates failed leaders who are unable to act when they should, out of fear that they will fall out of favor. Hopefully, you have begun noticing how much of your emotional state is in fact affected by the people, things, and circumstances around you.

In this module I want to show how this fundamental need of worthiness is what drives the way we think, speak and act. In other words, because this need is so fundamental, it affects almost everything about us. Imagine someone who is drowning. They desperately need one thing and that is oxygen. Their desperation is so great that they will literally do anything to get oxygen. They cannot think or focus on anything else or anyone else. This is very understandable because their life is on the line and in their desperation, they will do anything to save their life. This is the reason why drowning victims can be very dangerous even to the very person who is trying to rescue them. Someone who is drowning will instinctively grab at anything and use it to push themselves up to get air. This means they will even push their rescuer down to get themselves up. Why? Not because they have anything against the rescuer. Not because they even want to hurt the rescuer. They are simply so desperate to save themselves that they become oblivious to anyone else, even those who are key to their survival.

This is exactly what is happening within us. We drown when we don't have the emotional oxygen we need to function as vibrant healthy individuals. This oxygen is the knowledge and awareness that we are acceptable and worthy. When we don't inherently know this, we are desperate to feel acceptable and worthy. In our desperation, just like a drowning person, we will do almost anything, even to those we love, in order to get some type of confirmation that we are acceptable and worthy. This becomes the driving force behind a life which is always

seeking acceptance and worthiness from the world around them and the people around them. We end up living a life that is not so different from one who is drowning. It's living on the edge. Can you imagine the tragedy of someone going through the experience of drowning over a period of 80 years? That's a prolonged experience of severe fright, desperation, and pain. This will help us understand why we sometimes do or say things even to the people we love most which will sometimes seem so shocking to those around us.

In our world of obsession with self-help, many of the self-help gurus are busy teaching us how to create the impression of being strong, confident, independent and self-made. We need to know that putting on an act doesn't truly deal with our deeper challenges. Simply learning how to give a firm handshake and look someone in the eye doesn't truly give us confidence. They are good techniques for a temporary fix. We need to go to the core of what we are lacking and what we need. This has always been and remains one thing. Knowing our inherent self-worth. As long as we are trying to gain approval from the world we have not resolved our core issue. Let's recap: When we don't know that we are worthy and acceptable on our own, we are like someone who is drowning. We will do anything to get oxygen. We will do anything to feel worthy, even when it may hurt those around us whom we love. We will say and do hurtful things. This explains the many unhealthy behaviors that we act out as we will discuss shortly.

Hiding

The first way to begin getting our worthiness from within and not from without is by changing the behaviors we use to get our worthiness. By adopting behaviors that healthy people use, it automatically begins realigning our inner sense of worthiness.

There is one classic tactic we subconsciously use to get our worthiness from others. This is by hiding. We subconsciously think that if we hide a part of ourselves from others, they will then accept us and find us worthy. I'd like to present a few scenarios to you. As I list all of the scenarios, think about this question. What is the one repeated intention being expressed in all

these scenarios? While the circumstances are different, the essential intention of the person is the same.

1. I call my spouse and say, "I'll be home in 15 minutes," when I know I won't be home for a half hour.
2. I tell my friend what they did is fine when I'm really not fine with it.
3. I said something to someone and they told me they are offended. I respond by saying, "I can never say the right thing to you."
4. I laugh at what a colleague says even though I found it offensive.
5. When someone asked me how much my shoes cost, I said a higher price so they should sound more expensive.
6. I tell someone how much I loved their presentation even though it bored me to death.
7. I stand next to my luxury Bentley car for a few extra minutes before going into the wedding hall so people can see that it's my car.
8. I drop names of important people I had meetings with in the past year.
9. I get angry and yell at my spouse or friend who suggests the way I did something wasn't proper.

All of the above examples are very commonplace. Very often we dismiss them as ways of defusing situations or preventing situations from becoming a bigger issue. Yet, when we look a little closer, we can see how the person is doing something repeatedly. This behavior is being repeated because it's become a way of life. Without realizing it, this way of life is making it more and more difficult to be in a real, close and intimate relationship. This behavior actually puts the person out of touch with their own selves as well. In all of these scenarios, the person is doing one thing, hiding. They are deliberately not showing their true selves. There's always a justification as to why, a silver lining benefit.

Let's revisit each scenario with a brief explanation:

1. I call my spouse and say, "I'll be home in 15 minutes," when I know I won't be home for a half hour. By not speaking the truth as I know it, I'm clearly trying to hide from my wife. My hope is that she won't be upset with me or in other words, I won't fall out of favor with her.
2. I tell my friend what they did is fine when I'm really not fine with it. I'm hiding my true feelings so my friend will accept me and I won't risk him being upset with me.
3. I said something to someone and they told me they are offended. I respond by saying, "I can never say the right thing to you." I'm making myself a victim and hiding from taking responsibility for hurtful words I said.
4. I laugh at what a colleague says even though I found it offensive. I'm hiding my true feelings so my friend will accept me and I won't risk him being upset with me.
5. When someone asked me how much my shoes cost, I said a higher price so they should sound more expensive. I deliberately hide the truth to make me look differently than reality to gain their approval.
6. I tell someone how much I loved their presentation even though it bored me to death. Again, I deliberately hide my true feelings and flatter them to gain their approval.
7. I stand next to my luxury Bentley car for a few extra minutes before going into the wedding hall so people can see that it's my car. I'm deliberately hiding behind external value as opposed to genuine value with the hopes of buying people's respect.
8. I drop names of important people I had meetings with in the past year. I'm hiding behind others to gain respect instead of building genuine respect based on who I am.
9. I get angry and yell at my spouse or friend who suggests the way I did something wasn't proper. I'm hiding behind my anger and intimidation so I won't have to deal with the real issue.

The price, though, that we pay when we hide is enormous. Here's why. To have a real, close and intimate relationship we must simply show up. The more we show of ourselves, the more available we are to the other. The more we hide, the less present we are to be in the relationship. We simply make ourselves available for the other person to reach us. As hard as they might try, they can't become close if we're too busy hiding.

Here's the irony. We think that by hiding, the other person will like us more and this will sustain or even strengthen our relationship. The truth is that when we hide, it is impossible for us to become closer to the other person. The irony is that specifically by being ourselves even when that doesn't look so good, we make it possible to maintain a close relationship.

When I tell you that I'll be home in a half hour instead of saying 15 minutes, even though you won't be happy about it, I am showing up for you. You know that it's me here, not a facade. If we're having a conversation and I tell you I have a different perspective instead of simply agreeing with you, you know that I'm really showing up in our relationship, I'm not just trying to fit in. When I don't use anger to shut down a conversation about something I did that you're not happy about and instead of hiding behind my anger, I listen to your dissatisfaction with the way I did something, I'm showing up. Either I can admit the way I did it wasn't the best or I can listen to you and disagree.

Hiding Equation

Here's a simple equation that can help you remember this concept.

HIDING = SEEKING

SHOWING UP = FINDING

If you continuously hide from the people around you in the subtle ways we discussed, you will continuously be seeking close relationships. Why? Because you can't be close when you're repeatedly hiding. If you continuously work on showing up in your relationships, you will continuously be finding close relationships. This concept is so powerful, it's far more powerful than the greatest charisma. Charismatic people can draw others to them but unless they are truly showing up, their relationships will be shallow and short-lived.

This is the reason why, when we hear a speaker speak and they share a vulnerable part of themselves, we feel much more connected to them. This is because they are willing to show up far more than others who speak. Vulnerability is scary. It's scary because we're terrified of what people will think if they see the true us. The reality is that this is what so inspires everyone. When someone shows the courage of showing their true selves. This course will be teaching

you how to take slow steps into your vulnerability while watching the enormous benefits. This also requires us to understand the crushing effects of continuously hiding. The opposite of hiding is exposure and vulnerability. Relationships thrive on vulnerability and wither when hiding.

Here are the key behaviors which we classically use to hide. Pay close attention to identifying which of these you use most. This module's exercise will be learning to notice when we're using them.

Lying

The one umbrella behavior that in some way incorporates all other hiding behaviors is lying. Lying is really another way of saying hiding. It's trying to hide the true reality behind a false reality. Why do we lie? We lie because we are concerned the other person will not accept us if they know the truth. So we lie. I can still remember the day that my mother came downstairs in our home and saw the glass of a picture frame that was shattered. She wanted to know who broke it. We all denied it. In fact, I was the one who broke it. Why did I lie? To stay in good favor with my mother. I was creating a false reality to stay in good favor with my mother. This as an example of a blatant lie.

Exaggerating and Minimizing

Very often, the way we hide is more subtle than explicit lying. In fact, it's so subtle that we often don't consider it lying. At best, we call it a white lie. An example of our subtle lying is when we exaggerate or minimize. Have you ever found yourself exaggerating an accomplishment or minimizing a failure? The reason why we do this is simply to make ourselves look just a little better. This is because we measure our value and self-worth by what we do, not who we are. This creates the fear that others won't accept us or find us worthy, so we hide by presenting things differently than the way they are. Imagine they asked how many people attended your workshop you said, "40 people were there" when there were only 30 people. Why did you need to add an additional 10 people? Or we report that "we made \$5000 from the

deal” when you only made \$4000. Why did you need to add \$1000. Or “we got it because they gave it to us at a steep discount” when the discount was only 5%. Why did you say a steep discount?

We often dismiss these subtleties as insignificant or not making any difference, we were just rounding off and not being particular. We actually do this with a very clear intention. To make us look better.

Flattering

Another example of this would be flattery. Here's the definition: excessive and insincere praise, especially that given to further one's own interests. We heap praise upon other people, flattering them with the hope they will now like us. We all know how we feel when someone thinks highly of us and praises us. Again, this may be subtle. However, in our fear of falling out of favor with someone or maintaining their favor we offer them lots of praise which in this context is really flattery. The only reason why we would need to flatter someone is because of our desperate need to have their acceptance and approval. For many people, this is a core principle in their approach to relationships. Heaping flattery and don't deal with reality.

Seeking Praise

Is there anyone in your life who you hate disappointing? Why? You feel great every time you earn their praise. Yes, many are raised this way and we often go through our entire lives seeking the praise of certain individuals. We replace our inherent awareness of our self-worth with the praise of others to confirm our worth. Our decisions develop around what they want us to do, not what we should be doing. Seeking praise can actually turn into an addiction of sorts.

Let's take a look at gratitude and thanks which are forms of praise. Have you ever given someone a beautiful gift and was later upset that they didn't give you an appropriate thank you? Why did you give them the gift? Was it for them or was it for you to hear from them how much they appreciate you? Ideally a gift is meant for the other person. When we have

expectations of thanks, our expectation is a clear indication that we are creating a transaction where we are expecting to receive what we need, appreciation. Now, while it may be very true that a person should always express thanks after receiving a gift and someone who does not express thanks is lacking in good manner, this is an issue that they have. Remember, our first focus is ourselves. We will discuss how to deal with others towards the end of the course. What's important for ourselves is that when we get upset about it, it's clearly because we needed that thank you. And we do need such a thank you when we live our lives beginning without. Now you may be thinking, "Look, when someone does something which is so socially wrong, my sense of good conscience gets upset. It's actually a sign of how decent of a person I am." Let me ask you this? When I give someone a gift and they don't thank me, why don't you get upset about it? Why do you only get upset when it happens to you? I hope you get my point. This is a lot deeper than our sense of conscience. It's about our desperation to know we are worthy and valuable.

Respect

There are some people who must receive respect. When they are not respected they are reminded of their own sense that they are unworthy. We get angry when someone disrespects us. Again, there are times when respect is due, no question about it. However, that's the responsibility of the other person. When I'm not respected and I get angry, clearly I am very dependent on it. Now you may say, "No, my sense of justice tells me to be upset when people don't act properly." I hear you and I want you to know that our anger is not coming from our sense of justice. We know this from the fact that when others are disrespected, we won't get nearly as upset. We only get upset when we are disrespected. This is because we are desperately relying on others to get our sense of worthiness.

Power

Some people are not so gentle. They use power to force others to recognize and affirm them. Instead of learning to gain their worthiness from within, they use their power to get it from

without. They use power to deflect from focusing on their own issue by imposing on others. This is what controlling people do. Of course, it is quite ridiculous for me to force you to tell me I am worthy, but in our desperation, we actually do that. A teacher can do this and a parent can do this. Sometimes, a very unhealthy person will use their anger to intimidate their spouse to serve or care for them which makes them feel worthy.

Apologizing

Sometimes we simply want to minimize the criticism and lack of acceptance that we receive from others. The way we do this is by pacifying them, always agreeing with them and apologizing for things that are not our fault. Again, this is all done to stay in the favor with the other person so that we can feel loved and accepted and worthy.

Victimhood

Another very classic way of acquiring a sense of acceptance is by making ourselves a **victim**. We blame those around us for our plight in the hopes that they will now feel bad for us and tell us how wonderful we are or shower us with love to make us feel better. Again we are doing everything possible in our desperation to get someone to tell us that we are acceptable while knowing, at least subconsciously, that if we have to make ourselves a victim to get their acceptance, clearly they don't truly accept us.

All of the above behaviors are in relation to other people. There are many behaviors that we act out in relation to things which we hope will give us a sense of worthiness. We may pursue money with the belief that then when we have X amount of dollars people will respect us. We may dress in a particular manner with the belief that now that we look this way people will love us or at least to tell me how beautiful we are. If I score well on my test, if I win a sports contest, if I own a certain type of car or if I earn a certain degree, these can all be things that we use with the hopes of gaining a sense of worthiness and acceptance from others.

I hope that by now you can see how our need to feel worthy and acceptable can lead us towards all different types of very unhealthy behaviors. Arguably, it is what leads us to all of our

negative behaviors. And the common denominator with them all is that we are relying on people or things outside of us to give us our worthiness.

Awareness

So how do we go about changing all of this in our lives? The very first step in changing ourselves is by creating awareness of what we are doing. Last module's exercise was focused on creating awareness of what triggers our feelings. This module's exercise will focus on becoming aware of things that we say and do to gain the acceptance of others. We must first simply become aware of how we repeatedly act out these behaviors for these reasons. So step number one of creating a change is not by changing anything. It's by us continuously recognizing how we behave, speak, and think in ways which are unhealthy because of our desperate need to know that we are worthy.

The exercises that will be your homework for this module will be focused entirely on awareness. When you take a moment at the end of the day to reflect on one thing that you may have said or done out of a need for worthiness you will begin to develop a greater awareness. This, in and of itself, is a very powerful step forward and a tremendous achievement. Later in the course we will learn the new, healthy behaviors that will anchor into ourselves a sense of worthiness which comes from within.

Characteristics of Within and Without

Let's take a moment to review without and within behaviors so that we are clear about them. When we don't feel worthy or acceptable we live as desperately as someone who is drowning. We will literally do anything to feel a sense of worthiness, even at the expense of hurting others.

Our intention is not to hurt others, it's to breath, to feel worthy.

This is why we may use white lies, exaggerate & minimize, patronize, use anger and power and act like a victim.

The first step to changing is making ourselves more aware of why we act out in the ways that we do, because we're drowning for worthiness.

The Perpetual Seeker

You may be thinking, so what? If this is the way I get my worthiness and it works, let it be. Not only does it not work, it can't work, and it becomes the root of all of our negative experiences in life. We already know that you can't get close to someone when you're too busy hiding and not showing up. There are some other disastrous effects of receiving our worthiness from without.

When we seek our worthiness from people or things outside of us we turn into perpetual seekers. We put ourselves into a situation where we will always need to perpetually and endlessly do things in an effort to seek out the acceptance of others. The reason for this is because when we buy our worthiness and acceptance by way of a transactional relationship, our worthiness and acceptance only lasts as long as the payment that we've made. For example, if I go out of my way to do a favor for another person with the unspoken intention of receiving their praise and friendship, their praise and friendship will only last so long. At some point I will need to do something else for them to sustain or re-create their appreciation for me. After all, the only reason why they initially praised me and liked me was because I did something for them, not because they genuinely appreciate me.

There are 2 primary characteristics to seeking worthiness from without:

1. It is never ending, which is why we turn into perpetual seekers
2. Seeking worthiness from without is no different than taking a drug, food binging or drinking alcohol. It's a quick fix. It provides us with immediate relief. However, the relief is short lived and leads to greater pain later on.

Remember this life principle: In life, always take the longer shorter way. This is the way that is more difficult up front, requires an investment, and makes life much easier down the road.

When we take the shorter longer way, it's easy and pleasurable up front and we pay a big price for it later on. Shortcuts always catch up with us.

This can be true in our most important relationships. Let's use dating as an example. If when a couple dates they only share ideas and opinions that they know the other person will like, they are not truly showing up for the date. They are not truly bringing their full selves to the date. Why would someone do this? Well, by now you know it is because they want to be accepted. Imagine what happens after this couple is married and they suddenly discover that the person they thought they married is quite different. Why? Because during the dating process they were always hiding. How will that serve their marriage? Disastrously! Unless of course the one hiding continues to perpetually hide and only share the ideas and opinions that their spouse will agree with.

This is an unbelievable burden for someone to live with. In fact, most people who go down the road of seeking worthiness from without, which turns them into a perpetual seeker, at some point become completely exhausted from the need to constantly feed their sources of worthiness. And when they collapse from exhaustion, different areas in their life begin to fall apart. Through taking this course we will be avoiding that long hard road by doing some hard work up front and avoiding a disastrous result later on.

Let's review what we've learned with this chart:

Without	Within
Immediate result, quick loss of result	Slow result, long lasting result
Transactional	Transformational
Perpetual seeker	Acceptance
Living to gain acceptance	Living to fulfill purpose
Constant reminder of lack of self-worth	No need to constantly feed
Victimhood	Freedom
Shame	Vulnerability
Creating distance	Creating connection
Body	Soul