

Relationships, Fidelity & Emotional Growth

Hey. Alright. I see James and Ali.

Hello. I'm having some trouble with my I don't know what's going on.

Yeah. It looks like old school TV days where you get Yeah.

Right? I don't know what's happening.

It's kind of a cool effect.

Yeah. No. It's one of these things that grabs the signal from camera, and it's glitching. So it just just like TV when there's no program, it just goes with the stripes.

But I'm here At least, I'm to fix this.

Okay. Well, good to see you, James. Good to see you, Ali. What's alive?

What's alive for you, James? You wanna take us into your world for a minute?

Yeah. It's actually a fairly large challenge right now.

Going out with my partner for a little over ten years, but it looks like it's coming to an end.

Your romantic partner?

Yes. My romantic partner. Yeah.

Oh, and is that something you are aware of or you're suddenly It it's you know, there's, like, been signs and stuff, but didn't didn't necessarily put it all together.

And, anyway so it's don't know if it's fixable or if it's just this as you as you and Evan talk about, especially you, is the that graduation time, but I'm was hoping that it was wasn't gonna go that way, but that's where it's headed now.

Okay. And it's not a threat. It's like, it's done in a, like, I've learned a lot. I love you. I want the best for us, and it's time to move on. I wanna check what's the quality.

Could be. Yeah. It's, I just yeah. It's I definitely had put a bit of I did put effort in.

I know this kind of there was a little drifting apart for a while for several months.

But, anyway, yeah, I can say more at another time if you want, but, yeah, that's it's, unpleasant.

K. Well, we wanna maximize the educational value of this process because Yeah. The quality of consciousness that you had in your last breakup or graduation governs your success in the next relationship.

So let's maximize the education, the utility, the value, the intelligence that's coming from this experience. What are you learning?

What am I learning? That's a great question.

That I think one thing is if I see a drift of intimacy becoming more distant, that's a a good warning symbol a good warning sign.

Because I actually had her come and live with me in the apartment I'm in. That's the the first time I've ever done that with any girlfriend.

And and then we actually officially became registered partners.

But I know there there was something that I didn't feel I guess I didn't feel safe enough to say, hey. Let's get married.

I I so maybe that's a sign too that if I'm if it's gone because I said, we've been together a little over ten years now.

At some point, that's worthy of checking into.

Let me ask you this. If you had a chance right now, like, you're you're feeling the value of the relationship, the cost, the benefit, when you're in a graduation ceremony, it's like a near death experience. You get clarity around what's important. Oh my god. I've been spending too much time at work. I need to spend time with my kids. Like, you get clarity.

Right.

Are you getting clarity right now around Yeah.

It's afraid or not? Is she your partner that you would have married, or you're like, oh, actually?

I was seeing myself being together for the rest of our lives.

You were? Yeah. So what is marriage with that?

Exactly. Which is why, in fact, I even in my pension plan for retirement, I actually included that if I die before her, she'd get a fraction of it. So like a in a life insurance policy in a way.

No. I understand that.

But So if you privately, when no one's looking Yeah.

Are thinking, I wanna spend the life my rest of my life with this person, That's literally what marriage means, whatever you call it.

So if right now not getting married?

Well, I'm I'm saying I'm not even asking that. I'm saying right now, if she called you up and said, listen. I'm gonna check one more time. I wanna be with you.

I think you wanna be with me. Right. Wanna be married. You say you wanna be with me for the rest of your life.

Do you want to part ways, or should we double down and get married? What would you say?

I'd I'd have to say we'd need to do things differently.

What oh, so now we're hearing something else. What needs to be done differently? Because you just said you would stay together with her forever as is.

Well, I mean right. Yeah. That's that's a great point.

Because one of the big bones of contention was my ever seeing another former girlfriend.

And then I thought we had the agreement of, hey.

You could see her once a year.

And Would you rather see the other girlfriend once a year or twice a year?

Yeah. Would you rather that than be married to this one?

Another very good question.

No. Just answer it. You know the truth. If it's yes, yes.

Think I think it's I I think it's yes.

Okay. Me me too. So what I'm seeing is that you are betraying your truth.

You're not if you if you're see no one's here watching. If you were secretly telling me, Annie, I really like my ex girlfriend. We're such good friends. I don't wanna give up that relationship.

What's wrong here, Steph? You wanna say something?

He's muted.

You can No.

I was saying I'm watching.

Oh, okay. Okay. Yeah.

I see. Okay.

Is that okay if we go into this, Rachel?

Totally.

Okay. Okay. So it would be like my daughter getting angry and stomping off because she says I've never loved her. And I tell her, I do love her. Look at all these things I've done. I've said it a million times. What is the way I could show her I love her?

For me to actually love my daughter and for her to go around believing that I don't is the biggest tragedy in the world. Now if I didn't love my daughter and she believed that, well, I know she's just accurate.

So Yeah.

In fact, this is act you know, for me, for quite a while, just even saying I love someone, I I was very careful. It it literally took me a few years to actually say I love you know, or love you or something like that, and to have that that sort of comfort. And it's something I was just willing to deal with. You know?

What? Saying I love you?

No. The the the the the whole thing with the former girlfriend and saying, okay. You could see her once, but it finally got to the point because she would get so upset. She said, okay. Don't I don't even wanna know. But when it finally came back in December, I did actually see her and I at night I mean, dinner with, this former girlfriend. And then she asked, you know, where were you?

And I said, oh, I was at the gym because I Why don't you take your friend, your your current girlfriend, to go see the ex girlfriend? Oh, she feels she doesn't like she's seen her and doesn't like her and thinks that the other girlfriend wants to get back together with the probably right.

Well, the other girlfriend, you know, the past one is I I don't know. It's it's like she purposely did a great job of keeping her distance from me. If we talked, it was just like me sending a text and she had to send a text back.

The other girlfriend never tried to create any opportunities to meet or anything like that.

She really honored the relationship that I have with my She might have, but you're you're not.

What do you mean?

Well, I just asked you. Like, I no one can tell you who to see or whatever, so you get to choose. But if if you had to choose, I can marry I can be with this girl forever, or I can see this ex girlfriend once or twice a year. Which one would you actually choose? I'm isolating everything to just those two.

Right. It's that's it's a real hard thing to say. I mean, it's really hard. It's really hard to say.

I understand it's hard, but you can change your mind tomorrow.

I just wanna know what your answer is now. Like, I'm not gonna go tell anyone, and I'm not gonna hold you to it.

I just think if Yeah.

I mean, in this moment, I I I would feel that I should be able to see the former girlfriend at least once a year.

So So what you're saying off of the something's off of the relationship if it Yeah.

Not allowed.

Okay. So it's really not about seeing the ex girlfriend.

It's about something's off in the relationship systemically around many things, and this is just the And then there's also other things that she could be annoyed with me.

It might not just be that that I didn't tell her that I had actually seen this. So she thinks I lied to her, and then I I lied about seeing my friend that night.

And so that's how mean, seeing an ex girlfriend without telling the current girlfriend is you know, I get why.

It's so much easier.

Know? Exactly.

Because And it's it's as close as you can get to making her suspicious as you can.

Yeah. And she was suspicious, and I guess she said she found out, and, it's it's like so now she doesn't trust me. Okay. So and and I've noticed she's gotten a little more bitter, you know, seeming more resentful lately. So it might be that might be the signs that it is over, and there's nothing that could be done about it. But, yeah,

it's just it's it's a shame to kind of I feel like it's a lot of investment and getting to know each other.

What would yeah. So so would other things need to change? I mean, if if we if she came back and said, hey. Let's get married. But, you know, you don't get to see the former girlfriend at all.

Okay. So what I'm hearing is, it's more important to you to see the former girlfriend once or twice a year than it is to be with this woman for the rest of your life. That's okay. I just wanna know that.

Yeah. Yeah. I think it is.

Okay. Well, then then she should leave. Like, she should leave.

It's it's okay. It's right because you're not as interested in the relationship as you are in that.

Right.

Your fidelity has to go to the primary partner, and it should be a partner that you feel that that's an upgrade.

And maybe she's jealous. Maybe she's insecure. Maybe, yeah, maybe all those things. But can you love that as part of the package of all the other things? And if the answer is no and then over time see, once you're committed and you're married and you're upfront about, hey. I'd like to see the other girlfriend, then you can work on that for the rest of your relationship.

We we yeah. We've been talking about it for years and years. We you know? And I we did try to work on it or whatever, and that's but, apparently, you know, it's it's just it's this is where it's at. So, I you know, I it's it's so hard. I mean, there's a part of me that also would say, okay.

I'm willing to give up the the the former girlfriend, but it it's I think Well, maybe the former girlfriend and you should No.

The the former girlfriend's married. Right? You know? And that's it's it wasn't a thing. It was just about a friendship.

Was I understand. But if her husband, because he was going through some insecurity, said, I don't want you to see James, at least for a few years, until we feel solid.

If she didn't say if she didn't honor her husband, then her fidelity isn't with the relationship.

Yeah.

Yeah. That's a whole another story in itself. But, I mean, as you've really pointed out, it's really between me and my partner.

Yeah. Okay.

That's that's the thing.

Okay. So what I'm hearing as I'm asking is there's a part of you that think it's right that you guys are graduating and it's kind of relieved.

It's it's very sad. I mean and and I was hoping that things would I mean, there's always foibles that each person has, but I'm I'm willing to include pretty much willing to include everything, but that's stipulation.

So, you know, it's just I don't know.

It's Well, the stipulation, just so you know, the stipulation is coming from some she's picking up on something.

Yeah. Yeah. Yeah. Yeah.

On something. Maybe not that you're having an affair with this ex girlfriend, but she's picking up on a fidelity. You have a fidelity to that relationship over the one with her she is picking up, And she's right to not wanna be in a relationship with someone who has a fidelity to another relationship with the woman than over this one.

That's okay to have that. It's okay to have that.

But you have to you know, you when you love someone, you have to love them with all their crazies.

Over time, you can work on, let's transcend some of these crazies. But if you need them to drop some crazy in order for you to commit, then you're not in love with them. You're low in love with the potential or a possibility.

You're not actually in love with them, and they can feel it.

Question? Yeah. Can I ask a question? James, is it okay if I ask you a question?

Yeah. Yeah. Please.

Well, actually, I'm totally okay. I'm not sure about Ali Ali, but I think this is an important time for you right now. So I'm totally cool if you guys wanna talk about it. And if know, don't worry.

Yeah. He's good too. I think it's it's a difficult time. It's important time. So I don't I don't want you to feel bad that we're on the call.

So in case you had a little bit of that, so I just wanted to get this out of the way. Thank you. But just curious, you said you more likely prefer to meet with the friend once or twice a year. You prefer that as opposed to being with the girlfriend.

I'm curious, why is that so important? Just to see one person who you're not going to have any type of a romantic relationship with them, I'm assuming because she's married. And even if you do, it's not going to last. It's going to complicate things.

But let's say you keep her as a friend, and I don't know what type of friend that is, that it's gonna be, like, once or twice a year.

There won't be any connection and bonding for this Well, there's texting and a little when I text her, she texts me back. And and how is that import well, I'm just asking Why is it so important?

I mean, what's the depth? What's the main purpose and and outcome of this if you're not gonna see that person comparing to someone that you've lived for so long and planning the just I heard you're planning so much for that person and now you choose that. Where is that going to take you?

How how are you going to benefit in your life to keep that as opposed to whether you want the other person or not I I hear you. And You're not sure yet, but let's say There's two there's two points.

There's two points. One is I I think there's a thing that rebels against somebody saying, I'm gonna tell you who you're gonna see and who you're not gonna see. Yes.

And I don't I would change things now. Yeah.

So so notice how, an insecurity driven request is changed to, I'm putting an embargo on everything in your life, and I'm gonna tell you everything you wanna do. She's not actually telling you anything anywhere other than that, And she is sniffing rightly that there is a threat to the primary relationship because she can smell accurately that your fidelity to that friendship is higher than your fidelity to this relationship. She's accurate.

Now I don't know if that's the truth, but from what you're saying, it seems to be true.

Yeah. Yeah. Yeah. I mean, you're yeah. And the the second part is is the quality of this per is she this the former girlfriend's a, I think, a a good person, and she's been going through a very difficult time for a few years with the death of her mom and such. And I wanna be available, you know, to and and I wanna know there's somebody there who who's cheering her on because she's had thoughts of, like, just ending it all. And I don't want I you know, I I wanna be a presence that as much as possible that she stays in this world.

Got it. So it's a really difficult moment. Okay.

Have you shared that with the girlfriend?

I've shared that, she's had very difficult times, and, I don't know if You didn't tell her she was suicidal.

I don't know if I mentioned that.

That would be useful because, it does make a difference.

But, yeah, I mean, it's it's she's just staying alive, basically. So her her husband doesn't get the house and die before her, basically. It's it's the the their relationship is dead.

Well, maybe there's a part of you and her that sees a future, and you're both in denial of it, and that this is clearing the way for that.

I mean, you said she's married, but that's one piece of data. But if she's married, miserable, unhappy, wanting to leave this world and would rather talk to you than anyone else, then I don't know why you guys aren't finding a way back to each other.

In other words, are there any hopes in you about that? Secret hopes?

You know, right now, I don't feel any attraction to go in that direction.

I just wanna be available. I I you know, even secret hopes, I I it's that's one of the nice things about this is that, you know, I could look at, you know, some beautiful woman and just say, oh, yep. They're beautiful, whatever, but not really think much about it. You know, just I'm I'm good where I'm at.

So, it's yeah. So with the the former girlfriend, they're really is there a possibility? Could something be reignited? I don't know.

I I don't it's it's it's not something where I feel called to.

Yeah. It's but it's is it closed off as a possibility?

Could there be any possibility to it?

It's it's not a very good is there any shred of possibility?

Maybe. I there could be. I I it's not as if I don't feel pulled towards it because she's got her some some things that I would be very nervous about with getting in a relationship with her.

So and there's a reason why because we used to go out together, and then we actually got back together again at one point.

And that that ended, and then along came, eventually, who I've been with.

Okay.

Well, it sounds like even though it's sad Yeah.

You are there's a there's a deeper part of you that believes this is actually the right move.

Yeah. And and and one of the things I've struggled with for years, Annie, is is just this you know, it's it's like as far as being in love, it's it's I feel very loving and caring

towards my partner, And I want her to be happy, and I I, you know, I just feel almost compelled to, like, do things and think of things, you know, that we'll we can do together, and it's it's been nice. And but there's sometimes, like, a in my heart, this and this has been going on for decades. It's like a sort of there's no experience of that being in love.

It it's rare that that's even happened to me during my life. There's like it's been, like, so numbed that that's one of the things I've been working on, but getting more in my heart and stuff like that. And and to some degree, I think I made some mileage on that and and to actually even when that was there, just stay in the relationship and know, hey. That's there's something more than just feelings.

So Just feelings as if there's something what more than feelings do you wanna have there?

Well, I mean, event you know, I don't know. It's like, for me, with the evolution of being in my heart and being able to actually experience, like, just being in love, which that usually happens near the beginning and then things mature, and it's like you don't necessarily have those.

I don't don't know.

I mean So what for nine to eighteen months, you're on drugs, and the drugs actually show you the truth.

Drugs don't show you a fake reality. They show you the true reality. So the honeymoon phase is actually the truth of what's possible in this relationship. And then what happens after nine to eighteen months is your system starts coding your partner as an attachment figure, and all the attachment wounds from your childhood come online.

So they go from, oh, I'm starry eyed, and I see past your your flaws, and I see the beauty in you to, you hurt me. You're not gonna fulfill my needs. This is stressful. And so the whole point of a relationship is to work through those attachment wounds so you can get to get beyond them.

And you're gonna Right. You you're gonna have to work through them with whatever girl you show up with. There's no way avoiding them. So it's just who you decide to do the work with.

It's not like there's a person where you won't have to do the work.

Exact yeah. And I'm open I'm open to that. I mean, it's just I get I'm I just I think I I've through all the years that we've been together, I feel actually a certain relaxed that I completely trust her, and and and I feel love. I mean, I, like, I love her, but I just noticed I still get a little it's it's it's, you know, it it's that's something with me.

That's part of my craziness as far as being sort of guarded, far as being completely saying to say, hey. I love you. I'm crazy about you or something like that. It's I I've let down a lot of stuff over the years, but it's like that's the heart is just kind of numb.

And I'm very sad. I I do feel definitely emotions of of where things are going right now.

But it's something I was thinking that over years, that would it would keep on going in that direction, and and and I would just have more of that heart connection.

I don't and and as you said, this is gonna happen with anyone. This is this has been something with, like, all previous girlfriends. And, usually, if I wasn't feeling enough, it's like, okay. We're done.

And do you think the feeling enough is coming from the girl or that there's something in you that's wanting to open up?

Me.

Okay.

I'm I'm totally I'm I'm totally responsible for this one. I'm I'm responsible for all of it.

Got it. Okay. Well, you're taking it really well.

I I was really digging to see if you were more disappointed than you were thinking this is the right move.

I don't yeah. The question is, like, do I try to do we try to fix or or or just call it?

You know? I don't I don't know.

She's called it. It's already been called. And while I hear you're saying you're sad, and that's normal because you're losing something valuable, I don't feel that you're devastated and heartbroken, which is the indicator that she was the right person for you.

Okay.

Yeah. I wanna I'm I'm I'm absorbing all of it, and I I still try to figure out about the other friend. You're you're open and willing to to stay there and sacrifice the the the friend that you've been having for a long time, the romantic one.

And you said it's sad, and I'm still curious if because it doesn't sound like you really, really want to be with that friend that you've been here for a while because you're willing to sacrifice her for meeting with the other person twice a year.

So but but then you say it's very sad.

So I think it in on the surface But you can be sad. You can be sad, Hirsto, for, you know, selling a gym Totally.

Yes. But no one's right.

And I think that's probably, from my perspective, that what may be it. If he's really willing to go there, just for that, even though I mean, it's emotions. When you're

with someone for a long time, the separation will cause some, you know, emotions. So maybe that's the sad part, the separation and and the attachment you've had for a while. But you're not really open and willing to stay with that person because you called it too. I want to go with the other person even though it's twice a year.

So I don't know which one is which, but, you know, do do you are you are you are you certain to know which one is which, James?

Well, I yeah. You're both it's both good. I mean, it's Annie, very interesting how you mentioned the fidelities.

And I'm I don't really feel completely certain, Christo. I don't I don't. But at the same time, if I had to decide right now, it's it's towards the friendship.

Yeah. I trust that. I trust that. I mean, we can be sad about leaving a job that we chose to leave.

You can be sad. It doesn't mean that it's the wrong choice. Just we wanna honor the sadness, which you are, and we're exploring it. I just wanted to check if you were heartbroken and devastated.

That's more of an indication that I I is your Just because there's a certain amount of numbness, I might be even more heartbroken than I'm letting on.

But, I mean, it's there's just protecting my you know, I just it's I I yeah. Probably as things become more real, it'll be it'll be more.

Yeah. Well, this when I said when I started with saying, what are you learning? What I want you to be learning through this because there's there's literally no period of life. I found no period of life that is more educational than this liminal space post heartbreak or breakup, whether it's romantic or you lost someone, they died, or you've got some kind of news, like a diagnosis where you have to mourn.

Any any anytime you're dancing with mortality, the mortality of a relationship, the mortality of someone in your life or your own Right.

The ***** slap to wake you up to what's important and to see what works for you, what doesn't, what was I ignoring, it clarifies.

And so I want you to I almost am jealous of people who are going through an alchemical experience of breakup because if I try to change something in myself, we're not as malleable for reforming into new versions of ourselves as we are post breakup. So it's it's like it's like taking your grandma's gold jewelry that she left you in the inheritance, and then you're like, what am I gonna do with this jewelry? But you can melt it down and make something you like. You can literally reform it.

When we're going through a breakup, we melt down into first principles, and we can reform James into a new, improved, better, upgraded one that you can't even do while you're in the relationship. So don't miss the opportunity to write down epiphanies, to journal, to really examine, not shame and blame. Here's where she's wrong. Here's where I was wrong.

Waste of time.

Right. Right. Right.

Oh, what was working and what wasn't? What Could I do? Not what should I have done.

We don't wanna talk about the past at all. What can I do in the future when a similar circumstance arises that I will feel more proud of?

So it's only opportunities for future heroism, no shaming of past self.

That's the trick. And then you'll get the best education, you'll mine the most knowledge, and this graduation will be the most educational for you and and useful. And so, we might if we're gonna go through the suffering, let's let's better get the benefit, which is an educational upgrade.

Yeah. I mean, where where I feel it most is my my solar plexus is, I you know, not just feeling nauseated and just yeah. Or just feeling really, like, a real bad stomachache and not being able to sleep so well.

Yeah. Okay.

Well And then learn from it is the thing. If this is gonna if this is Here's what you do.

You go and actually hang out.

Go take a little nap or lie on the sofa and then go bring your consciousness not to distract.

Here's why it didn't work. Here's where she's wrong and whatever. Take your consciousness away from the lounge of why reasons, explanations, justifications, and bring it into the stomach. It's it'll be counterintuitive to point your attention to your stomach, chest, nausea, hang out with the nausea as if it was a wise teacher and trying to give you a message, But you can't hear it unless you attend to the actual sensations, which are code, language, hidden language for what your soul is trying to tell you, your higher self, your unconscious, and you have to decode it with your conscious mind.

But you have to go listen to the precognitive, prelingual ramblings of the soma. And as you listen, you always listen for the wise inner guru, loving Zen master, wise old man inside. It'll always sound loving. If you hear anything wrong making, it's not your body.

It's a story in your mind. So keep coming back. Nausea, what are you trying to show me and teach me? And you'll hear a flavor or feel a flavor of an upgrade or a wisdom piece.

Grab that like it's the most important jewel in the universe. That is your key step for your development in romance, and write it down and meditate and implement. It'll indicate some kind of action or shift in behavior that is what literally the

universe, god, your higher self is howling to you at the top of its lungs, but it can't use words, so it has to howl it through the nausea.

Howl it through the chest to the belly. And as you systematically listen, those feelings will desist because you got the memo, and then you can take that very loving inspirational invitation to greatness into your life.

Yeah? That's brilliant. Yeah.

That's the best thing to do here.

I I yeah. And just so you know, I I've gotta leave it at nine, but I knew I had to be here for wherever long I could be. Great. Alright. So thank you for everyone. Thank you.

Anything you I just thank you. Thank you. Thank you.

I I would second, Annie, about all of it, but especially I mean, the the last part going back to where the pain is and be open to it and breathe to it, and journal because I'm speaking from my own experience as well because so you wanna preserve the learnings. They are more pronounced right now. Later, they'll be forgotten. But right now, life will take over again, but when it's so pronounced, just preserve those learnings by, you know, being there and journal about it.

Thank you. Yeah.

Take care, James.

Thanks for the the long there's you were asking how I was doing. So You got it.

No. Thanks for finally bringing us in. Next time, bring me in earlier.

Thank you.

Alright. Take your dudes.

Alright. We got a crash course in relationship coaching for Christo and Ali.

What's alive with you two? We can go anywhere. We just got three of us here.

So take me Ali?

If you have anything.

Alex is here.

Go ahead. I'm, I'm writing notes. If you want me, go ahead.

No. That's great.

But otherwise What's working for you, Hirsto?

What's working well? What could be even better?

Well, today, I'm meeting with we were supposed to meet a couple weeks ago, but it's a longevity doctor that someone introduced me to. He lives close by, and he's very excited. I'm very excited, and we're meeting in his office.

We're very aligned with how we work with people, very holistic person. It looks like he's worked with NASA on a lot of deep stuff on, you know, natural health. He had the, what do you have? I think they created a red light therapy, device that they sold the rights to another company. So big stuff, but I'm very, you know, excited to meet with him and see where he's at and possibly how we can work together. And I'll be heading there right after the call. So, yeah, it's fun.

Oh, that is great. What would be your ideal outcome out of that experience?

The ideal outcome would be for us to find a way to, partner and work together and, possibly create some programs because, my focus is a lot on, health resilience, high performance, and longevity.

And it looks like his is as well, but mine is more on the foundations, strength training, cardiovascular training, nutrition coaching, a lot of accountability.

But he goes deeper into IVs and hormonal replacement and stuff like that, which I don't. I still believe people need to start with the foundations first and then go to the advanced stuff. But we kinda complement each other, so we're gonna see where the conversation and the collaboration will take us and unfold.

Great. Okay. So hold the vision. Get Claire. Do a little meditation. Hold the vision of the specific outcome.

You know, I wanna do a program with him. I wanna collaborate in this particular way. And you're open for it shifting, but holding the vision guides the way you interact. It just gives it a north star. So we're gonna hold it for you.

Thank you.

Okay. Anything that you want more freedom or power around?

Freedom of power?

Or Freedom or power.

I'm just looking for a place in your life where you feel stuck, impotent, that you want more freedom or power.

That's basically a way to find Sure.

The opportunity.

Thank you for asking.

Oh, boy.

Thank you for I think at this point, I know exactly where I am and where I'm heading. It just continues to hold the vision just like you said.

But I'll take a rain check on this one.

Well, thank you.

Just checking in on you. Alright. AI, you have anything?

Yes. The good thing is that I'm, doing the networking in three d a little bit more, just talking to people.

I don't know why the online doesn't make sense, or it's I don't know. It's so much easier to talk to people in real life because I think for online, as we noticed during the course, you have to choose those words really strategically to grab people's attention. But in three d life, it's so much easier. You I have my whole body, voice, and, like, everything to create a quick report. So I'm talking to a bunch of interesting people.

I have implemented what you suggested, I think was it last week or two weeks ago? Coaching coaching on spot with my client I mean, the grocery store client.

I had two good success, I think.

One, I stopped him from buying cigarettes. I don't know. Maybe I shared this. Did I? I don't know.

But I love that you're taking the hardest thing in the world. Stopping smoking is, like, a such a specialty niche.

No. Because I I am or, yeah, I'm an addict smoker, so I understand Oh. Very well.

You used to smoke or you still smoke?

I used to smoke. And now this period of life, I'm on the ebb. So it's one of my coping mechanisms that when I am tired, I just slip into and come out. But, usually, I go with the nicotine part because I don't think I'm gonna completely cut off nicotine because it's good for the brain as it turns out, like around twelve mg milli milligrams.

Doesn't matter. But so I could but I've done this bunch of times. But as you said, show up as a coach, I made him to associate some positive, empowering things right there on the spot about his decisions. So it's more likely for him to do that.

And then I said, like, oh, what can you do with this twenty like, what are the things that you like? Don't wanna go too much in details. Oh, fancy steak. I said, now you're twenty bucks closer to your fancy steak.

Oh. And it's really, like, try to, how do you say, pile on a lot of positivity and power.

And Finding him what he wants.

Yes. Discipline is remembering what you want.

Exactly. So that that is good. I try I found another person who's from where I get coffee.

He's into yoga and meditation. So I said, like, hey. We can team up so I can do this content faster. This is my the thing that I am trying right now is, like, I think showing up online for content.

Yes. That's my but as Warren says, like, it's not yet a flower, but it's I'm still dealing with I'm a little bit slow, so that's a little bit of a bad thing that is going on. But I'm implementing bunch of things at a time, and I think that's the reason that I'm slow because I'm moving a little bit everything every piece a little bit forward rather than just focusing, which I think seems more natural. If I want to just do one thing, it becomes very pushy, and I will rebel.

I I like this free flow, and I'm willing to deal with the consequences that it's not as fast as my vision wants to expand, but I'm going to speed up a little bit.

And one thing that I recognize, which is really good, because you asked the question of power, I realized that there are two things that give me immense power throughout the times. And I check I have just like James, I have one of those old friends that we are there for twenty years no. Fifteen years. And very long distance relationship.

And she said, like, oh, have you noticed when you read that book, when you did the meditation retreat, when you do these extreme things, specifically for me, it's in concerts or that ten day retreat. After that, I have so much energy. Like, I I'm doing a lot of things here. And few nights ago, there was a head butting with one of the clients at the grocery shop.

And the like, he started to yelling and making a big scene.

Report to the Yeah.

Yeah. No. To me.

Were you challenging him around coaching or was some other issue?

No. Because he cut in the line twice, and I noticed them. And the clients are, like, very polite here. They don't say anything, but I see that their faces, they go foul down. So I said, no. I respect the line.

And he start yelling. In the middle, I caught myself. I said, like, no. You're a coach.

Deescalate. But he didn't. And then he'd start to he saw my nonreaction, and he escalated. Yes.

Did this with the things that were on the counter and start yelling and, like, in touting me, taunting me or touting Taunting you.

Yeah.

So it just went, like, with the clarity and intent I could. Like, in his face, he went. Said, oh, no. Come out.

Come out. We went out, and I just stand. I said, what do you wanna do? I said, like, I have to do my composure, which is my what I teach to act calmly in this situation.

So I was proud of that. But that night, I think it has to do with the levels of energy. I think just because I went to that high energy of, like, very, like, rage, but not flaming rage, but, like, heat, like a cold heat.

That night, I had so much energy. I did so much work around here. So I'm finding these patterns that they give me energy. Some comes out of rage, so I have to find what could excite me to that degree in a healthy way. Maybe a solo martial arts practice or something that is just like it seems like it gathers my all my energy from all my parts, and then I can laser focus on activities. So these are the good things and things that I'm working on As, as much as know thyself is, it seems like there's no end to it. Every day, we can learn something new.

Well, you have an endless stream of clients that you get to work with. You get opportunities to practice your coaching in real time with real people. I'm curious about when you're holding down your upset to be calm.

Are you feeling you're upset, or are you repressing?

No. Actually, I it's, like, very noticeable that in that moment because I I am one of those who loses the temper really fast.

But I realized that it's all in my head.

And then I go to body. And then because I've done this type of meditation, putting the attention wherever I need to. It's easy. But when I'm enmeshed with that thought, I'm not angry. I'm just, like, see it as a like, more like a story. Oh, this or like a storyline. This is the scene that these two people fight.

And then I act on the story, but then I realized, oh, no. I can be in the body. So sometimes I recognize it really fast. Sometimes when it's with for example, there's an argument back and forth with my mom, I noticed, like because family, it's like it's a different, wound or injury, I think.

I noticed my thighs, they're getting a little bit stiff as my body responds. So I go, like, I do this double intake and then just to be in my butt. I'm not saying I'm doing it hundred percent of the time, but these are the little tips in my, toolkit. So I'm not really, really angry.

I'm just angry about the dialogue that is happening. Usually, I don't have it against the person.

I used to, but then I said, like, oh, they have no other choice than Okay.

So you feel the anger. It's not directed towards anyone.

Does the anger have blame, or are you just feeling Sometimes I blame myself.

So Okay. When the night happened, finished, I rehearsed the story. And the next day, because there was another guy who came to help me, he was like a big guy. He's like he's a regular.

And I realized maybe it was part of my so I I didn't blame myself, but I saw maybe it's because of the mindset that I'm learning throughout the how can I be behaving better? So it's like, oh, maybe I could have explained better. Like, hey. You want this?

Let me give you some room.

Just because it was back doesn't it's too situational, but I could have explained better.

So I could have deescalated before the point of no return.

So I don't blame myself in these specifics. But with family, I do blame myself when I get angry. Like, why did you do that? She's your mom, for example, or she's your sister.

Okay. So finish the sentence. She's your mom, therefore what?

And then you knew there is no result out of this outcome, and, like, you behave badly in a way that now you're upset for a few days, she's upset for a few days.

So I blame my myself in acting right there.

So the blame goes something like, you're the more conscious developed person with more tools. Therefore, you're the leader. You need to lead the system into the light, not into escalation. You failed to be the leader.

Something like that? I don't see myself.

Well, that's where I'm purposely trying to reprogram this. Okay.

When you so I wanna help everyone understand how to use shame because what you're doing is shaming yourself for not doing something like promise. Okay? So and and this is a pattern we're gonna keep coming back to with you. If you want someone to climb a mountain and they're only halfway up, do you think shaming them is gonna give them the energy to climb the rest of the mountain?

Nope. Or saying, look how far you've come. You had a whole struggle to base camp. Look.

You made it. I believe in you.

Keep going. Right? So shaming is a shorthand to get a short term change, but it doesn't work long term.

It ends up backfiring, and in fact, if I shame my daughter to clean her bed to to make her bed, she'll do it while she lives at home. And if I keep shaming her to do it, then when she gets to university, not only will she not do it, she'll be screw that. I'm never doing it. So I failed to build a sustained internally referenced bed making routine.

I made her scared or angry or shamed, so she did it to please me, but not for her own internal motivation, her own reasons. So when we do things in response to being shamed, we'll change short term but not native. And in fact, that shaming becomes an erosion of the connection and the trust with the other person, like paper cuts eroding the foundation, and it eventually crumbles. So I just wanna remind you that if you are looking if you if you do something with your mom or your sister that you think is suboptimal, because we do do that, you wanna look at it the way you would look at a car dashboard where the the gas says half tank, quarter tank.

Like, the gas tank is just giving you the the the meter is just showing you information. Full tank, half tank, quarter tank, it says e when it's empty. It's not going, Ali, the gas tank is wrong. It's just data.

So conscience, your own private conscience is measuring your behavior against who you see yourself to be, who you wanna be. Whenever there's a gap between values and behavior, whenever there's a gap, it reduces your self esteem, and you often have your conscience show on the dashboard, beep beep beep, not who you wanna be. Try next time. But it doesn't have any shame y blame.

It's just data. So conscience is it's just letting you know, oh, I need one one foot longer ribbon to tie this thing. There's no moralizing.

Shame is when you or somebody else is moralizing, applying good, bad. The gas tank is not saying you're good or bad. It's just telling you you need gas. That's it. No judgment.

Shaming has moralizing, good, bad, right, wrong, and it comes into, like, character and identity. And so when you do something suboptimal with your mom or your sister, I want to keep the conscience.

I wanna keep the part that goes, you know, yelling at your mom, look at the result it produced. Do you want that result in the future? Oh, you don't? Okay. Here's some other options. You could try this in the future, and then you'll be more proud of yourself. It's just that.

So I wanna keep the intelligence of the dashboard, but I wanna remove all moralizing that involves good and bad.

There's actually nothing that's good and bad.

I literally don't believe in goodness or badness. I believe something is useful or not useful given a particular agenda. So smiling at the neighbors is neither good nor bad. But if I want the neighbors to help me out or pick up my packages or be nice to my kids or be okay with my dog on their lawn, I it is useful to smile at the neighbors and lend them your lawn mower. It it's all to do with utility. I'm only interested in pragmatics. I want get **** done.

I don't care about whether I'm going to heaven or hell because I don't believe in that ****. So, you know, everyone can take their own message from this, but I'm very suspicious of people, teachers, religions, culture. Anything that tells me something's good or bad, I refuse.

I don't think it's useful to go around stealing people's money. I don't think it's useful to pinch babies, but I I'm not even saying it's good or bad. You know, there are cultures that kill off grandparents after they go you know, after they're age sixty. They literally Japanese cultures live in these small villages on the side of a mountain, and there's not enough food to feed everybody. So the the firstborn child, the son, takes his parents on his shoulders on this big raft up to a mountain where all the grandparents go, where at the end of the winter, they're left for the vultures.

This is literally what they do in their culture. You know from the minute you're born, this is gonna happen. It's a really beautiful ritual that is loving and everybody claps, and you it's not a surprise. You could say, oh, they murder their grandparents.

You could call it wrong. It's not wrong in that culture because it's actually intelligent because they can't support, you know, an increasing tribe size. It's on a mountaintop. Anyway, I'm just giving you an example of what's morally detestable in one culture is totally acceptable in another.

In America, lie. You lied? Oh my god. You're sitting against the universe. Lying is awful. Do you know in Asia, in Thailand, if you don't lie, people think something's wrong with you? Like, they are always optimizing for harmony.

And if you they don't even understand this whole thing about lying. Lying is just how you do culture. K?

Same in the wrong.

I'm trying to take out that there's a fixed moral point and that god knows it.

So straight it out, shame. Take your date, James. Shame for conscience.

So listen to your conscience. But the minute you hear something's wrong and bad, you should be ashamed of yourself. Any of that, that's someone else's voice in your mind. It's not your soul.

Your soul doesn't speak like that. Your soul says, hey. This is what you want in outcomes with your mom and sister. This is what you got.

Would you like to try something next time different? And here are some options. That's it.

So just I want I have one question relating that because you just like if there were a million obstacles and one small bull's eye, like, you hit it.

And thank you for that. And that is that I grew up, I don't know because of my parents or the culture or our family standards, whatever it was.

I've always done the things because they were shaming me or, like, my I was not doing my homework. My dad comes like, hey. Are you wanna become there's a derogatory way to say blacksmith. Are you wanna become a blacksmith, or you wanna become a carpenter just like your uncle?

Do your homework. And then stuff like that. That was just one example that came to my head. And both my parents, they were always shaming me to do things.

And then when I went to Italy, I was all on my own. So I didn't do any of those things out of, you know, bringing the balance. Or when I was in Iran, whenever I had home on my own because they were divorced. So I did all those crazy things.

And now like, whatever the way I wanted to do.

And now with the things that I like to do, for example, making content, I have that shaming appear so much.

Is there any like, when I don't do my tasks So the shaming is imagine the shaming is a program culturally propagated through your mom and dad's speaking.

So think of the shaming as a program, but not just a program. It's like one of those virus programs that comes off the Internet onto your computer and ***** k. So what do you do? You have to run malware. You have to run a program that send takes that program out so that you have the raw neural complexity and beauty of your own mind without the programming from your culture.

You've heard about unlearning. You know? We have to unlearn more than we have to learn. What are we unlearning? We're unlearning mostly shaming programming from our parents, from our culture, from our lineage, from our religion. That's mostly what we have to climb out from underneath.

Makes sense.

Yeah. And so when you hear the shaming voice, first of all, trace the voice in your mind. Oh, Ali, you should do the email. Ali, you should work on the thing on your computer. Shamey. Shame. Shame.

Can you use the same technique you use with the smoker? Twenty bucks closer to your steak.

I don't know if you're shaming the smokers at the grocery. I don't know. Okay. No. No. Well, why?

Have you not there's a reason you don't shame them because you realize didn't work for me.

Good. So I'm gonna I'm just upgrading the technology. And human beings, all mammals, dogs included, mammals get trained by positive reinforcement.

You can use negative reinforcement.

It'll give you a short term change, but it has a very high cost. It has a **** *. I'm not doing this ever again like a binge diet re coil, and it erodes the relationship between you and the shamer.

The shamer and the shame me, whether it's a voice in your own head or you and another person. So even though you get a short term, my kid's making her bed, but she's secretly hating her mother and pulling away, and eventually, she won't come home for Thanksgiving or Christmas, was it worth it to have all the beds made? So it's like a credit card. You could get a credit card and go shopping at Macy's, that's such a great day.

And then everything cost ten times when you have to pay it off on the credit card. It's just like that. So shaming is a short term move with long term's very expensive consequences.

Trace the the voice of shaming in your mind. Trace it. You'll either feel your mom or your dad or both.

And when you trace it, you'll go, oh, this is a program from them. This is not mine. So what you do is you unenmesh, and the fastest easiest way to do that is to take three or five breaths in. You have to meditate. Close your eyes and breathe in.

And when you're breathing in, you're taking your energy, your programming. Your mom and dad, I want you to love me. I want you to like me and approve of me. All the ways you try to get your parents to give you something, you're trying to change them.

Imagine there's little bits of Ali that you sent invisibly over to infiltrate their brain and move the gears and whisper in their brain, you must approve of Ali. You must love him. You must that is you trespassing energetically. Call your energy back home.

So when I breathe in, I imagine little particles of Annie coming out of my daughter, coming out of my husband, coming out of my friends, my clients, floating back into my head and situating behind my eyes. I'm calling my bits back. When I breathe out, programming from mom, programming from dad, anger from my husband, frustration from my daughter. I'm an empath.

I take it all. I don't even need to know what what it is. I just hold the intention. This is the intention.

Any thoughts, feelings, emotions, energies, patterns that don't belong to me, I give you permission to go back to your owner. I don't even need to know whose it is. Every little particle knows its owner, and I just have to give it permission. Breathing in, call my bits back.

Breathing out, let the bits back go to other people. And these unenmeshing is how you untangle from your parents' energy. Now it's a little more complex with your parents because your system goes, oh, no. I have to stay connected and belong to my family of origin.

If I get rid of this tangle, we won't be connected. So we have to answer that by finding a new designer way to honor and belong to your mom and your dad. So instead of running shame to be like mom and be like dad, which is whatever was lying around as a technique, find a new one. Every time you talk to strangers and are friendly, who are you channeling? Your mom or your dad? Every time you try to help people with your knowledge, who are you channeling?

Find two or three things you love about your dad, you love about your mom that have influenced you towards success.

Shaming is not one of them.

And every time you do those things, in the moment, go, thanks, mom, for teaching me this. Thanks, dad, for inspiring me to do this. Whenever I talk to strangers, I think of my mom. Every time I pick up a book, I think of my dad.

Every time I'm trying to help people with their emotional conundrums, footnote my dad. I've done it. It's so systematized now that I already have a very strong umbilical cord connection to my mom and my dad with things that I'm proud of, that they would be proud that I'm footnoting them. If they knew I was footnoting them by being an alcoholic, being lazy, being a shamer, they would hate that.

I don't think your parents want to have their PR in your mind as the shamers. So find something you can connect so that that connection builds so then you don't feel like you have to shame others or yourself to be belonged.

Does that make sense? So the whole system reorg, but you have to have things that you are honoring your parents for so that we can switch from the compulsive shaming bind that keeps you loyal. There's many ways to be loyal to a parent. Find a way to be loyal that would make them happy and proud and make you happy and proud. If it's something that you don't like in them or you, you need to create a new designer belonging cord.

So you can't unmesh.

A lot.

Yeah.

You can't unmesh with mom and dad if it's your umbilical cord.

So we gotta keep the umbilical cord but have something new running through it.

Makes sense? Okay.

Yeah. That's Hundred percent.

So write a list of three things you love about your dad that you wanna be loyal to, and every time you do it, remind him. Write a note. Dad, I want you to know these are the three things I most admire in myself, and I learned them from you. And here's how these three things has led to my success.

Give him that. No parent doesn't wanna hear that ****. I live for that.

And then the more you do that, every time you see them, hey. I want you to know. I talked to a stranger on the street the other day. I gave me this opportunity. And guess why? The reason I got the opportunity is because I was channeling you, dad.

Okay. So that's the reframe around shame that I invite you to take on. Anytime I hear a voice in my head, I listen to the voice tone.

Not the words. The voice tone. If the voice tone is heart closed, I don't trust the content.

Same with someone talking to me. If my husband, if a stranger if anybody is talking to me with heart closed, it's not that I don't listen. I listen. I could give you a book report on what they said.

I didn't swallow it. They gave me the pill. I put the pill in my pocket. Here's the pill.

You wanna hear what the pill was? I'm not swallowing that ****. I will not swallow anything that makes me feel less valuable as a human ever.

That's like feeding my child poison.

So you're gonna start curating voices in the world, voices in your head. What is the voice tone?

Because a voice tone that is heart closed is only half of consciousness.

Full consciousness is mind open, heart open. If someone's mind's open and heart's open, I will swallow everything they're saying.

If not, if it's just heart open but mind closed or mind open but heart closed, it's only half a human. It's only half of their intelligence. And then why would I swallow that?

Okay. Cool. So, Ali, that's this is what I would offer.

Any questions about that? Sorry?

Any questions about that or is that making sense?

No. This is my mission of the week. Thank you very much.

I love it because this way, I have one week to implement because, the exercise that you may we did something like this in one of the events, I guess Attributing positivity. And I think many of these things that I do that are good things also come from my parents. So I just have to be I think it's a mental ongoing exercise that I have to do, and then it actually becomes part of it rather than one exercise at the end of the week or you know? Yep. I'm gonna implement it.

Ongoing. It's ongoing. I literally imagine as I walk through the world down the streets, what I imagine is on my shoulder is my mom, like her spirit right here

behind me, and then behind her is her mom and her dad and her lineage. And then on this shoulder is my dad, and then behind him is his parents and their parents. It's like a little trailing lineage, and I'm the front cutting edge tip of the spear, tip of the root. I am the lineage in the most current conscious intelligent tip, and I honor and appreciate all that have come before me.

I'm not subjugating myself or, oh, wise elder, you are bigger than me. No. No. No. I'm the cutting edge.

If I'm the tip of the route, I have to go and forage and explore and be curious and learn and integrate. I am the edge of the lineage rendering new map. I gotta get forward. I can't be sending my energy backwards.

I have to go persist for the lineage. And when I succeed, we all succeed. So I just want you to remember that you're the leader. You're you are the leader.

If you're in this class talking to listening to this, you are ahead of everyone in your family. I don't care if you're the youngest kid. I don't care where you are in the family system. You're the leader.

The leader has nothing to do with age. The leader has to do with, consciousness level and sophistication emotional sophistication. I was the leader of my family when I hit fourteen, and everybody knew it. They were smart enough to go, what'd you bring home from your adventures?

Because we know it's more cutting edge than what we have, and they were smart. You gotta know when your students, your clients, your children go beyond you and take teacher role rather than trying to be, like, boss man all the time and forget who's at you know, there's the org charts and companies where it has the president and the vice president, and then they have the real org chart where they have the pictures of who's really running it. It's like the secretary and the mailman, and you're like, oh, this is where the real power is. There's the hierarchy of the family, and then there's what's really going down.

And the leader of a system is the person who has the most flexible, agile, multiperspectable approach to the situation. The most flexible, agile, not the most rigid and certain ever. Rigid and certain cracks under pressure.

Flexible and agile sways in the wind like a tree. Doesn't break. Okay.

Cool.

Thank you very much.

Yeah. Hopefully, that was useful for everyone. Alex, good to see you. Did you just join, or were you lurking?

Lurking.

You were lurking. Okay. Good. Anything you wanna ask about or comment or push back on?

So I love the connect the feeling in the body.

This is a strategy that I used a lot when I was working through some very difficult phase in my life.

And like you said, it was the it was that opportunity to to get really clear on something. Like, for me, shifting from my old role as being a researcher into being a coach.

So beautiful advice, and and I use that strategy a lot in in that time period.

My question now is need some help with a client.

I've got a a client, vice president level, asked me to work with one of their direct reports. So I started working with that individual about a month ago.

And the VP came back and said, hey, I'd like you to work with another one of direct reports. So I met another person, and I'm now detecting a pattern.

And I know the VP from earlier on in my career never really worked directly. Certainly didn't do any coaching.

But the VP is very strong, very driven, all the time, and pushes for really ambitious outcomes for themselves and then also for their team. And there's been in previous roles, I know some other people who have worked with this individual, and they're like, yeah.

It was tough. It was one of the toughest periods of my life.

So what I'm detecting now is that the people that I'm coaching, the direct reports, the people that report to the VP, they're struggling with how to push back, how to challenge the VP.

Hold on. So let's just take the framing right there. Push back challenge that the frame already has confrontation?

Oh, yeah. There's definitely it's you know, one of them described it as I'm having a hard time hiring for people on my team because they know I report to so and so. And they said, hey, I would love to work with you, but now is not the right time.

So it's and that person framed it as, I would like people to understand that the VP is actually a good person.

And and and not somebody who's terrorizing everybody, but it definitely is being perceived as as terror in in some ways.

This individual is struggling to but I don't know how to this person is definitely kind of avoiding any conflict. And so I want to encourage them to engage so that the things that need to be said, the things that need to be considered actually

get considered as opposed just turning into a, you know, yes. Yes. Yes. I'll do whatever you want.

Okay.

And and then the other person has described the relationship as the VP told me that they were open to feedback, but that's not been my experience.

Okay. So it's a very subtle shift, but this shift makes all the difference to go from confrontation and pushback, which means I have to confer even more intensity to the force. Because when you push back on something, it pushes back on you. So instead of pushing back, even just as it come from, it's what what are you willing to stand for?

So it's the difference between I don't wanna I don't wanna take the subway, and you wanna take the subway. Well, you have to take the subway. You'd said you were gonna take the subway, so it's confront confronting versus I don't wanna take the subway, and then you say they say, I don't wanna take the subway, and you say, it's really important to me to take the subway today. There is a riot in the streets. I'm standing for safety, my well-being. So it's taking a stand for your desires, needs, wants, which are completely independent of their drama.

So you decouple because you're actually refusing to confer dignity to their reputation. You're not even reacting to it. You're just like, I wanna take the subway. Here's why I wanna take the subway.

But blah blah blah blah blah. I want. And at some point, if you're able to be, consistent, congruent, and tenacious, you'll win. But you win by broken record technique, not by out escalating.

As soon as you go into the confrontation escalation game, whoever yells the loudest is the biggest, has the most power will win.

But something about human dynamics is when they can sniff, and parents know this. When a when a child can sniff, ain't no movement here. Mom is not budging.

There is no wobble. They they do something different. If they can smell there's a movement or a wobble or a leeway, oh, all the layers of manipulation come on.

And so I just wanna stop and see if that resonates, if you can see the distinction between standing for what you want versus confronting the boss and making Yeah.

No. That that that will certainly help.

That will definitely help the the person that I'm currently coaching. And and the second one, I'm I I could see some some impact there as well. Yeah. Yeah.

Now if this person is literally such hit the legend or the story around this character is such that people don't even wanna take a job to be near them, are you working on that that person not even seeing it as wrong, just understanding the impact?

Yeah.

Is that something you have access to?

I it's so I it's not the role that I've been hired for. K. And and this person in the past, I think, had a coach in a previous company and apparently, it didn't go well.

This is just, you know, something that I've heard from somebody else that I know in the industry.

But, yes, I I'm really interested in in providing some sort of feedback to the VP based on the coaching that I'm doing with the direct reports that will just open the door a little bit. It it's I mean, of course, I would I would love to coach the VP. I think there's an amazing opportunity there because this person is very well known in the industry and and he is a superstar in in many, many, many ways.

And and this could just, you know, allow so many other great things to happen if if this issue could be I don't know. Could just be seen in in from the VP's perspective in a different way.

It's not I don't have an invitation to do that, but I would like to provide some feedback based on people I am working with that can at least maybe bring some awareness in in a new way.

I'm I'm sure the VP has received all sorts of feedback and and probably has filtered that and and, you know, reacted to that.

You to have to line it up with their, values and their outcome.

Yes.

Yes. Yes.

It's not, hey. You need to calm down. People are afraid. He knows. He doesn't care until until you see that the the value you hold there, profit, efficacy, getting bought, what whatever his values are. You have to be creative and intelligent to line it up so that he sees advancement along his values vector.

That is the marketing, custom crafted marketing campaign that is created for his particular psyche. That is where your ingenuity comes in.

And you might even ask him at a different time, what are your top three values that motivates your behavior in this company? What is what are you being driven by if you can't tell?

And get him to actually admit it. Use his keywords.

And it's as simple as Evan might say something to me that I don't like or that's hurtful or frustrating. And if I say, oh, that's disempowering or that's frustrating, those words don't resonate, but respect and being respectful resonates. And if I say, I felt I felt disrespected. I felt those words.

Your words are, I'm feeling disrespected.

I noticed he just pays attention in a way that saying I'm hurt or I'm scared, they just don't register for him.

Right.

So it's really important to get the words that he's tosses around and show him how he can get more of what he wants with this shift in behavior, not because other people want it or he's pandering, but because he gets more of what he that he wants, and he'll get less of what he doesn't want. But you might have to line up very clearly. You'll get more profit, influence, power, I don't know, and less pushback, harassing, slow moving, you know, execution of your orders.

You have to line up all the pros and all the cons so that the vector has towards motivated, away from motivated, and they're in line with each other. And now there's there's nowhere for him to go if he can see what you're saying.

So it's almost like creating a machine with hydraulics, but it's emotional and energetic and cognitive hydraulics.

I mean, you know all this, so I don't know if I'm being helpful here, but don't be afraid to tackle it. You'd be so surprised. Very few people dance with these characters. I mean, I do it all day.

I have to work with two two sociopaths. Every fight between a couple are two narcissistic sociopaths because they're triggered in that moment. And when someone's triggered, they're in full amygdala hijack. They can only care by themselves.

And so I have to work with little mini rogue death bots.

And this is the only thing that I've noticed that works. And so nobody else can handle it because no one is taking their creative ingenuity and intelligence and trying to not push back but to design an escape hatch for their own patterns into a new pattern that they secretly know will get better results, but no one's lined it up for them.

How's that leaning?

Yeah. I know. That's that's really helpful, actually.

Because I'm talking to the direct reports as they were kind of, you know, describing and they haven't even described details. They just described in generalities. But but you're right. In that moment, they're very much triggered. They know the VP. Of course, the VP is is their boss. So, you know, their job is over if if they upset the VP too often.

And they're triggered understandably Exactly. Their trigger is more important than the strategic intelligence required for a long term transformation.

So this is what I tell people all time. Do you want to shutter your frustration and upset onto the world but get no behavior change, Or do you want a behavior change? It's totally up to you. But if you want this, we gotta if I can get strategic, we gotta calm down.

We need to have the highest functioning problem solving wit online, and then you have to systematically enroll, seduce, and emancipate this person from their own patterns that are getting in their own way, but they can't see it. No one's lined it up yet. It's kinda like when Ali know, he's helping them see they're getting closer to the stake, and they're having less lung disease. Hair, look at lung disease.

Hair, look at the stake. Like, he's creating a machine that pulls the person towards a different outcome, and almost nobody has the wit and wherewithal, especially someone like you who's not the direct report. So you can get out of amygdala hijack and lower Maslow terror and be like, okay. If my life or ten million dollars depended on me seducing this man into a new reality, what would I come up with?

You can get more ingenious.

But the most important part is having the ridiculous audacity to think you could make a difference over there. That's where everybody falls down, is they go, oh, isn't everyone's tried? It's impossible.

No one actually goes, I'm gonna ***** crack this one. I'm gonna put I'm gonna throw all my wisdom and intelligence. I'm gonna bring it to different people. And, like, if you wanna bring it to me specifically right now, we could well, I got four minutes, so we can't really noodle it out. But but we could get more specific if you want to. The next class, like, here's what he said. Here's what I'm thinking, and then I can try to tactical it tactic it out with you.

Yeah?

Yeah. No. This helps. I I've had the audacious, thoughts in my mind that this is somebody that, that I could that I could help.

And I haven't had the the opportunity to do so, but now that this person's hired me because, you know, they trust me in in in they trust me to work with their direct reports. And maybe that is a little bit of a, you know, a pilot to see if they could trust me working with them directly. I I don't know if that's, you know, what's going on here.

But, anyway, there's an opening here, and I just wanna make sure that I I take full advantage because I think there's a there's a great like I said, it's just there's a great opportunity here to to do a lot of things.

And free to learn. And you're rendering off the edge of your map, and it's more interesting and challenging. And opening a conversation with someone who's self absorbed with, I see what you're up to, and I wanna help you win. I wanna help you get there faster and with more buy in.

Are you with me? And you open any blind spot reflection opportunity with that and then only talk about the things they want, the things they don't want, and how to line it up, which incidentally will require new behaviors and a shift in his

perspective. But that's incidental because they're only motivated by outcomes.
And and, yeah, you you got it.

Alright. Thanks for playing, Alex. Thanks for playing, Ali.

Here's the see you next time.

Thank you very much. See you next time.

Bye.