

Закрытый клуб

Читаем вместе по-английски

'The Monk Who Sold His Ferrari' by Robin Sharma



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Lesson 14

The Monk Who Sold His Ferrari

Chapter 9, Part 2

Chapter 9, Part 2

The Ancient Art of Self-Leadership



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Chapter 9 – The Ancient Art of Self-Leadership

- "**What does courage have to do with** self-leadership and personal development?" I wondered aloud.
- "Courage allows you to run your own race. Courage allows you to do whatever you want to do because you know that it is right. Courage gives you the self-control to **persist** where others **have failed**. Ultimately, the degree of courage you live with determines the amount of fulfillment you receive.

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- It allows you to truly realize all the exquisite wonders of the **epic** that is your life. And those who **master themselves** have an abundance of courage."
- "Okay. I am starting to understand the power of **working on myself**. Where do I start?"

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- Julian returned to his conversation with Yogi Raman **high atop** the mountains, on what he remembered as a **remarkably starry** and **gloriously** beautiful night.
- "**Initially**, I too **had trouble with** the notion of self-improvement. **After all**, I was a **tough**, Harvard-trained legal **gunslinger** who had no time for New Age theories **forced on me** by what I thought were people with bad **haircuts** who **hung out** at airports.

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- I was wrong. It was this **close-mindedness** that **was holding** my life **back** all of those years. **The more** I listened to Yogi Raman and **the more** I **reflected on** the pain and suffering of my former world, the more I **welcomed** the philosophy of kaizen, constant and **never-ending enrichment** of the mind, body and soul, into my new life," Julian **asserted**.

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- "Why am I hearing so much about the 'mind, body and soul' **these days?** It seems I can't even **turn on the tube** without someone **making mention of** it."
- "This is the trilogy of your human **endowments**. To improve your mind without the cultivation of your physical gifts would be a very **hollow victory**. **Elevating** your mind and body to their highest level without nurturing your soul would leave you feeling very **empty** and **unfulfilled**."

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- But when you **dedicate** your energies to **unlocking** the full potential of all three of your human endowments, you will **taste** the divine ecstasy of an enlightened life."
- "You've got me pretty excited, **pal.**"
- "**As to** your question about where to start, I promise that I will give you a number of ancient yet powerful techniques **in a few moments.** But first I must share a practical illustration with you. **Get into push-up position.**"

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- '**Good grief,** Julian's become a **drill sergeant,**' I silently thought. Being curious and wishing to keep my cup empty, I **complied.**
- "Now do as many **push-ups** as you can possibly do. Don't stop until you truly are certain that you cannot do any more."

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- I struggled with the exercise, my two-hundred-and-fifteen-pound **frame not being used to** much more than walking to the nearest McDonald's with my kids or **meandering** through a **round of golf** with my law partners. The first fifteen push-ups were **pure** agony. With the heat of that summer evening **adding to** my discomfort, I started to **sweat profusely.**

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- However, I **was determined not to** show any signs of weakness and **carried on** until my **vanity** started to **give way** along with my arms. At twenty-three push-ups I **gave up.**
- "**No more,** Julian. This is killing me. What are you trying to do here?"
- "Are you certain that you can't do any more?"

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- "I'm sure. **C'mon, give me a break.** The only lesson I'm going **to learn** from this is what to do for a **heart attack.**"
- "Do ten more. Then you can rest," commanded Julian.
- **"You've got to be kidding!"**
- But I continued. One. Two. Five. Eight. And finally ten. I **lay** on the floor in total exhaustion.

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- "I went through **precisely** the same experience with Yogi Raman the night he shared his special fable with me," said Julian. "He told me that pain was a great teacher."
- "What could anyone possibly **learn from an experience like this?**" I asked **breathlessly**.

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- "Yogi Raman, and all of the Sages of Sivana **for that matter,** believed that people grow the most when they enter the Zone of the Unknown."
- "Okay. But **what does that have to do with making me do** all those push-ups?"
- "You told me after you had done twenty-three that you couldn't do any more."

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- You told me that this was your **absolute limit**. Yet, when I challenged you to do more, you responded with another ten push-ups. You had more inside you and when you reached for your resources, you received more. Yogi Raman explained a fundamental truth to me whilst I was his student: 'The only limits on your life are those that you **set yourself**.'

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- When you **dare to** get out of your circle of comfort and explore the unknown, you start to liberate your true human potential. This is the first step towards self-mastery and mastery over every other circumstance in your life. When you **push beyond your limits**, just as you did in this little demonstration, you unlock mental and physical reserves that you never thought you had."

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- **'Fascinating,'** I thought. **Come to think of it,** I had recently read in a book that the **average person** uses only a **minute** measure of his human capacity. I wondered what we could do if we started using the remaining reservoir of our abilities.
- Julian sensed he **was on a roll.**
- "You practice the art of kaizen by **pushing yourself** daily.

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- **Work hard** to improve your mind and body. Nourish your spirit. Do the things you fear. Start to live with unbridled energy and limitless enthusiasm. **Watch the sun rise.** Dance in a **rain shower.** Be the person you **dream of being.** Do the things you have always wanted to do but didn't because you **tricked yourself into believing** that you were too young, too old, too rich or too poor.

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- Prepare to live a **soaring**, fully alive life. In the East they say that luck **favors** the **prepared mind**. I believe that life favors the prepared mind."
- Julian continued his passionate **discourse**. "Identify the things that are holding you back. **Are you scared of speaking** or do you have trouble in your relationships? Do you **lack** a positive **attitude** or do you need more energy?"

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- **Make a written inventory of** your weaknesses. Satisfied people are **far more thoughtful** than others. **Take the time** to reflect on what it is that might be keeping you from the life you really want and know **deep down** you can have. Once you have identified what your weaknesses are, the next step is to **face them head on** and attack your fears. If you fear public speaking, **sign up** to give twenty speeches.

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- If you fear starting a new business or getting out of a **dissatisfying** relationship, **muster** every ounce of your **inner resolve** and do it. This might be the first taste of real freedom that you have experienced in years. Fear is nothing more than a mental monster you have created, a negative **stream of consciousness.**"

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- "Fear is nothing more than a negative stream of consciousness? I like that. You mean all my fears are nothing more than imaginary little **gremlins** that **have crept into** my mind over the years?"
- "Exactly, John. Every time they have **prevented you from taking** some action, you have added fuel to their fire. But when you **conquer** your fears, you conquer your life."

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- "I need an example."
- "Sure. **Let's take public speaking**, an activity most people fear more than death itself. When I was a litigator, I actually saw lawyers who were scared of stepping into court. They would do anything, **including settling** their client's otherwise **worthy cases** just to avoid the pain of getting up on their feet inside a **packed** courtroom."

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- "I've seen them too."
- "Do you actually think that they were born with this fear?"
- **"I sure hope not."**
- "Study a baby. She has no limits. Her mind is a **lush landscape** of potential and possibility. Properly cultivated, it will lead her to greatness. Filled with negativity, it will lead her to **mediocrity, at best.**

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- What I am saying is this: no experience, whether it is public speaking or asking your boss for a **raise** or swimming in a **sun-soaked** lake or walking along the beach on a **moonlit night**, is **inherently** painful or pleasant. It is your thinking that makes it so."
- "Interesting."

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- "A baby could be trained to view a **glorious** sunny day as **depressing**. A child could be trained to see a **puppy** as a **vicious** animal. An adult could be trained to see a drug as a pleasant **vehicle** for **release**. It's all a matter of conditioning, isn't it?"
- "Sure."

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- **"The same holds true of** fear. Fear is a **conditioned response**: a **life-sucking** habit that can easily **consume** your energy, creativity and spirit if you are not careful. When fear **rears** its **ugly** head, **beat it down** quickly. The best way to do that is to do the thing you fear. Understand the anatomy of fear. It is your own **creation**.

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- Like any other creation, it is just as easy to **tear it down** as it is to **erect** it. **Methodically search for** and then destroy every fear that **has** secretly **slid** into the **fortress** of your mind. This alone will give you **enormous confidence**, happiness and **peace of mind.**"
- "Can a person's mind actually be fully **fearless?**" I asked.

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- "Great question. The answer is an **unequivocal** and **emphatic** 'Yes!' **Each and every one of** the Sages of Sivana was absolutely fearless. You could see it in the way they walked. You could see it in the way they talked. You could see it when you looked deep into their eyes and I'll tell you something else, John."

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- "What," I asked, **fascinated by** what I was hearing.
- "I too am fearless. I know myself and I **have come to see** that my natural state is one of **indomitable** strength and unlimited potential. It was just that I was blocked by all those years of **self-neglect** and unbalanced thinking. I'll tell you another thing. When you **erase** fear from your mind, you start to look younger and your health becomes more vibrant."

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- 'Ah, the old mind-body connection,' I replied, hoping to mask my **ignorance**.
- "Yes. The sages of the East have known about it for over five thousand years. Hardly 'new age,'" he said, with a broad grin **lighting up** his radiant face.
- "The sages shared another powerful principle with me which I think about often. I think it will be **invaluable** to you as you walk the path of self-leadership and personal mastery.

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- It has given me motivation **at times** when I **feel like taking things easy**. The philosophy can be stated **succinctly**: what **sets** highly actualized people **apart from** those who never live inspired lives is that they do those things that less developed people don't like doing – even though they might not like doing them either.

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- "Truly enlightened people, those who experience deep happiness daily, **are prepared to put off short-term pleasure for the sake of long-term fulfillment.** So they **tackle** their weaknesses and fears **head on,** even if dipping into the zone of the unknown brings with it a **measure** of discomfort. They **resolve to live by** the wisdom of kaizen, improving every aspect of themselves **ceaselessly** and continuously.

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- With time, things that were once difficult become easy. Fears that once **prevented them from** all the happiness, health and prosperity they deserved **fall to the wayside** like **stickmen toppled by a hurricane.**"
- "So you're suggesting that I must change myself before I change my life?"

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- "Yes. It's like that old story my **favorite** professor told me when I was in law school. One night a father was relaxing with his newspaper after a long day at the office. His son, who wanted to play, **kept on pestering** him. Finally, **fed up**, the father **ripped out** a picture of the globe that was in the paper and **tore it into** a hundred **tiny** pieces.

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- 'Here son, **go ahead** and **try to put this back together.**' he said, hoping that this would keep the little boy busy long enough for him to finish reading his paper. **To his amazement,** his son returned after only one minute with the globe perfectly back together.

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- When the **startled** father asked how he achieved this **feat**, the son smiled gently and replied 'Dad, on the other side of the globe there was a picture of a person, and once I got the person together, the world was okay.'"
- "That's a great story."

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- "You see John, the wisest people I have ever met, from the Sages of Sivana to my professors at Harvard Law School, all **seem to know** the key formula for happiness."
- "Do continue," I said with a **hint** of impatience.

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- "It's precisely what I said earlier: happiness comes through the progressive realization of a worthy objective. When you are doing what you truly love to do you **are bound to** find deep **contentment.**"
- "If happiness comes to everyone who simply does what they love doing, why are so many people **miserable?**"

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- **"Fair point,** John. Doing what you love, whether this means **giving up** the work you are presently doing to become an actor or spending less time on those things that are less important to **make time for** those things that are more **meaningful,** requires **a great deal of** courage.

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- It requires you to **step out of** your **comfort zone**. And change is always a little uncomfortable **at first**. It is also more than a little risky. Having said this, this is the **surest** way to **design** a more joyful life."

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