



## LESSON 1: Determining Your Legacy

**(Please be sure to print this lesson out on three-hole punch paper so that you can keep it in your PPS Success binder)**

### *1-D Overcoming Common Obstacles*

#### **Return of the Ants!**

In the previous chapter of lesson 1, we talked briefly about ants. These ants are beliefs that slowly chew away at your motivation, making you feel as though your legacy is unattainable. In this last chapter of lesson 1, I want to look at some other barriers that you can face while journeying on the path to your legacy. These obstacles can leave you stuck in a job or living a life that leaves you feeling unfulfilled and unsatisfied. The more you become aware of these barriers, the better you will be able to choose a life's work that you truly love, a life's work that will allow you to retain your sense of freedom.

Many of you will be challenged in a whole variety of ways as you work on your legacy. In fact, the harsh reality is that not everyone finds his or her legacy. Even some of you in this program with all the training I'll give you may not find your legacy in this lifetime. *Don't let this fact deter you!* It may be that you're *not supposed* to find your legacy. You may be here to learn to find peace and happiness within yourself and not have a mission. Yogananda said that we didn't come here to do anything. We came here to remember who and what we are. So if you take all this training and you find that it's very frustrating and challenging to discover your legacy, it may be that what you're supposed to do in this lifetime is to become happy and successful at simply *being*.

It may also be that some of you will discover your true legacy, but for one reason or another, you can't transition immediately to that legacy. You'll have to work into your legacy and this lesson will help you to learn how to do that. Others of you will have an epiphany. You will discover your legacy, drop everything else and go after that legacy with every ounce of energy that you can muster. Regardless of which one of these



categories you fall into, this lesson will teach you how to live as a legacy, to live with passion. You will learn how to choose the right work to align your body, mind and soul.

### **Your Legacy and You or The Importance of Managing Your Legacy**

Your legacy affects you in very real ways. Your legacy feeds your soul. The extent to which that legacy enlivens you and nourishes your soul depends upon how much you enliven and energize that legacy. If you let the ants infest your thoughts, you won't enliven that legacy at all. The consequence is that your legacy will appear a dim, nearly unreachable possibility. When looked at that way, it's hard to see how your legacy would motivate you or enliven you at all!

When you're detached from your legacy, your legacy flows from you *but does not manage you*. When you're healthy and you're living a balanced life, you control your legacy. This may sound a bit odd. I've just claimed, really, that *your legacy can control you*. How can this be? Your legacy provides a constant Kosmic charge and that charge or energy needs to be carefully managed. If it isn't, you can become addicted to it. Someone addicted to this charge is a workaholic and gets so hell-bent on their legacy that they lose sight of their other responsibilities in the pursuit of their work. You can usually tell who these people are right away, they are so focused on their projects, selling more houses, winning more games or treating more clients that everything else in their life comes in a very distant second place behind their work. This is why, as I say, it is important that your legacy flows from you, that you control your legacy and not the other way around. The person infested with ants has no real vision of their legacy. The workaholic is obsessed with that vision. Both are problematic.

In addition to becoming addicted to the Kosmic charge and channeling that energy solely in the direction of your legacy, it is also possible to have that charge *diluted to the point of impotence*. In the beginning of the journey towards your legacy, you may often have to work in a job that is not your legacy, but *leads to your legacy*. As I said, sometimes it simply isn't possible to drop everything in pursuit of your dream. While holding your legacy in your heart, you will still attract that Kosmic energy and the materials to further your legacy even when working a job that isn't your legacy. You just need to be careful



that you don't get spread so thin that the charge is spent in ways that don't further you along your path.

So in the end, it is crucial to learn not to mismanage the energy coming from your legacy. You can become addicted to it or you can spend it in ways that don't help you closer to your dreams. *Learn to manage your legacy.*

### How Fears Can Prevent You From Realizing Your Legacy



I often ask people why they haven't realized their dreams and more often than not they tell me that they feel a bit like a fly in an entomologist's display case. They feel stuck. These aren't necessarily people overwhelmed by work or poverty. I've heard it from well-educated people who have plenty of time and plenty of money. So why are they stuck? Here are some common reasons:

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- 1) **Fear of Failure** – Anyone that has a fear of failure doesn't really understand life. *The only way to fail at something is to give up.* Barring that, there is no failure!
- 2) **Fear of Rejection** – This fear, at its root, comes from placing too much worth in others' opinions. None of the great thinkers or inventors of our time achieved their level of greatness because of their conformity with what others thought. Einstein was famous because he broke with Newton's thoughts on the absoluteness of time, not because he embraced them. If you have a fear of rejection, just remember this saying, "If you want to be successful, move at 90° to the pack."
- 3) **Fear of Reality** – One of the reasons why we have such massive consumption of drugs these days is because people just can't bear to face reality. As we'll



see in Lesson 2 and future lessons as well, there is nothing to fear about reality. We're all here to learn.

- 4) **Fear of Losing Identity** – People often identify their value with a high profile job or income. A well-known stockbroker may worry that she will lose her identity, her friends and her family if she abandons her job at the brokerage to live her dream of being a gardener. It's hard to see how anyone would lose their identity or lose face if they lived the life that they truly loved. It's hard to see how living a life that doesn't bring joy and enliven the person living it would *ever* be a life that one would want to call their identity.
- 5) **Fear of Pain and Sacrifice** – This fear can be crippling when it comes to living your legacy. There is no way that any one of us has achieved or will achieve our legacy without meeting some pain and resistance. But just as a little pain and resistance can be beneficial when you're in the gym so too can it be beneficial here. Without the pain generated through resistance training your body wouldn't be able to build new muscle tissue. It's the same with your legacy – the pain and the trials that we experience as we grow towards our legacy provide the very materials that we need to evolve.
- 6) **Fear of Commitment** – This is quite a common fear and as you'll see, it often has its origins in how the individual was raised. The first place we learn about most things is through our parents. This includes commitment and so anyone who has parents who had difficulties committing to anything – family, work, a spouse and so forth – is someone who may well have a fear of committing to anything themselves. As I'll show you soon, all it takes to fix this is to really focus on what you want.
- 7) **Fear of Making the Wrong Choice** – This also has its roots in childhood experiences. If a child hears, "You're wrong!" or "You're stupid!" frequently, of course they'll have a fear of making the wrong choice. We are all here to self-realize. We are all here to learn. In many ways, fear of making the wrong choice is really a fear of learning. You can't learn or grow without making some incorrect decisions along the way.
- 8) **Fear of Not Being in Control**
- 9) **Fear that "It will never work"** – Both number eight and nine are Ants. Just as with any other ant they need to be stamped out and pushed aside. Rather

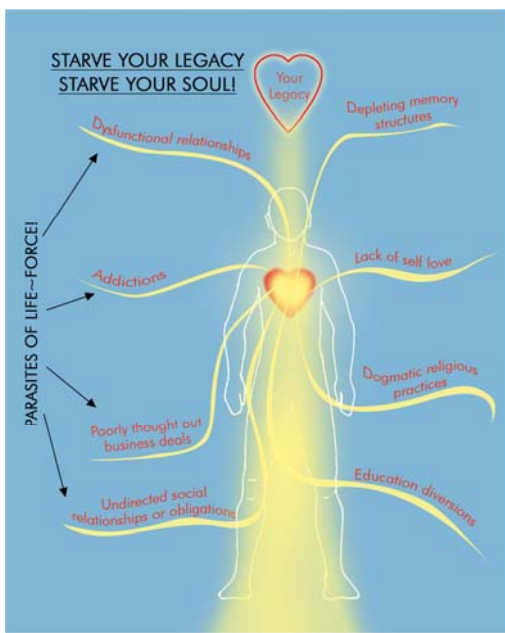


than focusing on what cAN'T happen and letting that eat away at our motivation, we need to forge on. Remember, you're working towards *your purpose*. There isn't any better reward!

- 10) **Fear of Success** – Success is essentially getting what you want. Oddly enough, many people just don't know what will do when they actually get what they want. Some worry that they won't be able to handle their addictive behaviors when they start to become successful and begin to generate large amounts of money. That's why it's so important to get clear on what it means for you to be successful, to be happy and to be free.

It should be clear now that it is fear of one kind or another that is really the cause of most roadblocks to living your legacy. Since that's the case, I want to get clear on the nature of fear. Fear is just *false evidence appearing real*. Our perceptions color how we view the world, and it's that coloring that drives our fear. That's right, people are afraid of their own perceptions! Fear is just an ignorance of how things really are and this means that *the best remedy for fear is education*. This also means that the best way to achieve your legacy is to empower yourself by educating yourself.

### Starve Your Legacy, Starve Your Soul!



As it turns out, only about 2% of people live their legacy. That's it. This means that 98% of all the people out there aren't living their legacy, and probably *don't even know what a legacy even is!* Think about it. Did you know what it meant to live according to a legacy before you started this program? If you did that's great, but if you didn't you do now and that's a huge difference between you and the other 98%. The real problem here is that the 98% of the population that doesn't live their legacy will have a difficult time understanding you as you strive to live your legacy. They will provide distractions of all



kinds and you need to be careful to avoid having the energy you could devote to your legacy drained away by those distractions. You will need to learn to manage your energy. Remember that living according your legacy means that you will be energized. Your legacy nourishes your soul and provides a Kosmic charge. You may feel like you have limitless energy, but you need to manage that energy to avoid the effects of energy parasites.

There are many different kinds of energy parasites. If you look at the diagram on the previous page, you will see a number of the most common life~force parasites that I have encountered with my clients. You may even think of others that are particular to your own life. You energize your legacy just as it nourishes you. If you allow these parasites to siphon your energy you will end up starving your legacy. This pushes you further from achieving your purpose and in turn your legacy will provide your soul with less energy. Don't let the parasites starve you!

### **Engrams, Locks, Memes and Your Legacy**

This is more of a promissory note really, because we'll address Engrams, Locks and Memes more thoroughly in Lesson 2. What I want to make you aware of here is that these cognitive entities can often lead to a life of wishing but never having. Crudely, memes are just self-replicating beliefs and ideas that operate *independently of the wellbeing of their host*. This is why lots of people liken them to viruses. Just as a virus uses the cellular machinery of its host to reproduce itself to the destruction of the host cell, so too can a meme use the mental machinery of your brain to reproduce itself *to the destruction or decay of its host brain*. This sounds like a frightening possibility and it can be. What I will share with you now though is good news. Research shows that any strong motive coupled with emotion can override a meme. So we aren't without preventative measures against harmful memes.



## **Moving Past the Obstacles: Choosing a Job that Supports Your Legacy**

*Work offers the individual the opportunity to share acts of love and beauty, to see himself reflected in the image of his work.... We must, if we count life valuable, consider what we are working for.*

~Laurance G. Boldt, *Zen and the Art of Making a Living*

Now that you know about many of the major difficulties you will face while journeying towards your legacy, let's talk about some positive actions you can take to enhance your ability to live your legacy. You can begin by choosing work that contributes to, leads to, or supports your legacy.

How do you choose work that contributes to your legacy? Let's begin by reconceptualizing what it means work for an organization. Matter is just trapped ideas or trapped energy. In the same way, all organizations are ideas realized in material form. Each organization is the expression of an idea or collection of ideas and because minds carry ideas, each organization needs minds to realize their potential. Organizations need energy and effort to realize their potential as well. What this all boils down to is that *every* organization represents an opportunity for someone to come in and be a part of that organization's struggle to realize its potential.

The rest of this lesson is dedicated to helping you to find the right opportunity and the right organization for you to work towards your legacy. When you look for an organization now, it isn't the hiring managers that are interviewing you. Rather, *you are interviewing the organization*. You are looking for the right fit for your needs.

Now finding a job that meets your needs may sound easier said than done, but *you can always find an opportunity if you are serious and you really want to move forward in your evolution*. Moreover, if you can fall in love with the process of finding your legacy and love your work as you are moving forward, you will be resonating beautiful energy to attract beautiful things to you. And when you find your legacy, you will be conditioned for the amount of energy that passes through you.



## Your Value Set

The most important step to finding a job that supports your journey on the path to a legacy is to be very clear on your value set. Without knowing your value set, you are just as likely to take a job that diverts you from your legacy. Remember that if you aren't working for your values, you are working for someone else's values. This means you could be supporting the polluting of the environment, the poisoning of young minds and bodies or the oppression of people in other countries. Thus it is *vital* that you understand your values. The final exercise of Lesson 1 is designed to help you clarify your value set.

If you look at the picture on the next page, you will see what I call a "Value Tree." The Value Tree is organized by phases of spiritual development. Written on the trunk of the tree, near the roots is the expression "I AM."







This trunk is you. It also represents the first phase of spiritual development. This level of development is characterized by learning to take care of yourself and learning who you are. So the first step in creating your value tree and understanding your value set is to get a sense of who you are and what your purpose is. Understanding the particularities of the following characteristics *as they relate to you* is important to this first phase of spiritual development:

1) My purpose is:

2) My physical health needs are:

3) My mental health needs are:



4) My time needs are:

5) My rhythm is:

6) My spiritual philosophy is:

7) My space needs are:



8) My family needs are:

9) My cultural needs are:

10) My social needs are:

This understanding of yourself is a necessary first step to values that are outwardly or other directed. You cannot value others and you cannot give to others until you understand yourself and your own values first. This is why you are the trunk of the tree. Don't even think about the branches and leaves of this tree until you've become very clear on these root values. All of these values give you the energy to have a "WE" life. If you don't have these or aren't clear on what they are then you're like a tree without a strong root system. You won't be able to get nourishment to the rest of the tree and those branches will be shriveled, withered limbs. Any time you go into WE relationships and





4) What are your environmental needs?

5) What do work relationships offer me?

6) What are my income requirements?

7) What is my skill set?



8) What is my skill set worth?

9) I am willing to accept how much responsibility?

10) Do I need training?

11) How challenged do I want to be to grow?



### 12) How do my rhythms compare to the required rhythms?

All of these questions are focused on understanding the kind of WE relationships you can best form. They are the values that constitute your WE relationships. Again, if you don't know what these are, you can end up in relationships in which you are undervalued, unhealthy, stunt your spiritual growth, don't make use of your strengths and worst of all, don't contribute to your purpose in life.

Once you've reasoned through your WE values you can move up to the highest branches of the tree where we find final level of spiritual development: the "ALL" phase. The ALL phase of development is a phase of relationships, just as the WE level was. However, where the WE phase is concerned with singular relationships, the ALL phase is concerned with multiple relationships. Moreover, these relationships may be less direct than WE relationships. Despite that indirectness, these relationships can have profound effects on a great many people and for that reason are no less important than We relations. You can understand your ALL values better by asking the following questions:

#### 1) Do my other values match up with the values of my workplace?







Even the smallest of companies has effects on a surprising number of people. This is why it is so important that you think about these questions that I've listed above. Remember that when you go to a job interview, this isn't just the organization's opportunity to interview you. *You* are interviewing the organization as well. When you do go to that interview, think about how that organization would fit with respect to your ALL values. If you can do that you are well on your way to finding a job that will support your legacy.

The work you do and the way you do it is the difference between saying to the Universe, "I'm not sure what my legacy is," and "I don't care what my legacy is." If are able to do your job with energy and passion, even if you don't believe that it is your legacy, the Universe will reward you. So find yourself a job that matches your value set and you'll find a job that enlivens you and drives your passions.

**\*\*\* STOP!** Before you go on to the next section of the manual, go back to the beginning of this section and read through it once again. As you do so, take the time to write down at least a sketch of an answer for each of the questions at the respective level of spiritual development. **\*\*\***

### Your Value Tree Mind Map



Now that you've seen my Value Tree guide, it's time for you to grow your own Value Tree. Start off by drawing a winter tree, or a tree that has lost all of its leaves, in the center of a sheet of white paper similar to the paper you used to create your first mind map and Mandala. Now go through each of the questions that I've listed above to help you determine your value set. As with the tree I used to illustrate this concept, draw or write your I AM values below the root structure, in the soil. Draw or write your WE values in the lower limbs of the tree and finally, draw or write your ALL values in the upper limbs of the tree. When you've completed your creation, take a picture of it as you did with your other creations and send that picture to James at [dean@paulchek.com](mailto:dean@paulchek.com).

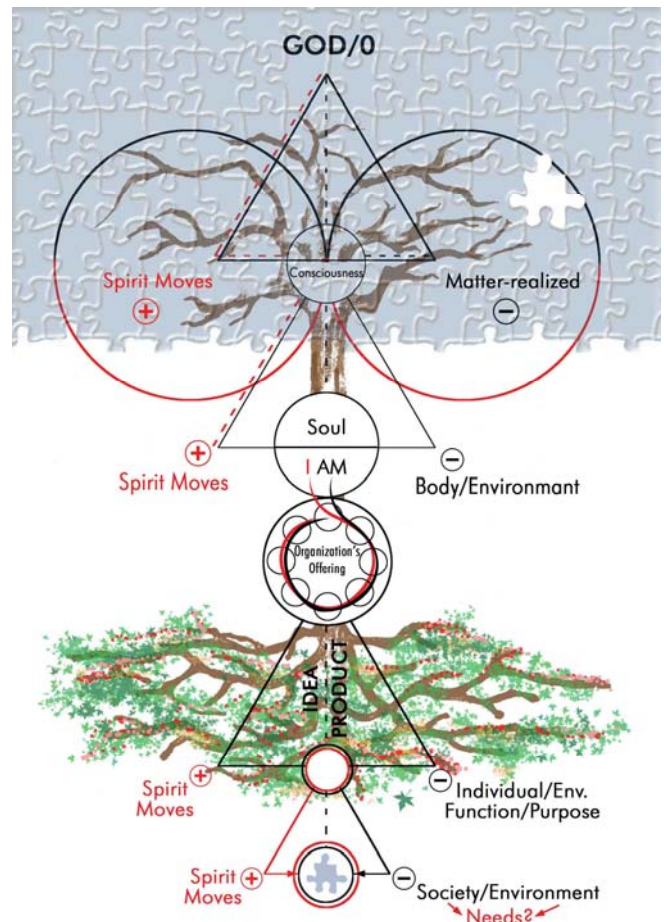


Once you've created your tree take some time to think about your values and how they match up with your current work situation. Are your values and your company's values in alignment? If the answer is no, then you're probably experiencing stress. Can you adjust your job to match your value set? If the answer is no, then you may have to find yourself a new work experience that better matches your value set. Whether you need to adjust your job or find a new job, it is *essential* that you make a plan. If you are experiencing stress there is a whole host of health problems that have either already beset you or are waiting in the wings to strike.

The diagram to the right encapsulates the PPS view on the relationship between you, your work and the Kosmos. Ultimately, any organization is composed of individuals that work together to create a product or idea. That organization provides us with opportunities. If you look at the diagram you will see a puzzle of sorts in the top half of the picture. That puzzle represents the Kosmos, and the missing piece is an opportunity provided by an organization for us to participate in the creation of the Kosmos. When you match your value set to those of your organization you are working to create that missing piece to Kosmic puzzle.

### Summing Up

This last chapter of Lesson 1 really had two parts to it. One the one hand we discussed a number of possible pitfalls that can befall you while you are working towards your legacy. These pitfalls include:





- ❖ Ants – Ants are negative thoughts that make your legacy seem impossible and erode your will to pursue your legacy.
- ❖ Mismanagement of Your Legacy – In this case a person can be consumed by their pursuit of their legacy, forgetting their other responsibilities to themselves or to others. Or, a person can spread the energy that they receive from their legacy too widely. In this way their resources are diverted from the pursuit of their legacy.
- ❖ Energy Parasites – The pursuit of one’s legacy can draw all sorts of distractions from those around you that seek to draw on the enlivening charge of your legacy to support them. These are energy parasites.
- ❖ Fear – Fear can manifest in many ways and prevent you from pursuing your dream. We learned that fear is a kind of ignorance. We fear when False Evidence Appears Real.
- ❖ Finally, we can become infected by Memes or Engrams that direct us away from our legacy and away from a life of wellbeing.

While knowing about these obstacles is in itself a kind of armament against them, this lesson also discussed how to take positive steps to find a job that supports you in your search for a legacy. This involves finding a job that matches up with your value set.

Your value set includes three components:

- ❖ I AM values
- ❖ WE values
- ❖ ALL values

Each of these sets of values is learned as we progress through our spiritual development. A person who has passed through each of the phases of development will have a fully developed value set and can choose a job that matches this set. Using the Value Tree model, we created a mind map that allowed us to chart out our value set. We can now



evaluate whether our individual jobs really match up with our set and determine whether we can adjust our work to match that set or whether it is time to move onto a work experience that better harmonizes with our values.

### Wrapping up Lesson 1

Now that you've worked through all of the slide shows, the manual sections, and created your Mandala and two mind maps, you're ready to visit the Homework Board of the website. All of the directions that you will need to make use of the board are listed on the homework main page. If you have questions as you work through the homework questions, don't hesitate to contact James at [dean@paulchek.com](mailto:dean@paulchek.com).

The last piece of the Lesson is one that you will carry on with you throughout future lessons. This is the Umbrella of Purpose form. Using this form is critical if you are to successfully convert PPS Information into working knowledge. After all, information does not become knowledge until it is put to work.

To begin with, look at the top of the form. You'll see an umbrella with the words "My Legacy" written on it. In the space that follows "My Legacy" write down what you believe your legacy to be. If you aren't sure what your legacy is, it's ok to write that, but be positive! You're looking for your legacy! You're working on your legacy! Write this in pencil because as you get clearer on your legacy, you can always come back to it and change what you've written to reflect what you've learned.

As you move down the form you will see a space for you to write in what you take to be the three most important learning objectives that I have stated from the lesson. There isn't a right or wrong here, rather you should write in the objectives or the points that hit home most deeply for you. Right beside this space, to the right of the form, is an area where you can write down *your* most important learning objectives. What do you hope to gain from this lesson?

Below the learning objective sections of the form is a section where you will list what choices you will make to realize the information you have gained in this lesson. As I said



earlier, information is not knowledge until it is put to use. What three things will you with the information that you have gathered in this lesson to transform it into real working knowledge? This is perhaps the most important part of the form. Realize as you write these three action items down that you are making a commitment to yourself to pursue your legacy. Know yourself as you write these. Don't commit yourself to action items that are not attainable given your present situation.

The next section of the form will help you to focus on the right rhythm for your action items. Some ways of transforming that information into working knowledge will require very regular and frequent implementation. Others won't have to be done but once per week, it all depends upon what you've chosen as your action items. If one of your action items is to spend time with your children, how often will you do that and for how long? If your action item is to learn tai chi, perhaps you need to practice the forms you learn every day for a certain amount of time. What you need to know is that the frequency and rhythm of the action item needs to be equal to the outcome.

Finally, once you have determined your action items and you know the optimal rhythm for transforming the lesson's information into knowledge, you need to make the space in your life to carry out your plan. In the space section you should write down when you will carry out your action items. If you don't have available time, then you need to think of what less important items in your life that will be transformed into that time. Once you've settled on those parts of your life that can be converted into the space for your action items, list those to the right of the space section of your form.

If you follow this plan, you will evolve. This form isn't just intended for the first lesson either. If you use it for each of these lessons in the PPS Program you will grow in ways that you never imagined possible. In fact I guarantee this since I have a lot of experience with planning in this way – I do it *every day*.

### **Next Stop, Lesson 2**

I look forward to working with you all in lesson two where we'll discover other ways that people can get mired down in lives that don't harmonize with their legacy. We'll learn a



lot more about memes and engrams and finally we'll learn how to manage ourselves and discover that managing ourselves is a critical first step in handling all relationships. See you there!

### References and Suggested Readings

Bolles, Richard N. *What Color Is Your Parachute?* 10 Speed Press: Berkeley, CA. 2005.

Knox, Deborah L. and Sandra S. Butzel. *Life Work Transitions.com - Putting Your Spirit On Line*. Butterworth Heinemann, 1999.

<http://www.lifeworktransitions.com>

(Note: This book is out of print but can be obtained through out of print sellers and the web site is active)

Boldt, Laurence G. *Zen and the Art of Making a Living*. Compass Publishing, 1999.

See Also: <http://www.empoweryou.com/>

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