

## All are resourceful.

I've been coaching kids, senior members of the corporate world, and athletes, and every time I watch them, I see that they are incredibly resourceful, and whatever limitations were created by external forces.

When they find the inner strength, they discover clarity, power, strength, and solutions, and they will never want to go back, and they increase their perception to a greater, higher level.

Mark.T



# From Head of Sales to Country Manager

He was the head of the sales unit, meeting all the targets and being given the freedom to meet company expectations, and as long as he was appreciated by the management and the board for his work, he found he was greatly motivated. This has been going on for some time, and during the COVID times, he was also managing well.

However, the situation changed when his reporting line demanded a sudden increase, and the deadlines were now given to meet the targets, and the application has now been put to the test. Even though he has been a popular person, he became unhappy due to that change, and due to that, it was affecting his office life, his personal life, and the family too.

So, the case study is all about what went wrong in him and how I supported this young man to do well, and today he is a country manager doing so well and continuing the coaching.

## Patterns created in the mind is a blue print for your outcome

Every person lives their lives through strategies running through their minds.

He also had a great motivation strategy running through his mind, and that was very firm.

He has been practicing unconsciously for some time, and that has brought results as well.

Now we call it a mind starter like you have before the main meal, or in this case, we call it a mind strategy, and we run with strategies all the time.

You can also create positive and negative strategies, and they will become part of your life. And the best part of your mind and heart is that your part of your mind will justify that they are the best way for you to do things, and you will not know to see the other side unless you learn to know to go deeper using the language patterns to find the answers.

So, what happens is that you are internally facing a conflict situation when this pattern is attacked, and if you do not know how to resolve this on your own by understanding these principles, you are heading into a conflict with your existing patterns and parts that are linked to your beliefs and then to your behavior.

### **Understanding the patterns will clear your issues**

So, with this guy, we went into the past and found how he was driven by the motivation in his mind to achieve his targets.

We found there was a 4-step strategy, and he found it very comfortable to reach his outcome, and he does it well. And the huge weight was in the freedom and the appreciation, and both were connected kinesthetically and more to the heart and emotions.

And he found that he was more of a kinesthetically powered emotional person. The preprogram strategy has now been challenged with more auditory and self-talk demanding numbers, and now he is talking to himself while evaluating his previous patterns, which in turn has created distrust, which has caused him many conflicts with the family, and he has found cracks within the family as well.

And when this pattern gets attacked, he gets completely out of track, and then he gets into deeper confusion, which leads to stress, and then the fight flight starts to react, and this time he wanted to run away from the job.

**Model of the world:** The model of the world is a beautiful concept. This means how your thinking is created and how well your thinking represents all the senses in your mind.

Once you can find it, you need to know how to create the language, and you also need to have the congruence to follow your own logical thinking without being biased, which is not an easy thing to do because your mind will always lead you in the directions that you have been practicing, and you agree with that all the time.

Have you ever seen that it is sometimes so hard to explain the truth or the right path to another person, and the person will always justify that they are right?

You find kids are mastered at this.

### **Creating flexibility in the mind:**

Flexibility will depend on your beliefs, which will create your values later on. To find out, you need to eliminate some of the beliefs you have been practicing, or you can download some new beliefs and work on them.

I can still recall from a very senior person how he used to think and feel stagnated, which he felt was fine. He had been in the same position, not moving forward, and he was so feeling good that he thought he was right, and he brought religion and believed that's karma is what is causing him to experience what he was going through.

Now, I don't disagree with those concepts, but what you need to know is that past unresolved patterns are creating new ones in the same direction.

And he believed that, and after a one-on-one workshop, he came out of that and recreated himself to become the Chief Financial Officer and to improve on areas that would lead him to reach that level of his expectations, and that's called mental flexibility.

Willing to adopt, change, cope, look for more options, and take on challenges. This is called mental flexibility.

### **Recreating new beliefs:**

Creating flexibility is not that easy. Some find it easy, while others find it difficult. Let me tell you why it is hard and why it can also become easy.

1. You need to have the willingness to change. Meaning you are consciously and unconsciously congruent to change your beliefs if they are right for you.

So, in this case, the evaluation needs to be done by you, and outside parties cannot creep into your heart and mind. Sure, they can guide you and lead you, but you make that choice.

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2. *You need to acquire new beliefs, strategies, or download new strategies in your mind and agree with your heart as well. One example is “respecting the other person as a model of the world.”*

This has completely changed my perception of coaching. Every client that I face or come across has a problem, and sometimes I know the solutions, but since I respect their problem, I have found that the solution that I used to think was the right one has never become the right one in the end.

It’s amazing. Respecting their model of the world means that even if they are good or bad, I still respect them, and it does not mean that I need to accept them, but to know that the right or wrong is not based on their decisions alone. Because that’s not the way we were born.

So, when I respect that person, I respect that person to the level that I will honor who he is. Let me give you an example to expand your thinking.

There was a beggar who used to visit me, asking for food, and I shared a meal; I served some rice, and he ate; and on the second visit, I shared rice and a cup of plain tea, and he didn’t ask for money.

Now I am not thinking anything bad but showing some respect because he wanted food, and now I am serving and giving him respect. Now, guys, this is an example only. And thereafter, I saw him on the 1st of January with cake and a bunch of beetle leaves coming to see me, and that’s a great gesture I felt, and by that time, he had stopped smoking and healed as well because he had a lung issue.

He stated to observe his Boss from many directions to see how well he could learn them and build rapport. We said that at the end, he found peace. He looked at the patterns, strategies, words, key words, tone, gestures, and directions and found that they were so many that he needed to study his boss to align.

3. *Facing the part conflicts.* No matter how much you accept and agree with them, the part of you that has been engaging in the old thought patterns and behaviors will find it difficult to change your beliefs. To overcome this, you will need to exercise some discipline. In this situation, you’ll need to figure out how to reframe. When my young cricket player went to the center, he started to have his doubts.

I had elicited the way he created the doubt, and I trained him to reframe them and to learn that art to master. After one to two weeks, he learned how to frame it the way he now wants to experience it, and one day he called to say, “His coach had said they saw a lot of confidence,” and he scored 62. So respecting means that you accept them for who they are, and then you see how well you can lead them in the right direction while also changing to suit that situation as well.

4. *Power of heart resilience.* You can also meditate to look at your relationship with your heart and mind. For one month, I conducted a program called Heart Resilience. During that time, I helped my clients find inner strength.

I believe the heart has an intelligent part, and it’s essential to be in touch with your heart and mind because they are the best to know your past, present, and future. I once worked with a junior badminton player who was terrified of losing the opening set. This heart resilience meditation had a better effect on him. He started losing the first set before he started winning the second, which was a huge issue he wanted to overcome. But with this coaching on heart resilience, he found new strength, confidence, and faith in himself. The following tournament, he participated in five matches, winning four of them, but he won the first set in all five matches.

This young man learned to spend some time in silence, and after a few days, he called and said that he found peace, calmness, and a lot of unity in the family. I believe each person finds strength the way they need it, and it can change from person to person. He found directions and confidence to know that it was possible, which is emotional and connected to the heart.

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## ***Ultimate change***

He began to do all of this and developed better perception-altering flexibility. Additionally, he discovered that he needed to adapt and become more flexible.

He also discovered that individuals differ from one another and that you should accept the way the world is, see the changes that he could make, and find new solutions as well.

After he started meditation, he noticed that the family was very united and that he was focused and at ease.

In order to move on and explore new options, he also made new decisions. He joined the new company as the country manager, and he evaluated the values and the new thinking that he acquired, and he is now succeeding greatly.

Challenges exist, and he still manages to find time for a session to work on developing his flexibility and new way of thinking. I'm thrilled to see him progressing in this way.

### **Suggestions**

- 1. Choose a fantastic coach and present them to the business if you are the CEO or Head of HR.*
- 2. Make people aware of the value of communicating and coming up with fresh solutions to their issues.*
- 3. When they achieve their outcome, assess their progress and completion, reward them, and share those learnings with others as well.*

- 4. Organize a panel discussion and include employees in it. As a result, you'll build a devoted team of individuals who will value your work greatly and end up serving as brand ambassadors.*
- 5. Give some amazing changemakers a reward, and use their testimonials to inspire the next generation as well.*

*Suggestions*

## **Conclusion**

He came with multiple limitations, and he went with more clarity. These were found through him alone. I only guided him to find them by leading them on the right path and giving them new lessons for him to practice to further strengthen his new change. So, none of us are incompetent; we can be inflexible and find our own solutions. And I know you will always now start to think that you are more resourceful than you can imagine, and all you need to do is start digging in. Thank you for taking time to read this, and if you want me to reach your office and run this as a case study for your team to ask questions, I am always willing.

***Thank you and wishing you success***

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