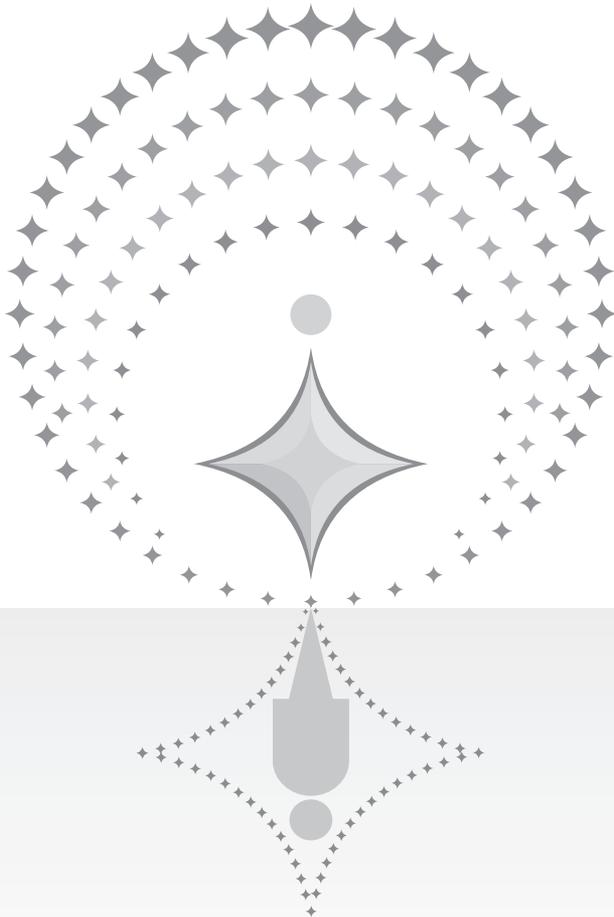
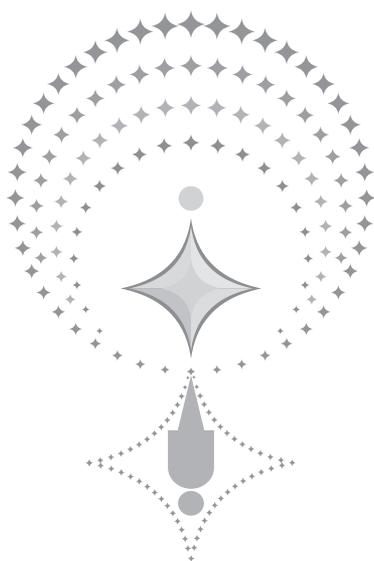


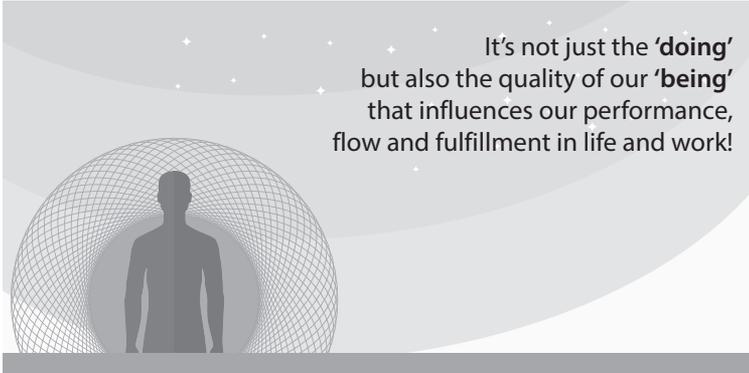
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SENSING PARTS OF YOUR BEING





Inner Presence



This book is offered for the fuller development of the interiority of the individual. In the spectrum of evolution, humans occupy an interesting position – one where they can be increasingly aware of their own 'Inner Presence'. Humans can sense the quality of their 'Inner Presence' and its inter-relationship with outer living, action and manifestation. The inner presence determines the quality of outer manifestation and reality. The outer environment and reality in turn influence the quality of inner presence.

Beneath all our actions and behaviours there is our inner presence that is indwelling, flowing and functioning, whether we are aware of it or not. This inner presence is the 'being' layer within us. It has certain universal parts like the soul, mind, life energy and physical, with each part having its own inherent nature, purpose, function and subdivisions. For example, the soul guides, the mind thinks, the life energy mobilizes movement and action and the physical body is the form in which our whole life is unfolding. Now the way each of these parts of being has developed within us is a function of our individual choices we have been making and the environmental and systemic conditions present.

Initially, our self-awareness is indistinct and the working of the mind, energy, emotion and sensations get mixed in one's perception. The intended readers are those who are curious about discovering the distinct nature and working of each part of their inner being. Even when the human develops a capacity for distinctive awareness of

each part of their being, that understanding is often theoretical. For example, one 'knows' how emotions flow, but one is not directly in touch with the emotions. These pages have been written for those who want to 'taste' and experience each part of their being in its own domain. To this end, this book follows a slightly different style of writing. The words are crystallized from the experience of a particular part of being to connect with the same part in the reader. When the reader allows the words in these chapters to penetrate into their being, the corresponding part of being comes to the fore of their awareness. Each chapter is a gateway and guidepost for the reader to enter into the wonderful world of that part of being, discover its nature and explore how to purify, develop and perfect it.

Call for Evolution of our Inner Being

Human progress, especially in science and technology is, to a fair extent, the result of the genius of a few exceptional minds. These minds which developed greater faculties for creativity, innovation, synthesis and foresight were able to bring about sweeping changes in the intellectual landscape of their times. However, others who benefited from these breakthroughs had to comprehend the work of these geniuses using whatever mental capacities they possessed at the moment. Thus, a 'spike' in the intellectual level of a few creates an evolutionary need for the development of mental faculties for the rest of humanity as well. This is necessary for the next 'spike' of genius to occur.

Though on one hand, mental faculties and the resultant accomplishments have reached unforeseen heights, on the other hand, the very same intellect creates problems that threaten the delicately balanced global ecology and economy. Humanity is also continually faced with challenges in nurturing and sustaining their relationships and health, to name a few.

Every period of rapid growth in one domain or facet is followed by a period of balance and assimilation. This also usually necessitates a corresponding growth in other related facets. The human is both a mental and an emotional being. The current surge in mental capabilities of the human race is now necessitating a corresponding development of the 'heart'. Humans have within them a 'heart' – a

great capacity for personal care – which is often bound by care as experienced within a particular family, group or society. Some humans have, at the level of the heart, magnified their capacity to access impersonal care wherein they feel, care and act for the well-being of all. They are capable of care which manifests in an impersonal and all-inclusive way without any preference for a particular person or group.

With the progress of technology, the emergence of a broad and dispassionate heart that can use it effectively for the good of all is a need of the hour. The body, too, is caught in the throes of human evolution. Everything that is experienced by the mind and the heart has its residual impact on the body. At the level of the individual and the entire humankind, the evolving complex mind and the wide impersonal heart are often not yet perfect and may even be at odds with each other. This contradiction is experienced in the body in the form of stress. All over the world, people are trying to cope with stress in the body. There is a pressing need to honour the needs of the body and, at the same time, train the body to endure this accelerated evolutionary forward movement of the mind and the heart.

With regard to the mind and its evolution to become broader, there's a need to accept diverse ideas from different sources, weave knowledge together into a comprehensive whole and deduce the underlying singularity and simplicity from within increasingly complex structures individually and collectively. In this era of a great deal of mental noise, there are many people who sense the need and aspire to access the ranges of silence, calmness and inner peace that keep the mind fresher and clearer thereby enabling it to shine its guiding light with more radiance. As far as the heart is concerned, its evolution to become more inclusive, caring, giving, dispassionate and deep is needed for the well-being of the individual and the entire race. Such an evolution will enable us to access the unconditional and nourishing emotional and energetic states within. The capacity of the body to bolster the development of the mind and the heart, and remain in a relaxed, healthy and steady state of being is a great need of present times. Our deeper self – the agent of evolution, inner guidance and transformation within us – can best emerge as the 'leader' of our being to guide this evolution. Such is the premise of our book – the evolution of our mind, vital life-energy and body guided by our deeper self. An experiential exploration of this inner evolution

involving both the reader and the author is being undertaken in the shared space of this book.

While this evolutionary need to work on our inner presence at the 'being' level is the need of the hour, in the current busy-ness of our 'doing' mode we keep pushing our 'doing' and actions to be faster, smarter, more productive, more efficient and more successful. We often get so consumed by our 'doing' that we miss paying attention to our 'being' which is the source of inner nourishment that must come from within. Our parts of 'being' are the ones that clarify, energize, add quality and strengthen our 'doing'. When our inner presence is given attention and developed to its natural best, there is a quantum shift in the quality of our work and actions. When we can become aware of and integrally develop all parts of our inner presence, there can be substantial and balanced progress in our outer life and in our societies, countries and environment.

The goal of this book is to touch and nourish your being layer. It is written by meditating on each part of the inner presence and presenting it in such a manner that the essence of the being is touched and experienced in you as the reader. It is not meant to be read at one shot, but rather, is meant to be lived with as a companion. You will benefit the most experientially when you tune in to the nature of inner presence through the words here and make each part come alive within you. The writings are also meant to open doors to a greater insight on the quality of one's inner presence and its natural resourcefulness. You will find that the parts of being are explored repeatedly in a circular dive-in way, to allow for greater internalization. Sometimes the core essence and experience is shared by a straight dive into its depths. Then we circle around it in myriad different ways, for the experience to be triggered in the reader. At other times, a brief glimpse of the part of being is given at the beginning and then we go for increasing depth as we progress through the chapter. The intention behind this seemingly unconventional presentation is to ensure that one does not just read the words of this book or think about it and say 'I know', 'I agree', 'I disagree', etc. The aim is to ensure that through this circular dive-in exploration, the part of being gets experientially triggered in you, the reader, at a certain point. We invite you to stay with the process and observe what emerges within you as you journey through each chapter of this book.

First Dip Into Parts of Being: Awareness

Broadly speaking, the Inner Presence 'being' layer is made up of the following parts:

- ◆ Physical
- ◆ Life Energy
- ◆ Mind
- ◆ Deeper Self

Physical: Become aware of your body as we explore this part. The physical comprises the body and its habits. The body is the form in which we live and act in this world. The body is content when it is exercised well, gets nourishing food, sleep and rest and is flexible and strong enough to do all the work that is needed of it. The body is also composed of habits.

Life Energy: The life energy is made up of three constituent parts –

- ◆ **Sensory Enjoyment:** Become aware of your senses as we explore this part. This is the desire center and its universe of sensations which seek 'pleasure' and want to avoid 'pain'. Depending on one's level of evolution, the pleasures sought can be crude or aesthetic and short-term quick fixes or long-term nourishment. 'Beauty' and 'melody' are the delights here.
- ◆ **Dynamic Energy:** Become aware of the energy around your navel region as we explore this part. This is the center of power, drive and passion. This is the 'fire in the belly' to move forward and conquer. The delight here is the 'strength' of this dynamic energy in its capacity to mobilize dynamism and action.
- ◆ **Emotional Care:** Feel into your heart as we explore this part. This is the center of love, care, warmth, inclusion and feeling. This is the stirring or melting within one's heart to give and to contribute. The delight we can experience here is the feeling of 'love,' 'connection' and 'giving'.

Mind: The mind is made up three parts –

- ◆ **Objective Mind:** Become aware of your mind of practicality and information gathering when we explore this part. This is the practical, scientific and methodical part of the mind. This aspect of our being prizes data and information above all else. The expressed word and the manner in which it is communicated are also related to the objective mind. The delights here are ‘precision’, ‘accuracy’ and ‘usefulness’.
- ◆ **Idea Force:** Become aware of the part of your mind that wants to align to the purpose, idea or concept and imagines how this can be creatively manifested to transform one’s life and work. This part of our being goes beyond the known to explore new pathways that would enable us to manifest the idea or ideal. The delight here is ‘novelty’, ‘nobility’ and ‘creativity’. This is the mind that is keen on envisioning change and transformation.
- ◆ **Pure Mind:** Become aware of the part of the mind that concerns itself neither with the physical nor with the life energy and whose focus and concern is the mind itself and the ‘essence’ or ‘quality’ of its contents and formations. This mind is expansive and is capable of being open to all the world-views, ideas and ideologies presented to our mind. It ‘centers’ each of these views, ideas and ideologies by culling out their core principle or essence. It then synthesizes and weaves all these ‘centers’ together to form a cohesive whole. The delight here is ‘clarity’, ‘wholeness’, ‘essence’ and ‘synthesis’.

Deeper Self: This has two parts. Accessing both these parts is possible only when we are able to shake off the mindless conditioning of our lives and become genuinely aware, conscious, sensitive and sensing the deeper and higher consciousness within and above us.

Become aware of the tiny space within your heart where you feel the Presence of a guide or unconditional love, faith and trust in the world. This is our ‘Inner Guide’ residing in the depth of our hearts and guiding us in our evolution through its ‘whispers’ and ‘nudges’.

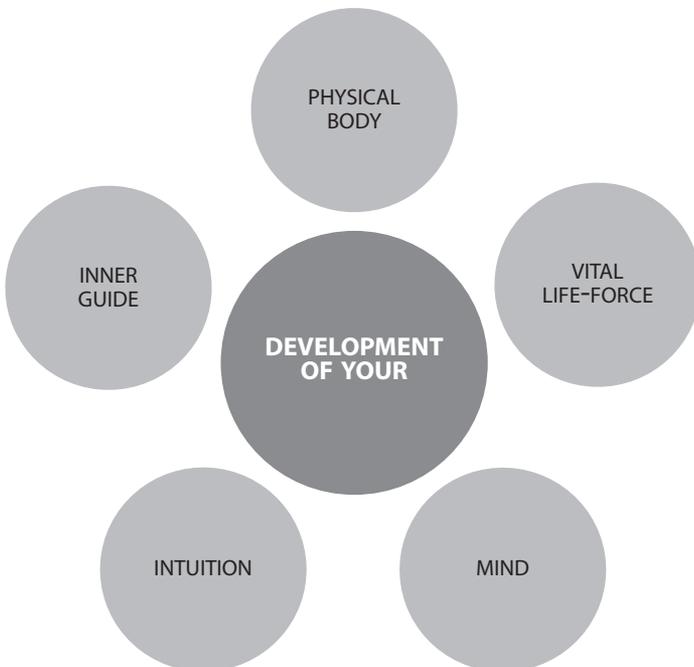
Become aware of the region above the workings of the mind, where the mind is silent. This is the region where one’s awareness does not look at the realms of mind, energy and body with downcast

eyes. Instead the awareness looks upwards as if looking at the light or the sky above. Here the mind waits silently, pregnant with deep questions. It can then wait quietly till the insight, revelation and wisdom enter this silent space and the mind acts purely as a receiver.

The delights here are 'love', 'joy', 'certitude', 'truth', and a sense of being held and unconditionally supported by a Presence.

Through this book we share methods and insights for the development of each part of your being. A glimpse of what this development could look like is shared here.

In the ensuing sections, we invite you to dive deeper into each part of being. We urge you to locate each part of being as you read and understand its nature and development, through your own experience. May the words written in this book be guideposts to let you get a taste of your own parts of being and explore its full radiance!



Development of Physical Body

Developing the physical was always considered paramount in the educational systems of many ancient cultures. A robust and methodical development of the body in order to build its flexibility, endurance and strength was considered an integral part of one's holistic development. An exercised and healthy body is more capable of developing concentration and freshness of the mind, and enduring all the challenges of life. Modern lifestyles see us ignoring this fundamental principle of well-being. People often keep pushing their bodies without taking care of it and often realize the difficulty of managing an ill-formed body only later in life. In today's busy world many – especially working professionals – hardly pay any attention to their body. Long working hours, irregular eating habits and accumulation of stress have begun to take a toll on their health. And the ironical part is that with the ever-lengthening lifespans that medical science is making possible, we do have to be prepared to live longer.

In this book, we lay great emphasis to the development of body and its habits. This ensures a strong foundation on which development and mastery of the vital life-energy and mind can occur.

Development of Vital Life-Force

We need to learn to face life and interact with many different kinds of people in a productive and harmonious way. We also need to enjoy life, face life's challenges with courage and feel the deep connect and bond we have with others. Every interaction with another is an opportunity for us to develop inter-personal capacities, leadership skills and to make a contribution – however small – to make the world a little better.

Thus we need to learn to connect and emote with others in an authentic manner so that we develop a genuine sense of care, affection and giving. To this end, all excesses and over-sensitivity of emotions need to be healed. Real life is quite dynamic and none can escape the interplay of conflicting pushes and pulls. We need to recognize how to harness our authentic power and dynamic energy, and learn to zestfully manifest the results that we aspire for in life.

We also need to cultivate an elegant capacity for sensory enjoyment. This will guard us from the snare of crude pleasures, habits and temptations that many get caught in even while at the peak of their accomplishments. People in all walks of life and pursuing all avenues of work need to develop their vitality, purify it of all the imperfections and develop it to its fullest extent. It is the vital life-force which gives the dynamic power, sense of enjoyment and emotional maturity needed to realize any dream or goal.

In this book we will touch each part of the vital life-force and comprehend their impact within ourselves.

Development of Mind

Irrespective of the contents of our thoughts and analyses, the three parts of the mind (the objective, creative idea force and pure mind) can be developed to their absolute perfection. Let us, for a moment, assume that you are tackling some problems involving statistics. By paying attention to the *precision* and *accuracy* of data gathering and calculations, the objective part of the mind can be developed. By focussing on approaching problems in a whole *new way aligned to the purpose or big picture*, the creative area of the mind can be exercised. By seeking to understand the underlying *principles and abstractions* behind the problem-solving methods, the pure and conceptual part of the mind can be refined.

Usually, the workplace requires us to use the objective mind which handles data. Organizations are centered on data and scorecards in their various avatars. Analytics is emerging as a key tool to understand the processes and assess the overall health of the organization. However, due to this increased focus on data-crunching, the full potential of the innovative mind and the conceptual pure mind often lie unrealized. When we are able to tap into the entire capacity of the idea force and pure mind in our institutions and organizations, it would open up new horizons of innovation and alignment, and bring about huge breakthroughs in the way we live and work.

Through this book, we attempt to set you on course for fuller development of the mind and its amazing faculties.

Development of Intuition

This book is also meant to prepare its readers to enter into and discover for themselves the domain of intuition. Most of us limit ourselves to dabbling with the known – and often, only a small fraction of it. However, there are those rare individuals like Srinivasa Ramanujan – the mathematician of the East, and Nikola Tesla – the inventor of the West, who had highly evolved intuitions. They could tap into realms of knowledge that were often much ahead of their times. Why should learning deal for the most part with only what is already known? Instead, why not prepare us to broach new frontiers and open ourselves to receive new knowledge and wisdom? The average human is conditioned to stifle their intuition because of their attachment to the known and an under-developed capability to concentrate and listen to the incomings of the ‘beyond’ and ‘unknown’.

These are the questions we seek to address in this book so as to prepare the reader to tap into his or her intuitive part of being. All of us would have experienced sporadic moments when our intuition is awakened and gives us its insights. Ideally, one should always have a steady connection to his or her intuitive self as we navigate our lives. We should remember that pure and well-nourished body, vital life-force and mind are prerequisites to the enhancement of this higher faculty. Silence and expansiveness are two other qualities which must necessarily be fostered in us. The extent of silence and expansiveness accessed in each mind determines how far the light of intuition will be allowed to permeate into it.

Discovering Inner Guide

Present day society often offers us the strange spectacle of the helpless being led by the absolutely clueless! When they are young, children are influenced by their parents but sometimes rebel against them in later years. They are swayed by whatever is deemed trendy by the media, the masses and their equally lost peers. Careers are chosen solely on what course or job seems to be in demand and would give them a fat pay package. A genuine

attempt to discover one's own purpose, gifts and inner calling is often not given the importance and attention it deserves.

Within each one of us is a deeper self – the leader or inner guide of our lives. If we practice tuning into its resonance, sensitivity and guidance, we can learn to allow ourselves to be led towards our own inner and outer evolution. Such an evolution is a necessary step towards the fulfillment of our destiny. Connecting to our deeper self would help us discover our true nature, life work and unique purpose in life.

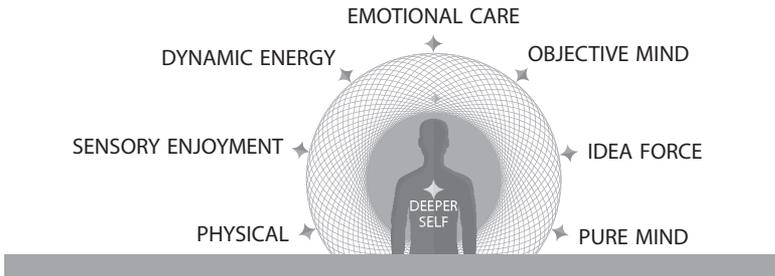
A hazy view of life is not restricted to the young generation. Adults, too, are often ignorant or unconcerned about the deeper questions in life. Once in a while they have inner stirrings and ask questions like, 'Who am I?' and 'What should I do?' However most often, no light dawns and nothing transpires, except for some inner struggles and frustrations. Life is lived with an indifferent 'let's get on with it' attitude. Most of the so-called goals that direct one's actions are superficial and do not penetrate the depths of the soul. Even those individuals who sense their calling are hampered by fear and uncertainty as they may have families, large loans to repay and the comfort of a life they have gotten used to.

In this book, connection to the deeper self is a pivotal part of the work. This is a natural poise of centeredness where one is increasingly connected to one's inner light to guide the way through our evolution. The goal here is to lead our lives in a purposeful, meaningful and aligned way.

The focus of this book is to allow an experiential journey within each individual and the discovery of the process of inner change and evolution, led by our inner guide. This will lead to a qualitative shift in action in the outer environment and work one is a part of.

The goal here is to evolve each day in our thought, emotion, energy and body. This is our privilege as human beings, our joy and our responsibility as well. Noble efforts are needed to sufficiently purify and develop our inner presence to radiate our full resources and goodness into our life and work. May this gentle fire of progress burn into our hearts and minds!

Second Dip: Greater Understanding



Let us take another round of dip into each part of being in slightly more detail. As you read the descriptions, be aware of what happens within you. Notice which parts of being come more alive through this second stage. The intention behind this dipping in is to provide greater conceptual clarity about each part of being and to enhance internal awareness.



Physical

Part 1 – Physical

The physical comprises the human body, its health and its nature of habit formation. When the body is well maintained with regular exercise, nourishing food, adequate sleep and sufficient exposure to sun and fresh air, it becomes healthy, supple, fresh, strong, and energetic. Consequently, it infuses a greater capacity to carry out one's activities with vigour and energy.

The body, by and large, works subconsciously using its own natural intelligence and maintaining its equilibrium and rhythm. When we are tuned in to this natural rhythm, the body functions at its best. But when we are off the natural rhythm the body gets stressed, tired and weak.

The physical nature also manifests as habits. Any habit takes time and repetition to form. Once formed, it again takes time and repetition to undo and move beyond them. Habits can be both empowering and limiting.

When you develop your physical to its fullest radiance, you enjoy robust health. You have mastery over habits. You can change any habit you want. You can create any habit you want and hold it stable. This gives a solid grounding and foundation for the whole of your life and work.

✦ Life Force

Part 2 – Sensory Enjoyment

Our senses come alive when they are exposed to sensory stimuli. The senses always seek pleasure and try to avoid pain. Senses seek enjoyment by seeing, hearing, touching, smelling and tasting.

The source of our enjoyments can be crude and temporal giving a heightened but short-lived kick, or they can be aesthetic and refined, giving a long-lasting, subtler and fuller satisfaction of the senses.

Nature is one of the most abundant sources of more refined sensory stimuli and enjoyment that uplifts us.

This part of being is also the domain of seeking comfort, enjoying the small things in life and leisure. When there is sufficient sensory enjoyment, fun, and recreation present, life and work become joyful and there is a spring in one's step and melody in one's heart.

When fully purified and refined, the senses turn towards beautiful and aesthetic forms of nourishment. There is a sense of lightheartedness and fun towards life, people and work.

Part 3 – Dynamic Energy

This is the energy of action and passion. This is the energy that is ready to take on any challenge to overcome it and emerge victorious. This is the drive to keep on moving forwards and accomplish what seems impossible at this point of time.

This is the relentless force to battle all odds, expand, reach new frontiers and succeed. Success is a necessity, success is a mantra and success is a way of life for our dynamic energy.

However long it takes, this energy can endure any hardship to taste victory.

This part of being is tremendously motivated and feels that every obstacle has to be conquered, every competition has to be won and surpassed and every corner of the world must be touched by one's work.

Part 4 – Emotional Care

This is where the heart opens up to connect to the other, to bond and to care, and to belong and to share. The heart melts, enlarges and deepens, and the other's needs and aspirations become important to us. The heart feels called upon to do whatever is possible to support the other so that they are happy and fulfilled. When emotional care is developed to its fullest radiance, the heart is fully open to give, contribute and make a positive difference for others.

The heart places collective needs and the concerns and preferences of others above one's own needs and impels us to work towards their well-being and advancement. This is a direct heart-to-heart connection that can last even if one is not in constant touch with the other or they are across geographies.

There is a tender, warm and vulnerable feeling present within. This heart wants to trust and confide in the other. More than wanting to receive, it wants to give, share and offer all of itself and its gifts, talents and resources for the greater good of family, organization, society, country, environment and the world at large. St. Francis of Assisi has expressed this feeling perfectly through his famous prayer, "O divine Master, grant that I may not so much seek to be consoled as to console, to be understood as to understand, to be loved as to love."

✦ Mind

Part 5 – Objective Mind

This is the part of the mind that observes what is happening in reality, gathers information, analyses data and communicates one's views to the world. Its role is to objectify and convert whatever it perceives into concrete and tangible knowledge so that it can be understood and expressed with clarity and precision. This would include making the knowledge specific, measurable, split into appropriate chunks, and relatable to known terms.

This mind can observe and gather minute details about anything we pay attention to. It believes in or accepts something as valid only when it is supported by data that conforms to the current benchmarks and accepted standards.

This part of mind is process-based and methodical – often working with observable data – ordering, classifying them and drawing interpretations and inferences from the data that it collects and classifies.

The objective mind prioritizes. It quantifies experiences and competencies so that they can be clearly evaluated and their quality and extent can be measured. This is the practical mind and it is concerned with what is material and real. This part of being is the 'form' giver to knowledge, setter of rules and guidelines and the framer of yardsticks and measures that govern thinking, analyses and expression.

Part 6 – Idea Force

This is the force of creative imagination that helps in manifesting/ implementing ideas, philosophies, values, principles or concepts in life and work. It frees the mind from what is already known and established so that it can glimpse the potential of a new idea or vision.

Its interest lies in transforming and evolving our lives and work to help us become closer to our ideals, ideologies and principles, enabling us to live a principle-centered life.

This is the force of imagination that can envision how changes can potentially unfold in alignment with our purpose and principles.

The idea force part of the mind is a realm of purposeful creation and ideation which concerns itself with turning concepts into workable, real-life solutions. This part of the mind generates innovative, creative and breakthrough ideas.

Part 7 – Pure Mind

This is the highest part of the mind that deals with ideas, concepts, theories and philosophies. It wants to know the meaning behind all that is happening in life and in the world. It wants to frame a whole view or build a holistic model to understand the truth about the nature of reality.

It extracts the essence of all what is known and is contained in one's mind. This is the Meta mind that is interested in the underlying universal truth. It looks at the essential concept behind all concepts and core principle behind all principles.

It then identifies the connecting thread or unifying idea beneath all these essential concepts and core principles, and weaves them together to form a synthesized cohesive whole.

This mind admits knowledge from all sides and engages in reflection and contemplation. It seeks to excerpt any deeper truth or idea present, and widens the mind to hold the essence of this additional truth or idea forming a new synthesis in the mind. A perfected pure mind is an ordered, cohesive and clear mind that can then prepare to be quiet enough to receive intuition beyond mental striving.

✦ Deeper Self

Part 8 – Deeper Self

When you develop your deeper self to its fullest radiance, you are in touch with the indwelling calmness, peace and authenticity. As much as you are in touch with your deeper self, the indwelling Presence comes to the foreground of your life, casting its Grace. When you lose your connection with the deeper self, the indwelling Presence still does act, but only indirectly and from the background. When you are in touch with your deeper self, you are naturally attuned to your inner guide that propels you towards ever-flourishing truth, goodness, beauty and perfection in your life and work.

You experience unconditional love, faith, gratitude, trust, subtle tenderness and vulnerability in the depths of your heart. Your life and work become sacred offerings. Your mind is silent and receptive to the light of wisdom and intuition.

Your heart directly senses the inner resonance that points to your true and authentic self and your natural calling in life and work.

At its best, you are truly you and through your true self, you make a meaningful and fulfilling contribution to the collective you are a part of.

The deeper self is the causal or the secret leader of all parts of our being. In the beginning the other parts of being of mind, life force and body, veil the presence and workings of deeper self. Through our inner evolution the deeper self emerges forward. It then directs all our life and further evolution through the transformation of all parts of our being.

Third Dip: Key Resources

To enrich our awareness and learning, let's take one more dip into each part of being from the angle of its resources. Each part of being within us has its distinct resources. While the potential of each resource exists in all of us, the degree to which each is developed varies. We invite the reader to slowly connect to each resource within each part of being. The parts of being can be likened to an eight-stringed instrument. Becoming aware of each part of being and developing it is like tuning each string to its most natural and perfect pitch. Locating each resource within each part of being, connecting to it and enhancing it is like fine-tuning the sub-notes of each string of this instrument. What a joyful, adventurous and noble work this can be! With such inner awareness and development, when we play the tune of our inner instrument, our 'being' emits its glorious radiance through all its parts. This luminousness and power are projected onto our actions, behaviours and works.

In this section we present the 'Inner Presence' model, which highlights the eight parts of being along with its resources. The 'Inner Presence' model is derived from the Integral Yoga of Sri Aurobindo. Exploring into the works of Sri Aurobindo, a model called 'Telos', which maps the parts of one's being, was first created by Manoj Pavitran of Auroville and the author. The Telos model further got enriched by inputs from Dr. Devdas Menon of IIT Madras. From the parent model of Telos, the author developed an application model called 'Inner Presence' by further research, distilling the core essence and simplifying the words, so that there was a better connect and reach out to people. The 'Inner Presence' model is also based on the author's own inner experience, inner explorations, intuitive inquiry and through his life work with educators, leaders, workshop participants and coaching. A good many explorations with students in the Self-Awareness courses conducted at IIT Madras, helped in applying and giving life to this model.

More than reading about these resources, locate these within you and sense their nature and essence as you read each sentence.

22 ♦ INTO GREAT DEPTH OF YOUR BEING

Physical		Deeper Self
Part of Being	'Inner Presence' Model	Part of Being
Health Physical Relaxation Grounded Physical Sensitivity Stability of Habits		Unshaken faith Inner Calling Inner Peace & Calm Silence in the mind Intuitive Knowing Sensing Resonance Unconditional Gratitude Unconditional Love
Sensory Enjoyment	Dynamic Energy	Emotional Care
Part of Being	Part of Being	Part of Being
Sensory Acuity Sensory Enjoyment Leisure Aesthetic Sense Comfort Satisfaction	Personal Power Courage Success Driven Confidence Ambition Adventure	Emotional Care Acceptance Emotional Connect Large Heartedness Giving Self-Care Vulnerability Sensitivity Empathy
Objective Mind	Idea Force	Pure Mind
Part of Being	Part of Being	Part of Being
Fact/Data Based Objectivity Detailed Oriented Precision Time Estimation Methodical Tangibility Practicality	Formation of mental images Creating new thoughts or images New pathways of existing thoughts or images Creative Ideation Visual Rendering Purposeful Creation Principle-Centered Living	Core Purpose Conceptual Understanding Culling Out Essence Mental Widening Mental Synthesis

✦ Physical

Part 1 – Physical

Health: Health, lightness, flexibility, immunity and an overall sense of well-being in the body and its parts.

Physical Relaxation: Calmness, sense of ease and relaxedness present in the body.

Grounded: Gravitational pull felt as stable alignment of body to earth and a sense of coordination in its movements.

Physical Sensitivity: Body's own subtle awareness and signals which indicate the quality of nourishment it gets from the environment and the food it consumes.

Stability of Habits: The motion of repeating something as a practice which, once formed, repeats itself unless countered by an alternative practice.

✦ **Just as a reminder:** *The best way to read these resources of each part of being is to connect and delve into them so that they come alive within your experience as you connect to them. That way you will have a greater experiential understanding of your own inner terrain.* ✦

✦ Life Force

Part 2 – Sensory Enjoyment

Sensory Acuity: Sensing subtle differences in tastes, colours, sounds, smells and touches that one experiences.

Sensory Enjoyment: Senses relishing, enjoying and seeking gratification of the pleasures of life.

Leisure: Enjoying the psychological space of letting go of any purpose and engaging in something purely for the joy and sensorial experience of it – no agendas, no hurry, no tension, no ‘rat race’ to run ... just the ‘doing’ of an action because it is fun and gives personal joy.

Aesthetic Sense: Senses undergoing refinement seek sensory stimuli that are beautiful, melodious, soothing and that provide long-lasting nourishment to the senses.

Comfort Satisfaction: Cherishing the simple comforts present in one’s life, to make life easy, simple and convenient.

Part 3 – Dynamic Energy

Personal Power: Filled with a sense of power and authority, with or without any titles or positions.

Courage: Brave, daring and bold in facing new situations or exploring new and challenging terrain.

Success Driven: Striving to be victorious and accomplishing what one wants.

Confidence: Being self-assured and self-reliant to face any challenge head-on, undeterred by the enormity of it.

Ambition: Motivated and driven to aim higher.

Adventure: Exploring and venturing into paths least trodden.

Part 4 – Emotional Care

Emotional Care: Feeling an impulse within the heart to ensure well-being of the other and sensing the urge to do something that benefits them.

Acceptance: A loving energy that acknowledges and respects oneself and others in a non-judgmental way.

Emotional Connect: Feeling within the heart for a position where there is genuine and warm heart-to-heart bond with others and cherishing the bond shared through this connection.

Large Heartedness: Heart expanding its field to connect to a larger group, considering the group's needs as its own and moved to contribute significantly to the group.

Giving: Joyfully offering oneself, one's gifts and talents for the well-being of others; bringing joy into their lives.

Self-Care: Loving, respecting and deeply caring for one self.

Vulnerability: Being willing to 'be' who one truly is and allowing one's self to be seen by others, just the way one is.

Sensitivity: Being aware of the exact emotions the other is going through, and mindful of how one affects others emotions.

Empathy: 'Feeling with' another, the emotions they experience and exuding the warmth of understanding towards them.

✦ Mind

Part 5 – Objective Mind

Fact/Data Based: Seeking measurable and verifiable data to evaluate the relevance or usefulness of something against established benchmarks.

Objectivity: Observing any information objectively and in a detached manner to see its points and details clearly and plainly, without any additions or subtractions stemming from one's own biases and perceptions.

Detail-Oriented: Observing, describing or detailing something comprehensively and exhaustively.

Precision: Making sharp and accurate differentiation of what one observes, measures or communicates.

Time Estimation: Chunking tasks into manageable pieces and assessing the exact time needed to complete it.

Methodical: Following an established plan or process systematically and logically.

Tangibility: Concretizing anything subjective (e.g., emotion) or abstract (e.g., concept) in clear, bounded, specific and relatable terms.

Practicality: Analyzing the usefulness of any action/object and engaging with it only when it gives concrete, applicable and known benefits.



Again a reminder: *As you explore the next set of resources, to actually experience these resources follow the clue of the description given.*



Part 6 – Idea Force

Formation of mental images: Being aware of images forming in one's mind corresponding to whatever one is thinking or communicating.

Creating new thoughts or images: Imagining new realities or solutions in the mind with no reference to what is pre-existing or known.

New pathways of existing thoughts or images: Forming a representation of a situation (in the mind) and making imaginary changes to the situation, to visualize what each change will appear like.

Creative Ideation: Creating a mental image of a situation in its most ideal or hopeful condition.

Visual Rendering: Creating or finding the right image or picture that visually represents what is described in words.

Purposeful Creation: Creating ideas or solutions that most closely embody one's highest vision or purpose.

Principle-Centered Living: Governing one's actions and behaviour by one's central values and principles.

Part 7 – Pure Mind

Core Purpose: Clarifying and re-clarifying one's core values, ideologies and life purpose that govern the whole of one's life and work.

Conceptual Understanding: Framing and using mental models to understand any experience, phenomenon or happening to get an overview/holistic explanation for what is unfolding.

Culling Out Essence: Contemplating on concepts, philosophies, ideologies and values to extract the essential universal truths beneath them.

Mental Expansion: Opening the mind to new and wider complexities, paradigms or paradoxes. Enriching or evolving one's beliefs, perceptions or mental lenses to open up space to consider diverse views points.

Mental Synthesis: Integrating in the mind various diverse core concepts, paradigms or world-views to formulate a central concept, paradigm or world-view that takes in the best of each of the individual viewpoints and weaves them together as a comprehensive whole.

◆ Deeper Self

Part 8 – Deeper Self

Unshaken faith: Centered unwaveringly in belief and faith in a Higher Source, Presence or Existence.

Inner Calling: Sensing intimately the authentic voice or nudge from within, guiding and directing Self.

Silence in the mind: Mind is quiet with no intrusion of thoughts.

Inner Peace & Calm: Connecting to the silence beyond the mind, and allow its incoming peace and calmness to enter and reside in one's being, unaffected by the fluctuations of the external world.

Intuitive Knowing: Concentrating on a subject or a question directly and absorbing or receiving its truth, without having to use the indirect approach of conscious thought.

Sensing Resonance: Recognizing the inner gentle 'stirring' when it points to a deeper connection or sync with an object, person, place, quality, etc. Trusting the inner signal to explore the resonant connection and inspiration.

Unconditional Gratitude: Being in a state of deep and profound thankfulness for everything one experiences in life.

Unconditional Love: Feeling a love present deep within that has no limitations or conditions, but just wants to give unconditionally.

Fourth Dip: Sources of Nourishment

Each part of being needs to be nourished and we can work towards giving this nourishment in a sustained and balanced manner. The source of nourishment can be either internal or external. As you go through the following tabular column, we invite you to make note of which parts of being are being nourished and whether they are receiving their nourishment by internal sources or external stimuli.

Part of Being	Some Internal Sources	Some External Stimuli
Physical	<ul style="list-style-type: none"> ♦ Daily Exercise ♦ Breathing practices ♦ Sound sleep ♦ Healthy habits 	<ul style="list-style-type: none"> ♦ Nutritious and healthy food ♦ Connecting with nature ♦ Living in a clean environment ♦ Medicines tuned to one's body
Sensory Enjoyment	<ul style="list-style-type: none"> ♦ Light heartedness ♦ Aesthetic sensory experience ♦ Being free and at leisure 	<ul style="list-style-type: none"> ♦ Tasty and relishing food ♦ Beauty in nature ♦ Melodious music ♦ Good salary, incentives and rewards ♦ Entertainment ♦ Comforts
Dynamic Energy	<ul style="list-style-type: none"> ♦ Fullness of breath ♦ Enhancing one's strengths ♦ Past glories and successes ♦ Drive to excel ♦ Passion ♦ Confident sense of self 	<ul style="list-style-type: none"> ♦ Designations and titles ♦ Status and power symbols ♦ Others' attention to oneself ♦ Stronger opponent ♦ Challenges ♦ Stories of heroes
Emotional Care	<ul style="list-style-type: none"> ♦ Love and care ♦ Sense of gratitude ♦ Sense of forgiveness ♦ Generosity ♦ Sense of giving 	<ul style="list-style-type: none"> ♦ Love and care of others ♦ Acts of generosity of others ♦ Belonging and bonding closely to a collective group ♦ Intimate time with family

Part of Being	Some Internal Sources	Some External Stimuli
Objective Mind	<ul style="list-style-type: none"> ♦ Conscious word ♦ Precise and methodical observation ♦ Reliable validated knowledge ♦ Concretization ♦ Systematic organization ♦ Estimation and optimization of time 	<ul style="list-style-type: none"> ♦ Precise, accurate and reliable information ♦ Sources of knowledge – books, online forums, etc. ♦ Research data ♦ Tools, questionnaires and processes to measure and quantify something ♦ Planning tools
Idea Force	<ul style="list-style-type: none"> ♦ Imagining a new possibility ♦ Creating a hopeful and ideal situation in the mind ♦ Freeing the mind of the known ♦ Visualizing new ways of fulfilling a purpose or idea ♦ Image-Streaming – Flowing with imagination to explore path of transformation in mind 	<ul style="list-style-type: none"> ♦ New ideas or innovation by others ♦ Creative solutions designed by others ♦ Visual <i>mandalas</i> opening new portals into the unexplored ♦ Collective brainstorming to explore new solutions to manifest purpose and principles
Pure Mind	<ul style="list-style-type: none"> ♦ Culling out core essence or crux ♦ Seeing the connecting thread between diverse ideas or view points ♦ Clarifying the central governing purpose and values ♦ Synthesizing diverse concepts into a central concept 	<ul style="list-style-type: none"> ♦ Holistic frameworks or models that shed light on the essential truth of something or clarify the big picture ♦ Books or shared dialogue spaces that trigger deeper contemplation and enquiry
Deeper Self	<ul style="list-style-type: none"> ♦ Inner Joy ♦ Fulfillment ♦ Intuition ♦ Mental Silence and Peace ♦ Unconditional Love ♦ Faith ♦ Connection with Divine 	<ul style="list-style-type: none"> ♦ Sacred places ♦ Company of wise, compassionate and evolved beings ♦ Being with people who know and live their life's calling and purpose ♦ Quiet places in nature where the vastness, expansiveness, stillness and beauty can be experienced

We do hope you reflected on:

- ◆ Which parts of your being are receiving nourishment each day/week?
- ◆ Is the nourishment internal or external? Both are important. However, often internal sources are far more nourishing, reliable and sustainable in the long term.

Sadhana: Effort, Sincerity and Surrender

As you read and experience each part of being within yourself, you can recognize that in addition to the resources mentioned, each has its limitations too. For example, when we have emotional care and affection, we can also become over-sensitive about or hurt by the emotions of others. It is very important to locate our resources of each part of being and fortify them. It is also imperative to sufficiently purify each part of being to transcend its inherent limitations. Our aim is to bring about the evolution of each part of being in an integral manner.

We will follow a four-fold path towards the fulfillment of our integral aim:

- 1 **Purification:** Together, we will explore and share insights on practices for purifying and transcending the inherent limitations of each part of your being.
- 2 **Development:** We will explore how to fully develop the resources of each part of your being so that they can shine in their entire glory.

Purification and development is best accomplished through *Sadhana* or daily inner-practice. *Sadhana* is necessary to set this evolution in motion, sustain it and transform your inner being.

Sadhana means formulating some simple inner practices to be done each day/week. An inner practice can be aimed at nourishing a specific part of your being. These inner practices can be aimed at

developing the strengths or transcending the limitations of some specific resource (of a particular part of being). The number of parts of being that you want to focus on at a particular point of time depends on your own rhythm and choice. Often one chooses one or two parts of being and develops them to the next level and then works on the others. However, certain parts of being like the physical need to be worked consistently every day.

Through the ages, it has been shown that an individual who can follow such sustained inner practices develops to his or her fullest potential and will be in a position to offer their genius and talents for the benefit of their organization, institution, family, society, nation or the larger world. As we proceed further in this book, you are encouraged to frame your own inner practices to experiment with.

- 3 **Right attitude:** We may put in a lot of effort towards our transformation but our attitude and sincerity also matter. The key points to reflect on would be, 'Are you sincere about your own inner evolution?'; 'Is it something that you do just when you are free or is it an important focus throughout the day?' Sincerity is far more important for our transformation than even the greatest of effort. A sincere attitude is like a catalyst that heightens the offering of our efforts to forward our evolution.
- 4 **Surrender:** We may also remember that transformation is a two-way process. Whatever sincere effort we put in, it needs to have blessings of the Grace or of the One Will that oversees and participates in the working of this Universe. Surrender is an inner poise that enables our deeper self to emerge, transform our efforts into offerings and wait with faith for Time and Grace to intervene in the process of transformation.

The mentioned clarity on sincerity and surrender to Grace were provided by an intuitive insight to the author by Srinivasanji of Sri Aurobindo Society. The following quote by Sri Aurobindo clarifies this point well:

There is nothing unintelligible in what I say about strength and Grace. Strength has a value for spiritual realisation, but to say that it can be done by strength only and by no other means is a violent exaggeration. Grace is not an invention, it is a fact of

spiritual experience. Many who would be considered as mere nothings by the wise and strong have attained by Grace; illiterate, without mental power or training, without “strength” of character or will, they have yet aspired and suddenly or rapidly grown into spiritual realisation, because they had faith or because they were sincere. I do not see why these facts which are facts of spiritual history and of quite ordinary spiritual experience should be discussed and denied and argued as if they were mere matters of speculation. Strength, if it is spiritual, is a power for spiritual realisation; a greater power is sincerity; the greatest power of all is Grace. I have said times without number that if a man is sincere, he will go through in spite of long delay and overwhelming difficulties. I have repeatedly spoken of the Divine Grace. I have referred any number of times to the line of the Gita:

Aham tvā sarvapāpebhyo mokṣayiṣyāmi mā śucaḥ

“I will deliver thee from all sin and evil, do not grieve.”*

Inner Influences the Outer

Your inner presence determines the quality of your outer actions and work.

Let us consider some simple examples to see how inner presence works on your being to increase the quality of your outward actions and work.

Say, for example, a guest comes to your house. There is a great anticipation and a feast is being prepared. Now, for some unexpected reason, the person who is cooking the meal had a big fight with someone at home and is upset. As he or she is cooking, the thoughts are muddled and are racing back and forth, continuously thinking of the harsh words that were exchanged. There are churning emotions in the stomach. Does this inner experience – the thoughts in the mind, the emotions and stress in the body have any influence and impact on the meal prepared?

* Sri Aurobindo, *Letters on Yoga – II, Practice of the Integral Yoga*, (CWSA – Vol. 29) pg. 172. Puducherry: Sri Aurobindo Ashram Trust, 2013

Well of course, yes, as we can experientially validate this. Some errors creep in and in the cook's inner agitation, some extra salt or pepper is often added to the meal. Also, for someone who can sense energetically, the agitations creep and energetically mix with the food! Our inner state affects the quality of what we do.

Reflect if this inference of inner state affecting outer actions and work is true in your life too. Here are a few more examples to reflect upon:

When we

- ◆ Feel good within and have hope in our hearts, the whole world seems inspiring.
- ◆ Feel loved and taken care of, we easily express our love and care to others, plants and the environment.
- ◆ Are more alert within, we can easily grasp all details in our outer environment.
- ◆ Are determined and strong, even the biggest hurdle seems conquerable.
- ◆ Are healthy, we can endure any physical ordeal imposed on us.

The inner presence is a function of the state of one's mind, vital energy, body and inner guide at any given point of time. If a human being can hold a state of concentration and curiosity of the mind; passion, care and hope in the vital life-energy; a healthy and relaxed body; and the inner fire of growth and evolution deep within, the human is truly in a most conducive state for learning, working and action which will show up as excellence and mastery.

Outer Influences the Inner

The qualitative nature of the outer environment you are part of and identified with, influences the state of your inner presence.

Let's explore this phenomenon with a few examples:

- ◆ Imagine you live in a messy room. Things are thrown around everywhere – on the floor, on the reading desk and inside that *secret* last drawer of your table. If anyone bothers to push forward your reading desk that is against the wall, they will be greeted by cobwebs and small bits of paper. Let's say you have been living in this space for about a year, what would be the condition of your inner state? A good chance is, if you are aware, you may find your own inner space muddled with confusing thoughts. Are you prepared to carry out an experiment, in case you have such a messy room or desk? Clean up the space and put everything in order. And if you can, invite in some aesthetic beauty into the space. Bring in some subtle decoration, colour, dynamism and beauty into that space. Notice what happens to your mind and how you feel. Many participants from our courses have participated in this experiment and invariably they report that when the outer space is ordered and cleaned, surprisingly, their mind is clearer and they actually feel much better and energetic!
- ◆ Say, you have been juggling multiple projects and deadlines and you just take a vacation. You go to a beautiful hill station. And on one of the rare days that you wake up early, you step out for a walk. As you walk down the stairs of your room, the gentle chill morning air touches you. As you walk, the morning flowers and their fragrance greet you, just as they are ready to greet the rising sun. You hear birds chirping and you just take in this vast view. If you continue to walk, connecting to nature and taking in its beauty, soon you will find a big shift in your inner state from what it was in the last few days. You will feel fresh, calm, happy and more energized. It is almost as if the state of the outer nature, as you connected to it and enjoyed it transferred itself or permeated into you. It is almost as if you absorbed the quality of the outer nature through a process of osmosis.
- ◆ Say you have been living with someone for a long period of time. If you look carefully, you can observe that slowly some of his or her mannerisms, nature, characters and values have become yours.
- ◆ If you work with an organization for a long time, the culture of the organization becomes your own conscious or unconscious values.

Examples such as these are galore. The core point is whatever the quality and nature of the environment you are part of, gradually that becomes your nature as well!

Hence at work, home and outside, it becomes imperative to carefully and consciously choose the environment and collective that you are a part of.

Aspiration: To Evolve

Life is often confusing. Often, we don't know what path to take and we get multiple and contradictory opinions from society, parents, teachers, guides, colleagues, bosses, friends, brothers and sisters. Since there is no 'center' formed within, we are often swayed, tossed and thrown around. This is the way, we often travel through life and at times, it is a marvel how in spite of all this, we do accomplish something. Our aspiration tends to flicker and waver. One day, we want something and the next day, we drop it and go after something else or convince ourselves that we want something else. Most often, we run after transitory pleasures discovering soon that they quench partially the deeper thirst and bind us in a pattern of seeking something superficial.

It is a turning point for the individual when he or she discovers that they are born into this world for a definitive purpose. It is not by chance that they were born to a certain kind of parents, went to a particular school and had unique experiences with opportunities and challenges that repeated themselves in their lives. Even though, in the beginning, he or she is not conscious of why all these are happening and for what role he or she is being prepared for, nevertheless nothing is by chance and everything is meant to serve a larger purpose for the individual and the collective.

It is almost like the opening of a second chapter in one's life when the individual begins to ask the question – 'Can I really find out my life purpose, my unique role and work?' and lives with the quest for the rest of one's life.

The intelligence of this vast Universe is of a high order. Even the highest scientific advancement cannot create a tiny fraction of the splendour of the life we are part of. So, why are individuals born and

do they have any specific role to play as part of this Universe? Both scientists and yogis agree that the Universe is evolving. The scientist looks at the outer forms in the Universe and arrives at the conclusion that the Universe is evolving. The yogi, the spiritual master/the wise person, goes within and observes consciousness. They too arrive at the conclusion that matter, life, mind and spirit are all evolving, directed from within. Let's introduce a hypothesis now, which is to be verified from personal experience. If something is part of a Whole, that something will have its own individual characteristics but it will also share some core nature with the Whole of which it is an integral part. The human is perhaps, at this point, the highest in the evolution cycle. He or she being part of the Whole would perhaps have the same evolving quality in the core of his or her 'within'.

We shall now introduce a second hypothesis, again something, which we shall experientially verify in the course of our journey through this book. What if there is an Inner Flame within us, which through its light and will is guiding us in our own evolution and to manifest our unique work and role in the outer world we are part of? Have you at times felt that when you were doing something and heading in a certain direction, something within you said that it was the wrong choice? Have you been presented with several opportunities and options in life and sometimes, intuitively, you knew which one was the best for you? Every individual, if they are aware, would have several experiences of this kind. What is directing you from within? Do you aspire to stay connected with this inner guiding force?

When a practitioner develops a steady aspiration to connect to this inner guiding Presence within, invariably, they start getting clues like in a treasure hunt and eventually, get answers to their questions in life. They start finding answers to fundamental questions like – 'What is my most authentic nature and what is my true role and purpose in this world?' and 'What choices will ensure personal evolution, holistic learning and contribution to the world?'

Are you ready to explore deeper your own unique life purpose and work?

If the reader navigates this book lighted by the steady flame of aspiration, all the knowledge, insights and deeper truths of which this book is one formation, can be revealed to the reader through direct contact with their own Self and Source.

We encourage the reader to engage experientially with the book to derive maximum value and transformation. This book is intended to serve as a personal companion to connect deeper and transform your inner presence, thus playing out your true potential and purpose in life and work.

Teach this Chapter to Someone!

You could be a leader, working professional, parent, teacher, student or playing some other role in the world. We encourage you to teach each chapter to someone else as you read and connect with it. Apart from just reading, we learn a lot experientially when we teach it as well. So at the end of each chapter, we will share some questions or guidelines to support in teaching that chapter to someone else. Wishing you loads of fun and learning by doing the same!

Guidelines

- ◆ We would encourage readers to largely focus on the resources and strengths when they facilitate this learning and connection to Inner Presence for another person. Inner Presence has both its strengths and limitations. We have seen that focusing a great deal on the limitations leads to loss of morale and often people zoom into it and create a 'bind' or a 'lock'. This sometimes leads to a sinking down into one's own untransformed self. In this book, we will see limitations only to recognize what strength is needed to bring into it. Our aim is to build up our resources and fortify us fully with their strength so that no limitation can touch us. Ultimately, our aim is that the gifts of the deeper self, fill all parts of our mind, life energy and the physical. So in your teaching space with someone else, focus largely on the resources and strengths present within yourself and the other person.
- ◆ Connect to the nature of each part of your being and share how you experience them within you. Use the words in this book as pointers and keep your sharing experiential.
- ◆ Take the table in the section on 'Third Dip: Key Resources (page 22)' and convert this into a game. Each of you may keep a copy of the list. One of you can call out a resource in random order. The other person can a) Guess which part of being it

belongs to; b) Connect to this resource within them; c) Share 2–3 times in the past when both of you experienced the presence of this resource; d) Visualize what advantage the presence of this resource, at your being level, gives for you in your life and work; and e) Share one or two specific ways of how this resource can be developed to its fullest potential.

- ◆ Use the tabular column of ‘Fourth Dip: Sources of Nourishment (page 30)’ to make a chart to indicate the degree of nourishment you are receiving for each part of your being. Also write down whether the sources of nourishment are internal or external. Share with each other your insights and how specifically you can provide specific nourishment for each part of your being.
- ◆ When you do these exercises and share with the other person, keep a mood of wonder filled with a sense of curiosity to learn and discover more.
- ◆ Once again keep your attention on the resources and strengths. If either of you feel that some resource is not well developed, then ask:
 - ◆ On a scale of 1 to 10 how much is this developed, 1 being lowest and 10 being highest? Say the answer is ‘x’.
 - ◆ Whatever the numbers, how much ever low it is, ask, ‘What makes ‘x’ an ‘x’? It is not zero right. What is already going well that it is an ‘x’ now?’
 - ◆ Then ask, ‘What level on a scale of 1 to 10 would you like this resource to be?’
 - ◆ A follow through question can be, ‘What do you need to do from your end to enable the resource to develop to your desired level?’
- ◆ The key thing is when you teach, both of you can connect and play with the resources to allow it to come alive.

