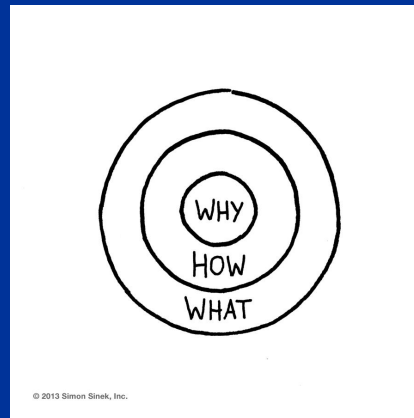


Revisiting Your Life's True Purpose:

What is your Why?



Biagio Mazza

We generally change ourselves for one of two reasons: inspiration or desperation.

- Jim Rohn

Today

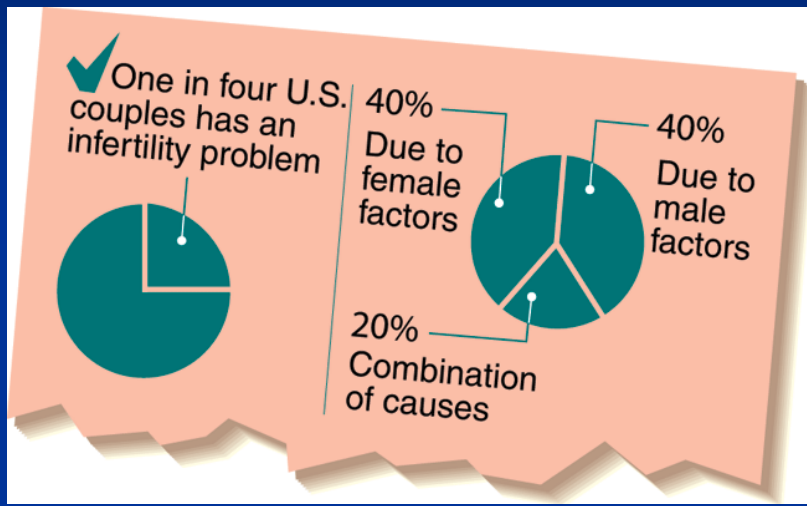
- Intro
- 1 - Inner vs Outer Life Purpose
- 2 - Professional Purpose
- 3 - Relationship Purpose
- 4 - My Personal Experience
- Summary

Intro – Who am I?



What Prompted Life Change for me...

Desperation



What Prompted Life Change for me...

Desperation



Desperation – How it Manifested for me

emotionally
I'M IN PAIN.

mentally
I'M DEPRESSED.

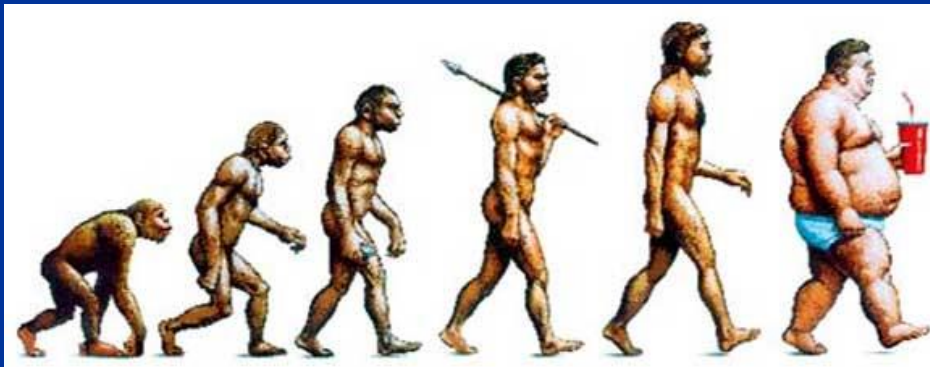
spiritually
I'M STRESSED.

physically
I SMILE.

America



80%



What Made NO Sense...

- Moreese Bickam – Spent 37 years in Prison for a crime he didn't commit (released at 78, 20 years ago)

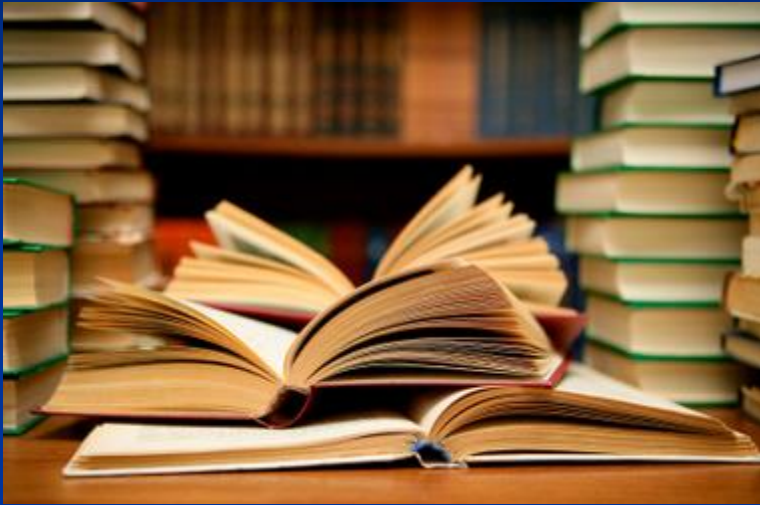


“I have no regrets – it was a glorious experience”

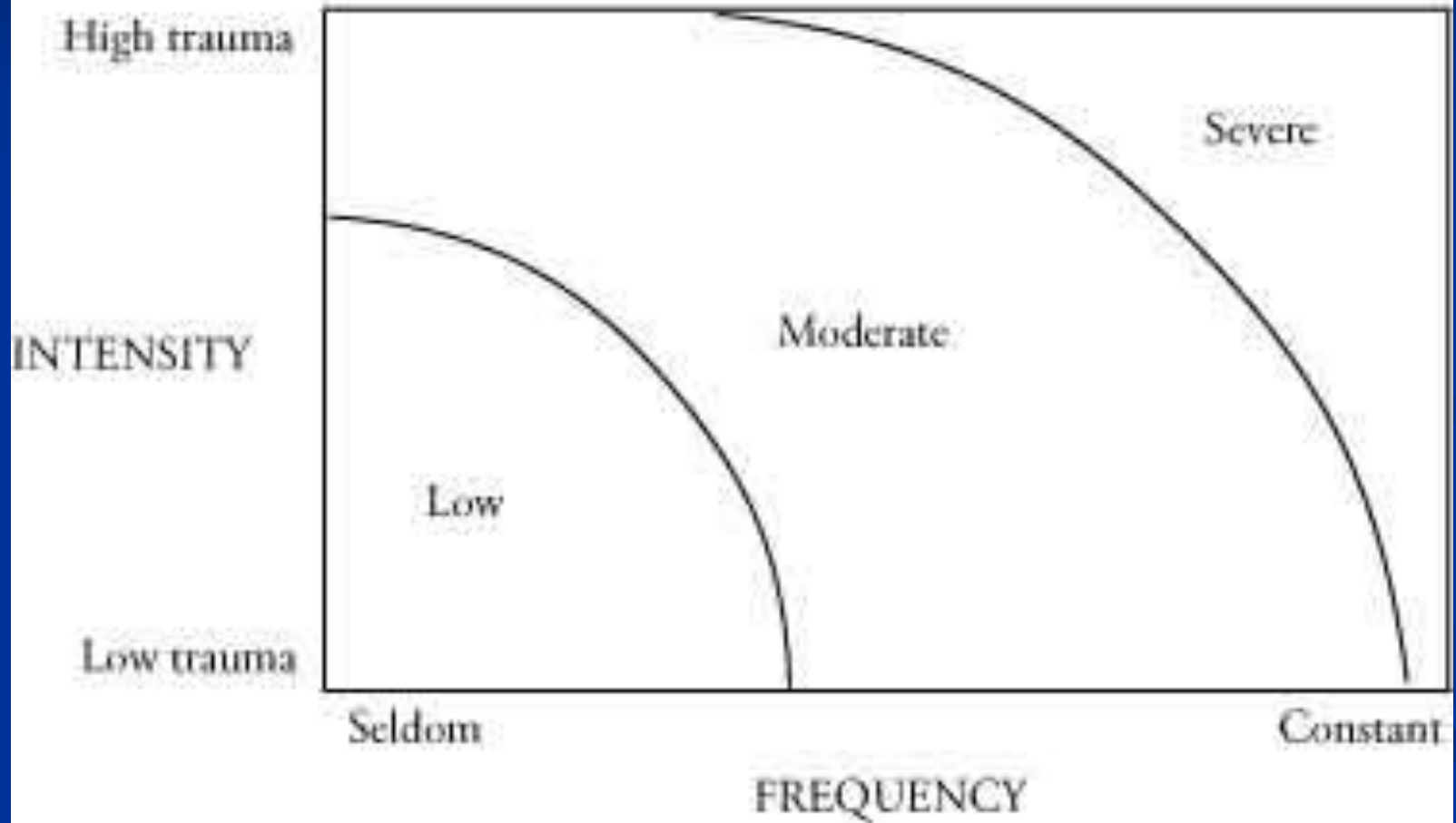
Yet Here I am...

- Live in Prairie Village Kansas
- Have 2 Happy and Healthy boys
- Own a Business where I get paid to help people every day
- Drive a Land Rover
- BUT I BATTLE...
 - ANXIETY
 - DEPRESSION
 - FEAR
 - And Take Medication to fight it daily

So, what did I do?



Impact of Abuse



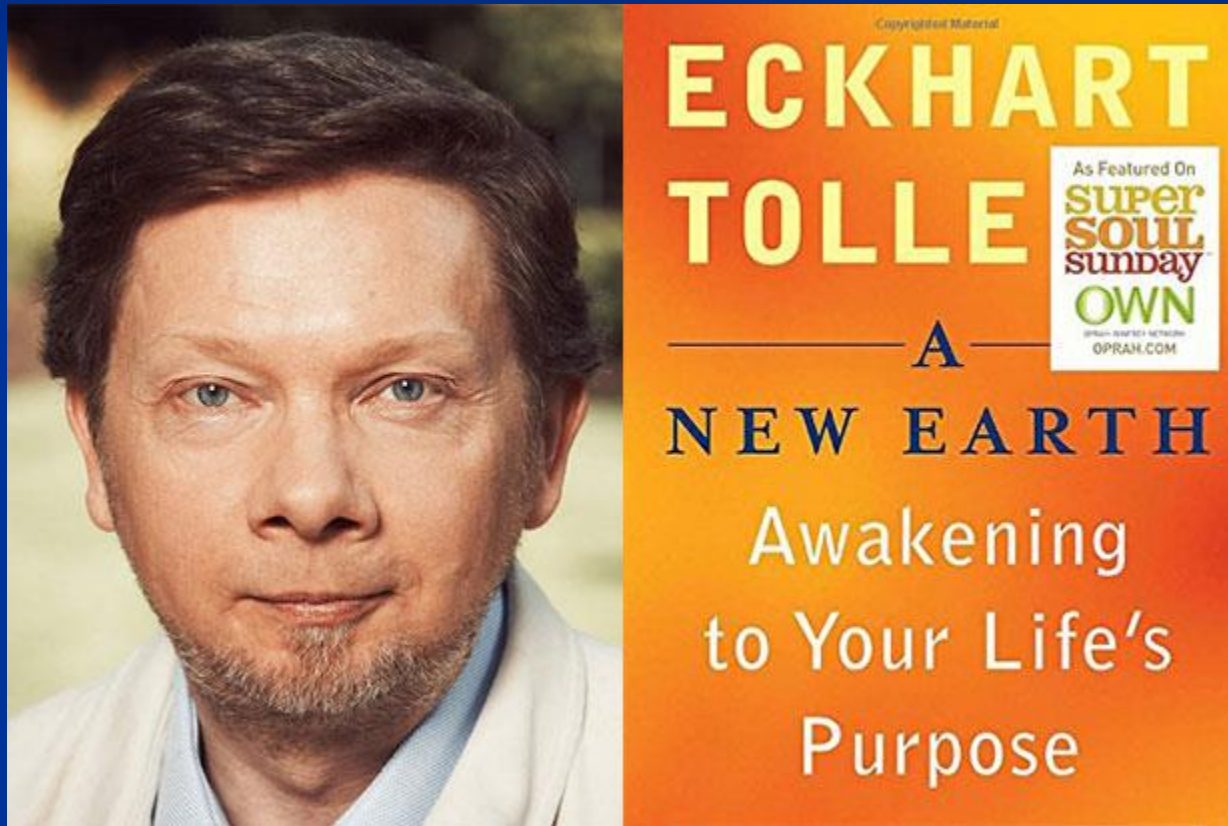
3 Primary Authors Spoke to Me

- *Eckhart Tolle* – Spirituality/ Philosophy
- *Simon Sinek* – Business/ Marketing
- *Harville Hendrix* – Relationships/ Theology

(keep in mind that that my own biases and interpretations are present in this talk and that this is not meant to be a lecture on the beliefs of these individuals)



Section 1 – Inner vs Outer Purpose



Tolle

■ Concepts

- All the major religious and spiritual teachers throughout time have very similar essential beliefs
 - The history of humanity is clinically insane or, at best, delusional
 - Our own thoughts and ego are the root of this pathology
 - Humanity is *not* doomed to this insanity
- We all have an internal purpose and external purpose in life

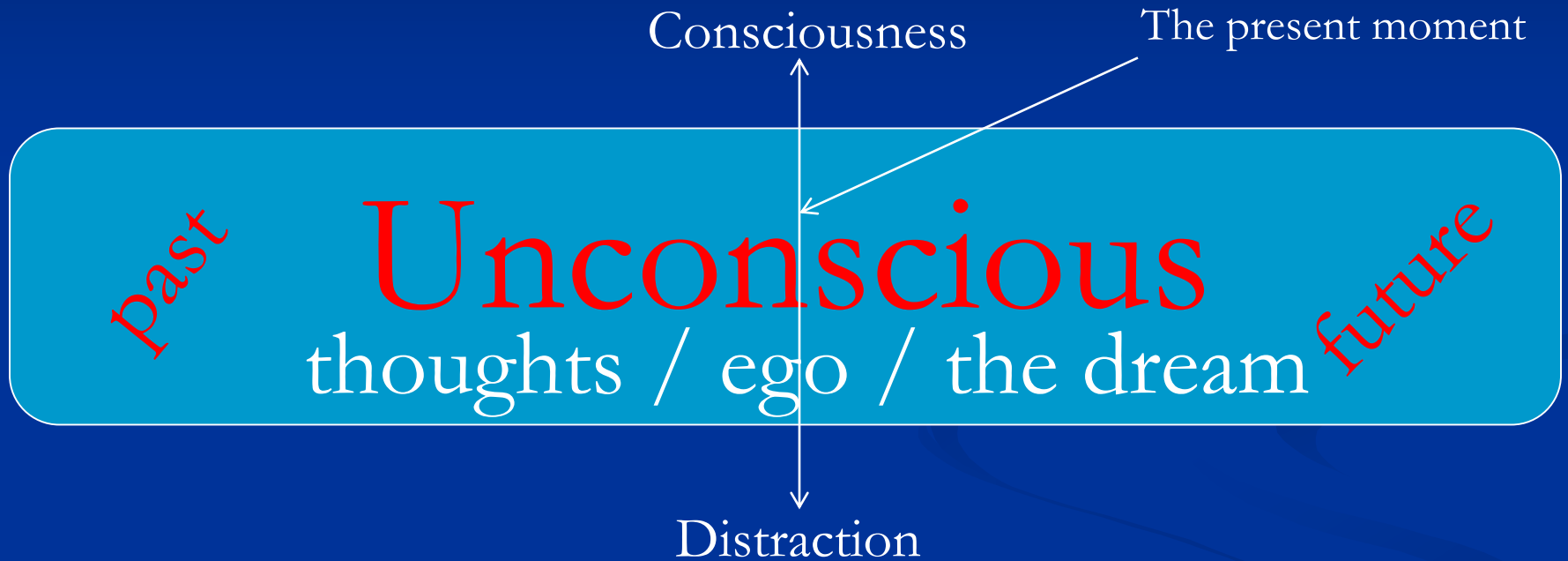
Thought and More Thoughts

The background of the slide features four faint, semi-transparent brain scan images. Each image shows a different view of a human brain with a color-coded heatmap overlay. The colors range from dark blue (low activity) to red and yellow (high activity). The top-left image shows activity in the frontal region. The top-right image shows activity in the posterior region. The bottom-left image shows activity in the anterior region. The bottom-right image shows activity in the lateral region.

Our brains produce as many as **50,000 thoughts** per day (National Science Foundation).

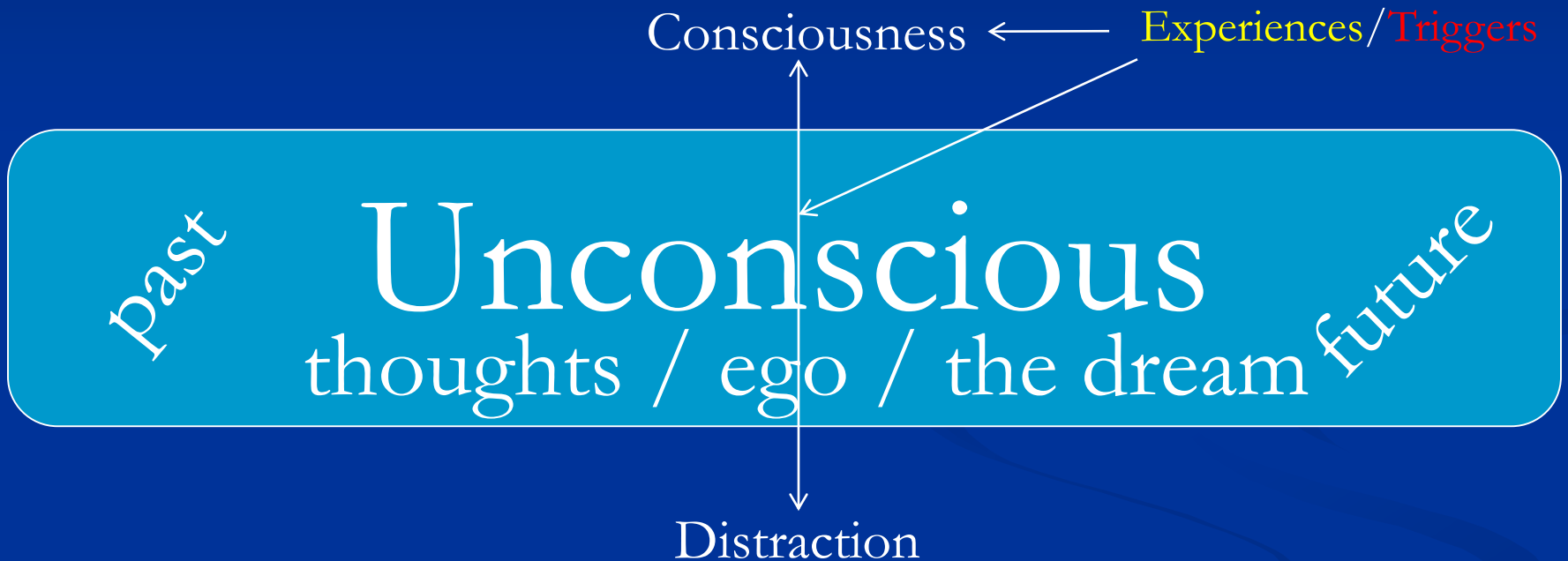
Ninety-five percent of these thoughts are repeated daily and reflect the mindset or beliefs we hold or to which we tenaciously cling.

Tolle – Consciousness



- The duck fight
- The false idea of time
- Thrill Seaking

Tolle – Consciousness



(Where do Triggers Stem From?)

Examples – a simple text

What is Our Purpose?

A New Earth (Chapter 9)

- *Internal Purpose* (the same for all of us):
 - Consciousness
 - To Be (versus do)
 - Presence
 - Never changes

What is Our Purpose?

A New Earth (Chapter 9)

- *External Purpose* (variable greatly for all humans):
 - Conscious doing
 - May be what you are already doing, you just do it consciously
 - May change over time
 - When fear and form are removed, your alertness and creativity and your external purpose emerge

What is Our Purpose?



If you are not in the state of either acceptance, enjoyment, or enthusiasm, look closely and you will find that you are creating suffering for yourself and others.

Eckhart Tolle

— OPTIMAL LIVING MICRO CLASS —

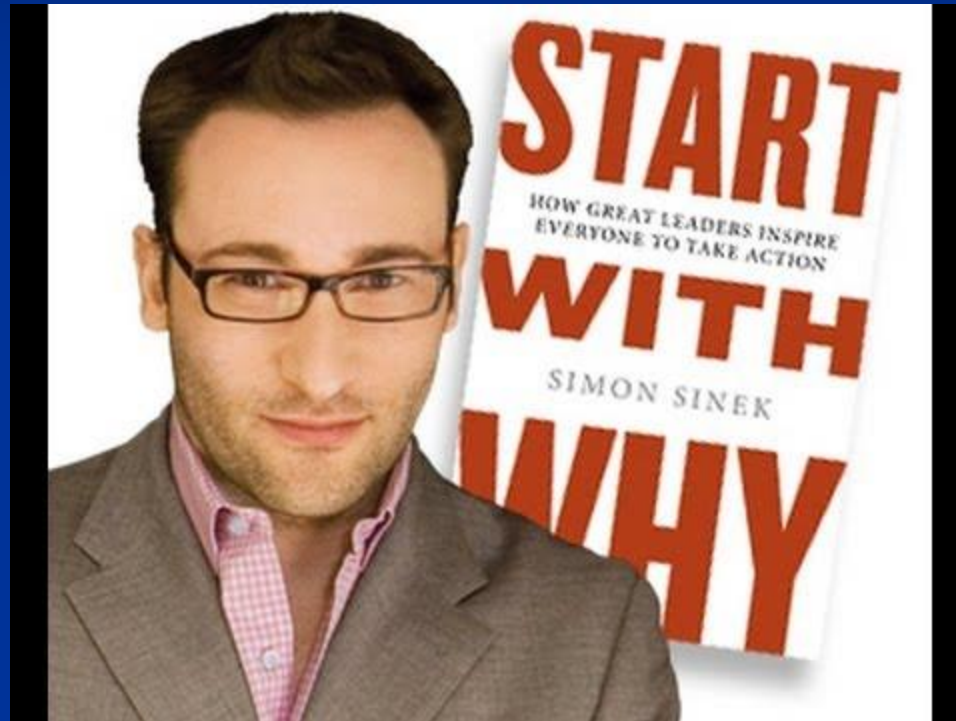
SUFFERING

= PAIN × RESISTANCE



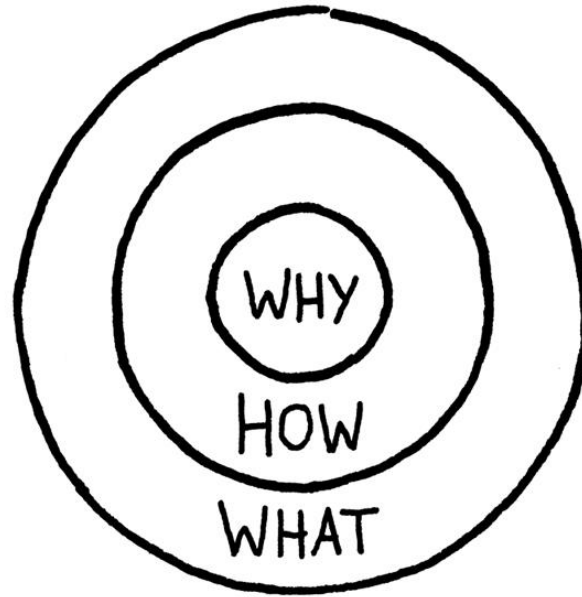


Section 2 – Professional Purpose



80%

The Golden Circle



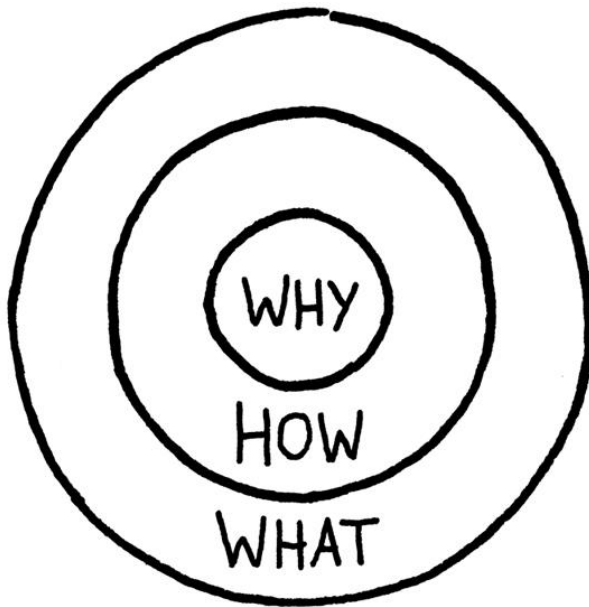
© 2013 Simon Sinek, Inc.

Conscious doing?

He who has a why
to live can bear
almost any how.

Friedrich Nietzsche

The Golden Circle

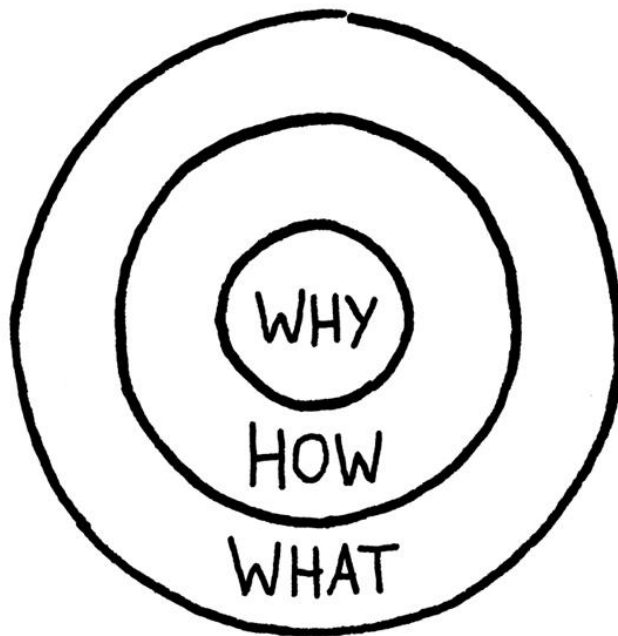


© 2013 Simon Sinek, Inc.

What

Every organization on the planet knows **WHAT** they do. These are products they sell or the services they offer.

The Golden Circle



© 2013 Simon Sinek, Inc.

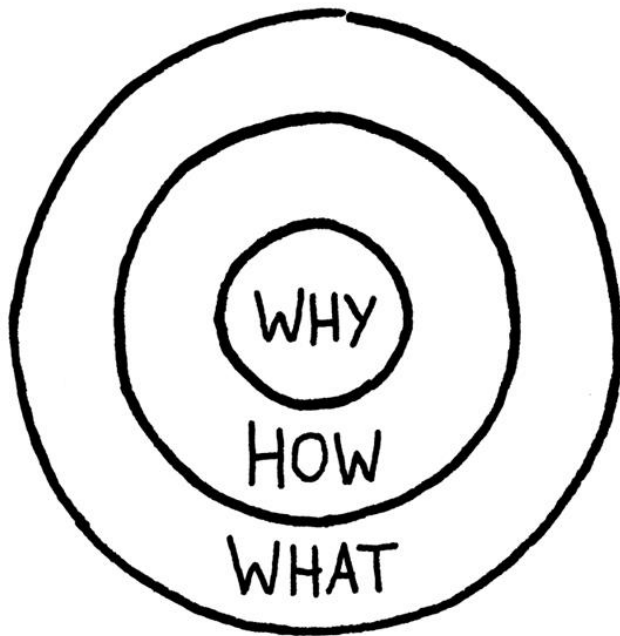
What

Every organization on the planet knows WHAT they do. These are products they sell or the services they offer.

How

Some organizations know HOW they do it. These are the things that make them special or set them apart from their competition.

The Golden Circle



© 2013 Simon Sinek, Inc.

What

Every organization on the planet knows WHAT they do. These are products they sell or the services they offer.

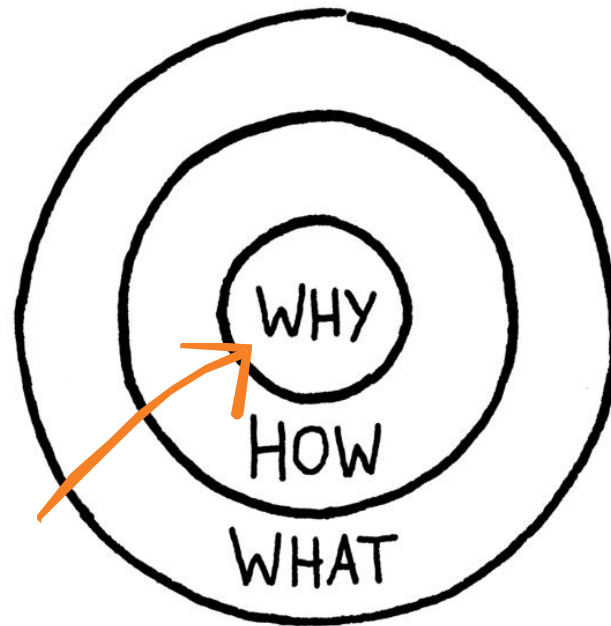
How

Some organizations know HOW they do it. These are the things that make them special or set them apart from their competition.

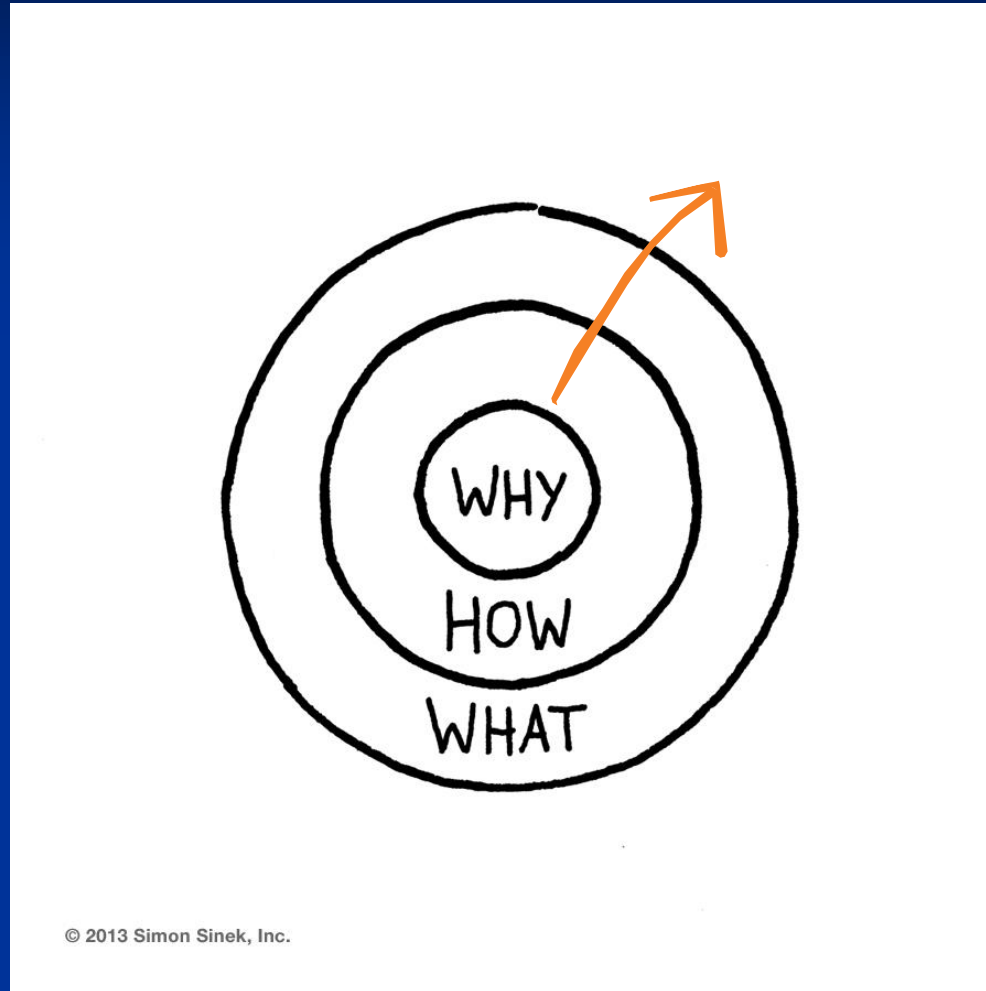
Why

Very few organizations know WHY they do what they do. WHY is not about making money. That's a result. It's a purpose, cause or belief. It's the very reason your organization exists.

The Golden Circle



The Golden Circle



to inspire and build loyalty, start with why...



IF they were like everyone else...

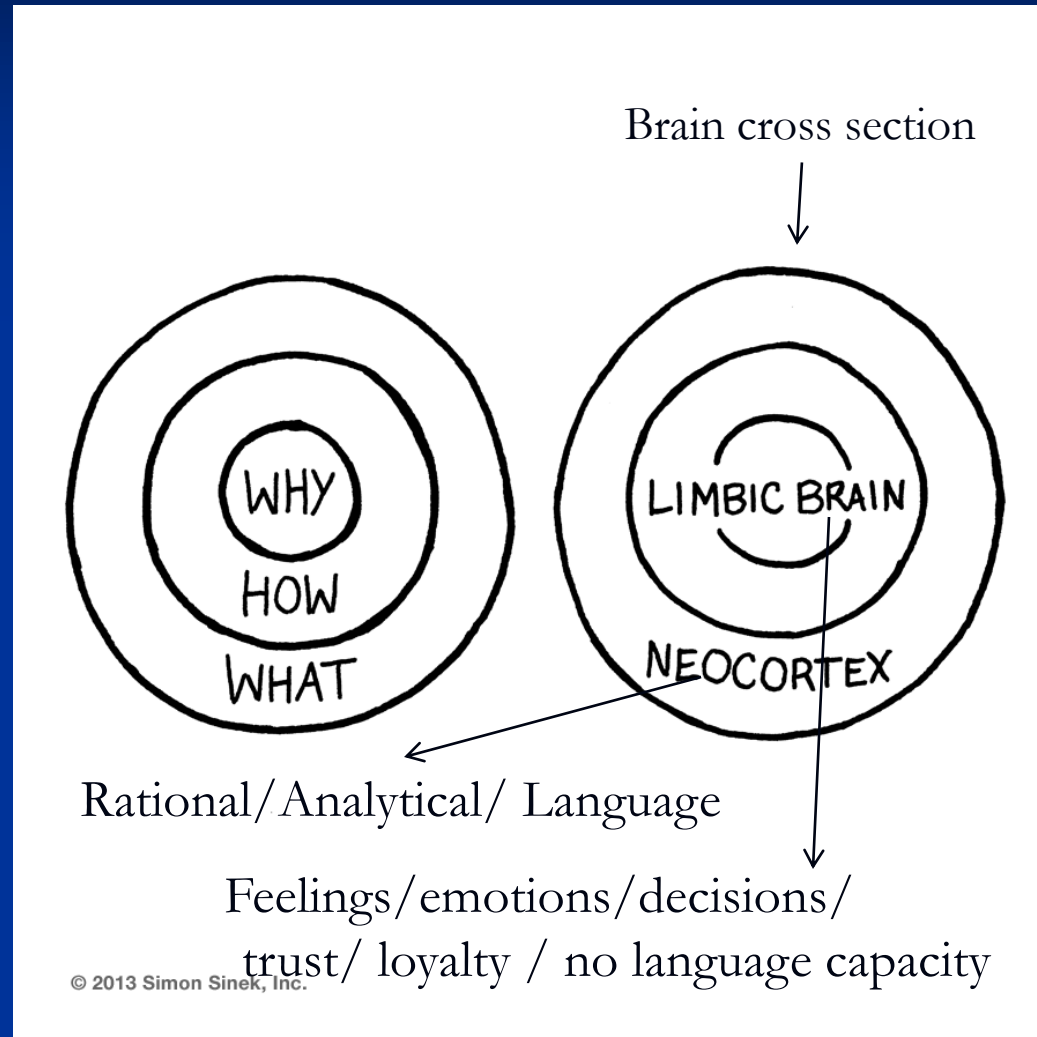
- What: We Make Great Computers...
- How: They're beautifully designed, simple to use, and user friendly
- Call to Action: Wanna buy one?



But, Apple Starts with Why...

- Why: Everything we do, we believe in challenging the status quo. We believe in thinking differently.
- How: The way we challenge the status quo is by making our products beautifully designed, simple to use, and user friendly
- What: We just happen to make great computers...
- Call to Action: Wanna buy one?

The Golden Circle + Human Brain



My Why?

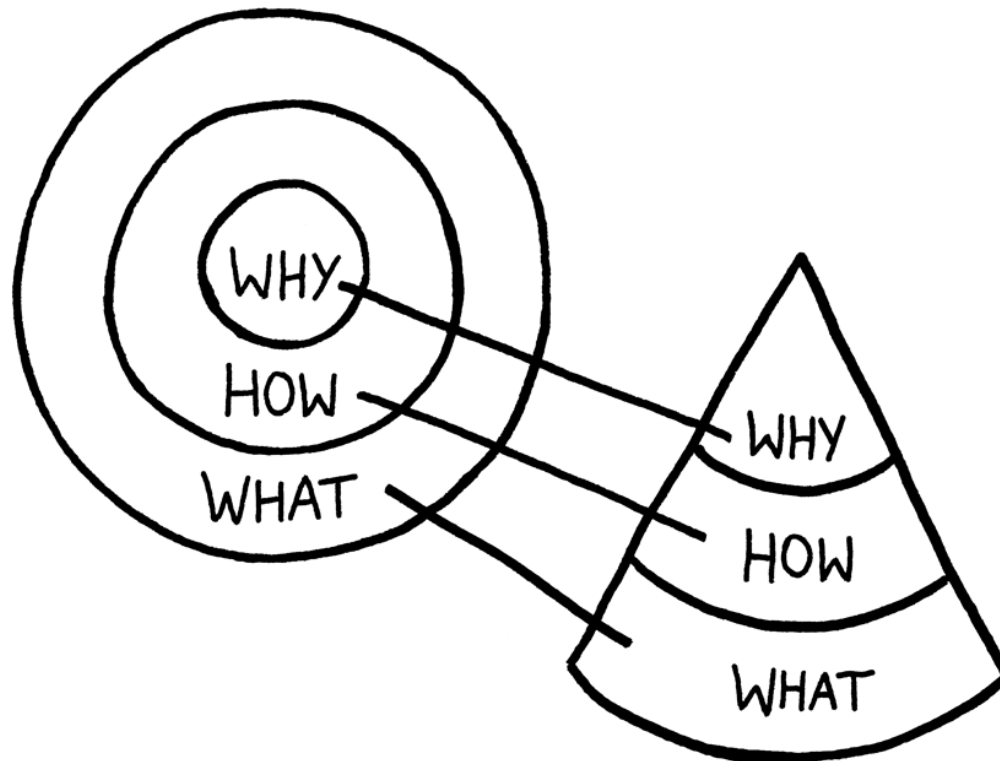
- After hours and hours of working through my why, even though it has always been there, I can finally articulate:

“I believe that genuine care and compassion create exceptional experiences and lives.”

My Why?

- Another Way to Say What I Believe...
 - “I believe:”
 - Passion transformed into action provides us all the opportunity to live exceptional lives.
 - Every person has the right to choose an EXCEPTIONAL experience over simply adequate.
 - Faith and Family are the foundation to everything else in life.
 - The workplace is an extension of my family and I care for each of my coworkers as I do my family

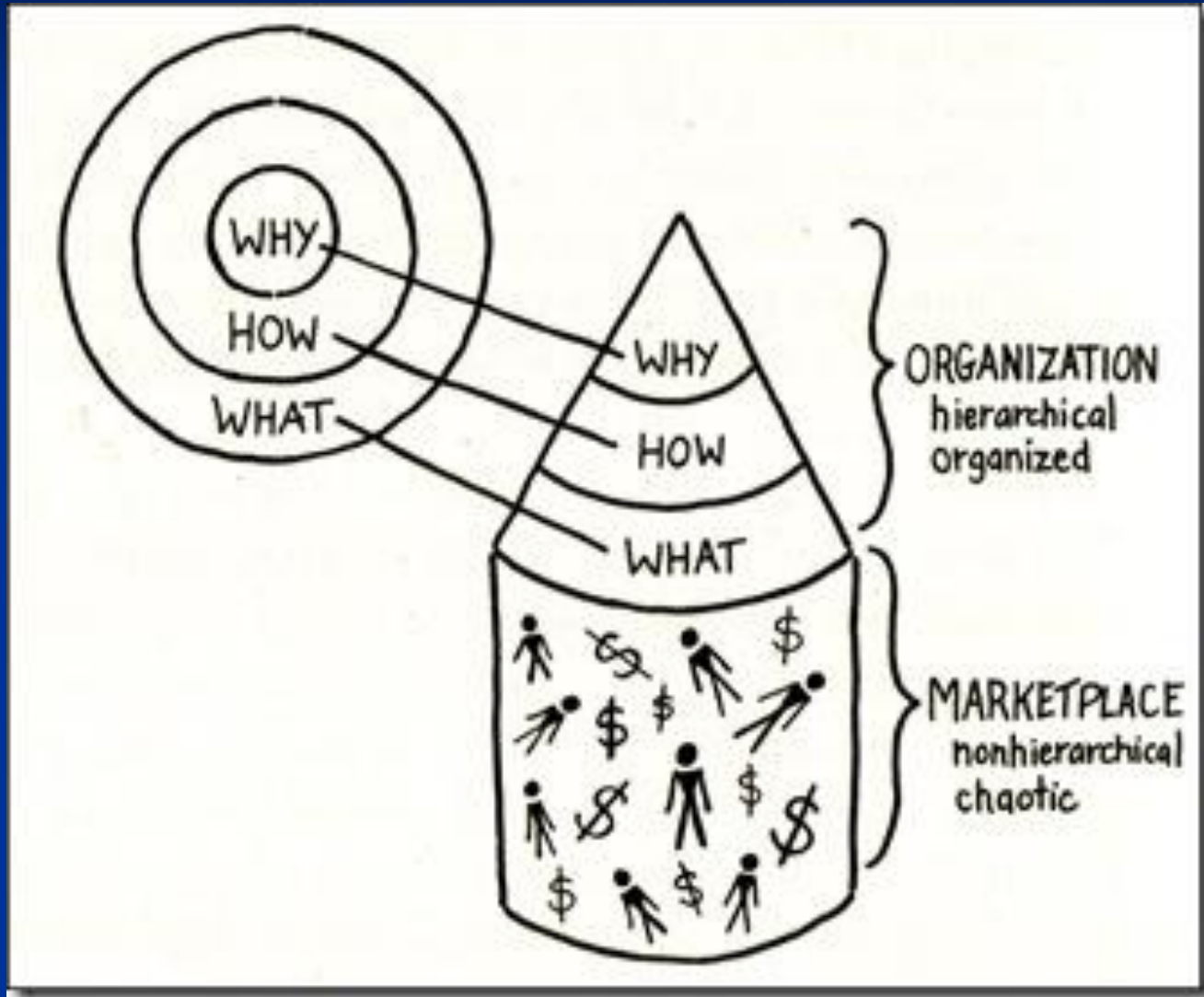
The Golden Circle + The Cone



© 2013 Simon Sinek, Inc.

- 3d cone
- A megaphone
- An organizations structure
- Where do each of us land?

The Golden Circle + The Cone



What Happened with My Business? The Split!



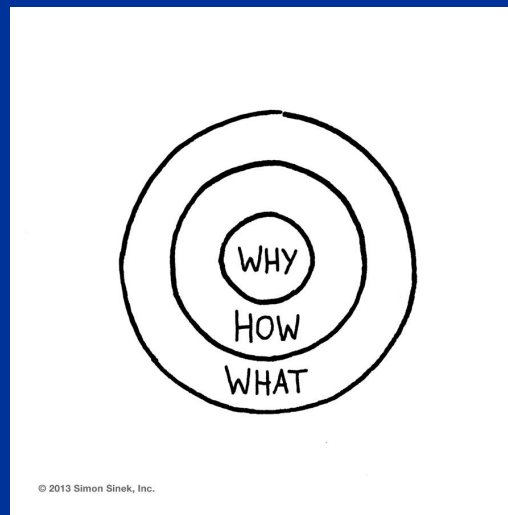
- Happens to almost every business and every person
- Early times are conscious with conscious doing...

The Result of Our Split

- Distrust
- Fear
- Insecurity
- Infighting
- A Cultural Shift away from our WHY

How Did We Come Back into Alignment?

- Clarification of our Why and STARTING with that why helps to realign all 3 circles.



- Clarity of the Golden Circle is the ONLY way to model AUTHENTICITY

What Does This Mean for YOU?

- You can only search out and discover your own “WHY” statement AFTER you can make peace with your INNER purpose
- Conscious Doing will allow you to take steps towards discovering your why.
- If you don't believe in the WHY of what you're are doing, you will never be at peace with it.

Stress Vs Passion



Working hard for something we don't care about is called stress; working hard for something we love is called passion. -Simon Sinek

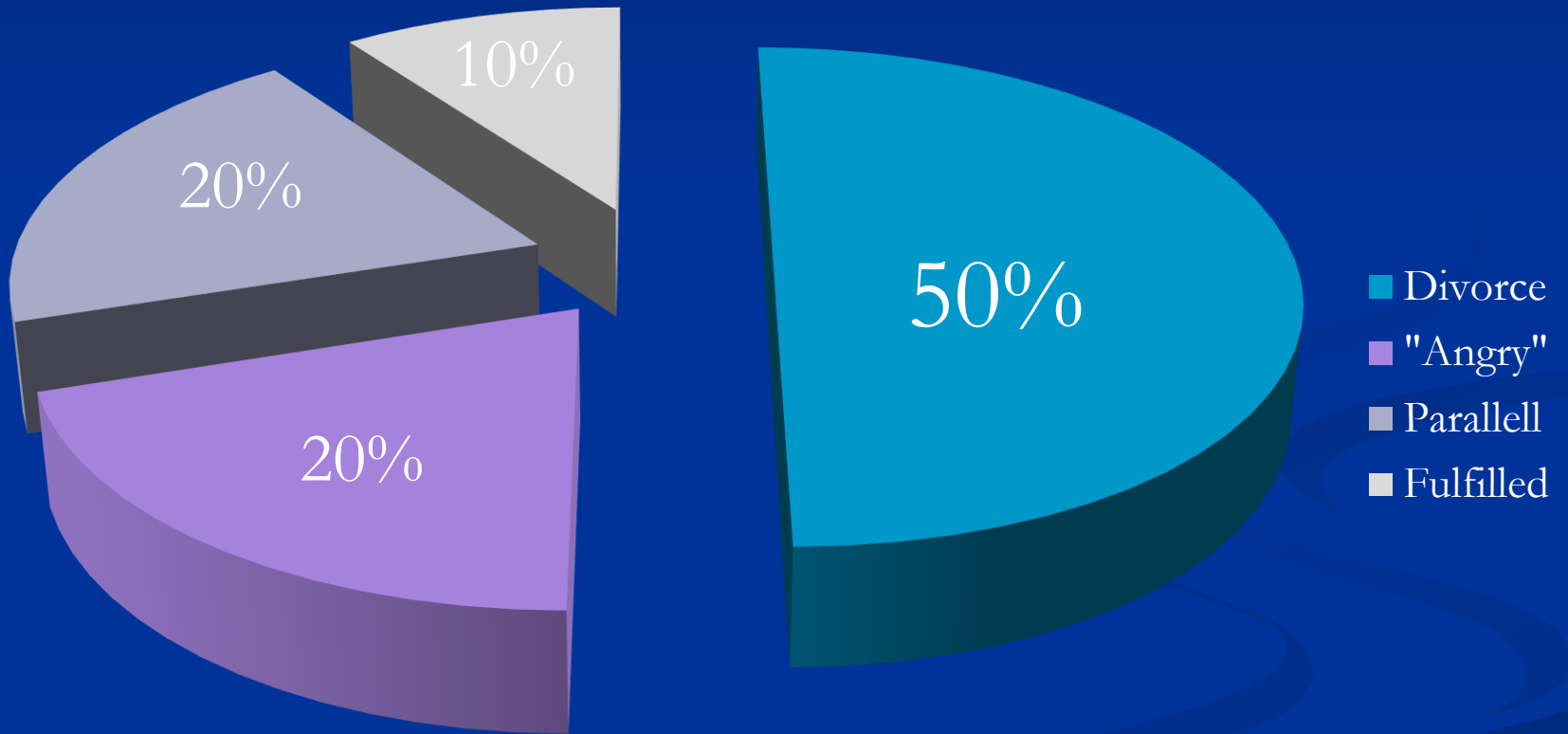
Section 3 – Relationship Purpose



Relationships

- While we are looking at research related to couples and marriage, our previous experiences, especially our childhood, are what shapes us into who we are today...
- Unless we address each of our own childhood wounds, we will continue to create the same challenges generation to generation....
- Relationships are Relationships wherever they occur

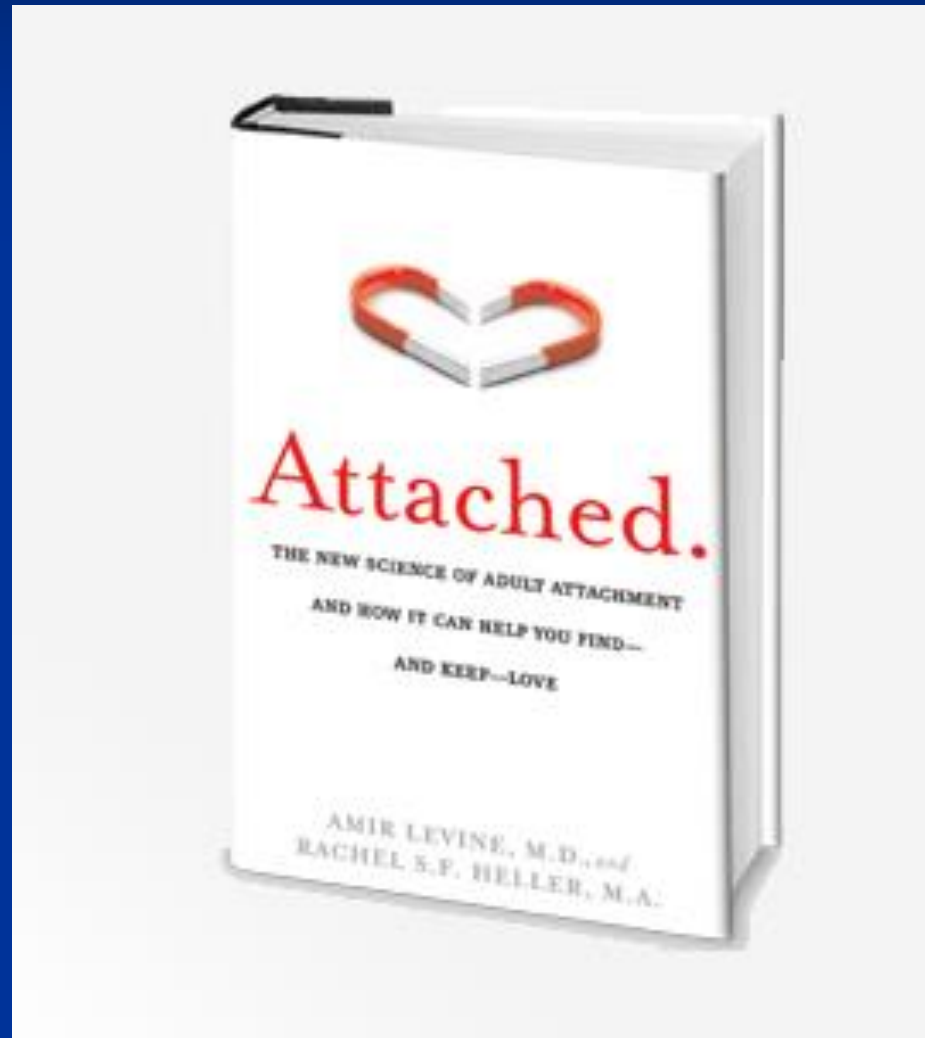
Marriage



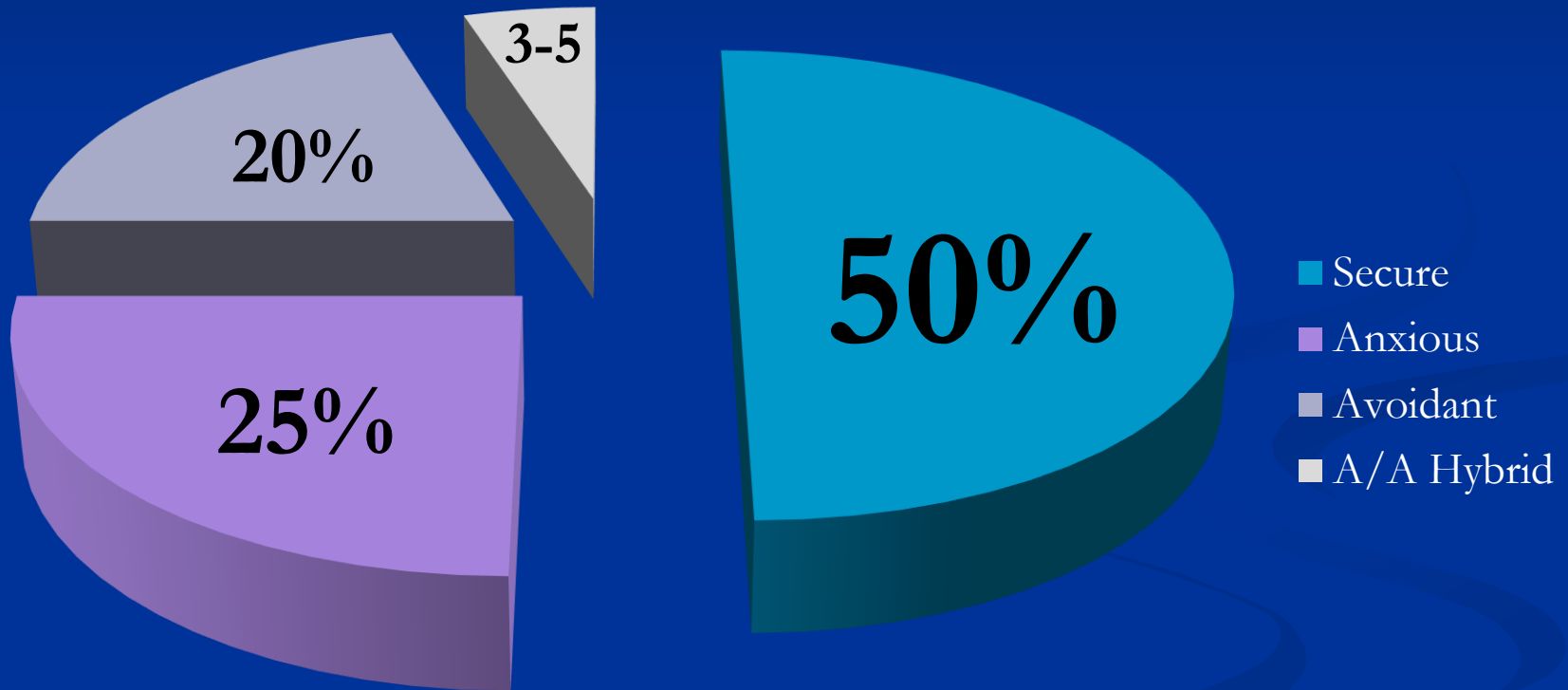
“Love”

- We are only able to fall “in love” with people who display the most negative aspects of the parent(s) or caregiver(s) who we had the most difficulty with as a child
- The problem is - that is who will trigger our emotions the most! - UNCONSCIOUSNESS
- Why? Our unconscious attempt at fulfillment of our childhood wounds

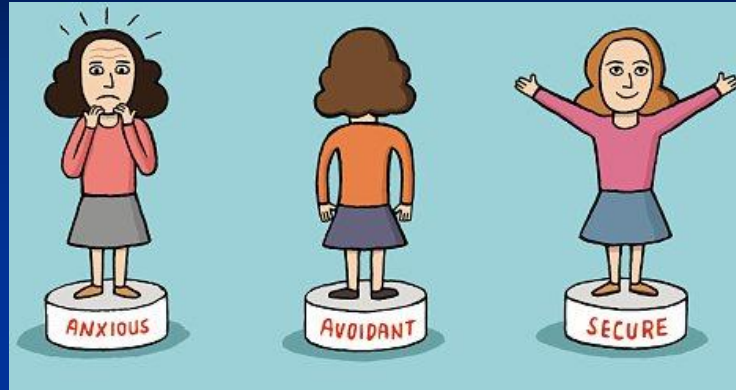
THE Best Relationship Book I've Ever Read



Adult Attachment Theory

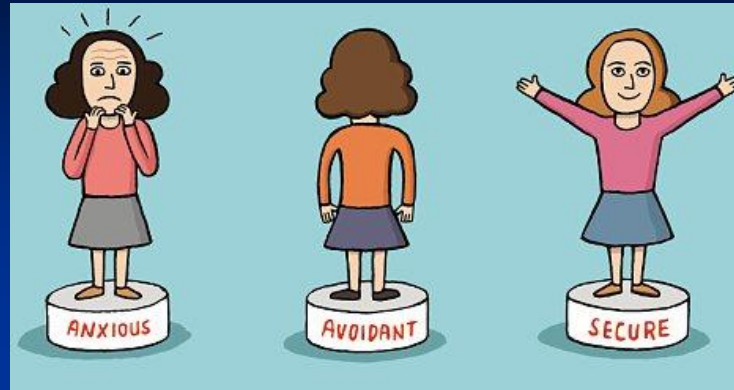


“Secure” People (50%)



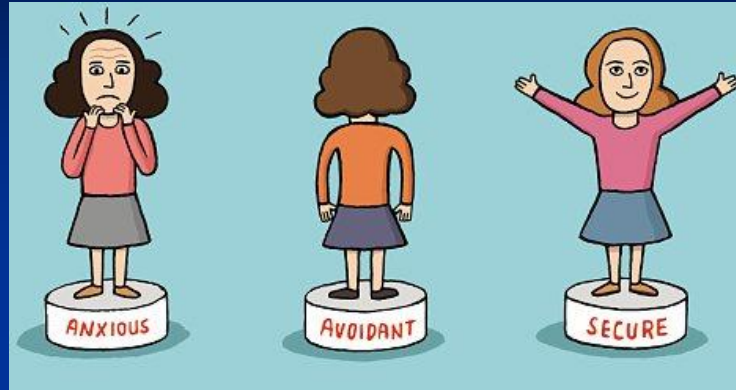
- Feel comfortable with intimacy and are usually warm and loving.
- “I find it relatively easy to get close to others and am comfortable depending on them and having them depend on me. I don’t often worry about being abandoned or about someone getting too close to me”

“Anxious” People (25%)



- Crave intimacy and are often preoccupied with their relationships, and tend to worry about their partner’s ability to love them back.
- “I find that others are reluctant to get as close as I would like. I often worry that my partner doesn’t really love me or won’t want to stay with me. I want to merge completely with another person and this desire sometimes scares people away.”

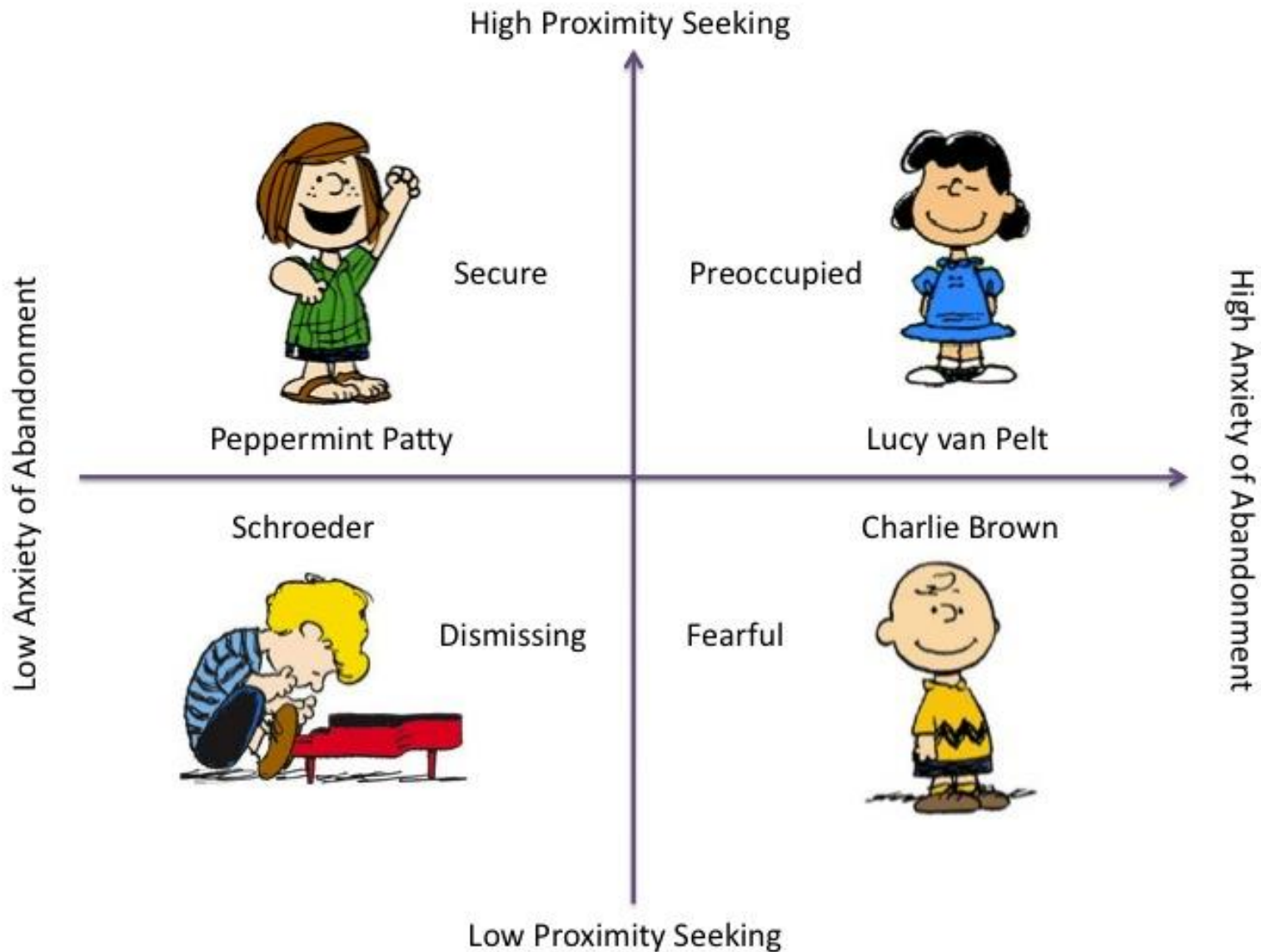
“Avoidant” People (20%)



- Equate intimacy with a loss of independence and consistently try to minimize closeness.
- “I am somewhat uncomfortable being close to others; I find it difficult to trust them completely, difficult to allow myself to depend on them. I am nervous when anyone gets too close, and often, love partners want me to be more intimate than I feel comfortable being.”

Each Style Differs Greatly in...

- Their view of intimacy and togetherness
- The way they deal with conflict
- Their attitude towards sex
- Their ability to communicate their wishes and needs
- Their expectations from their partner and the relationship



What can you do with this information in your relationships?

- 1) Recognize that when someone triggers you, 90% of that trigger is your issue. (eg – what does ‘late’ mean)
- 2) Before you react, observe. (from a distance)
- 3) Use this information in your personal relationships as a starting point for better communication and understanding.
- 4) Study and learn the attachment styles of you and your partner (or potential partner).

Section 4 – What did I do?

- First, I began “being,” instead of “doing”



Achievement vs. Success



Achievement happens when we pursue and attain what we want. Success comes when we are in clear pursuit of Why we want it.

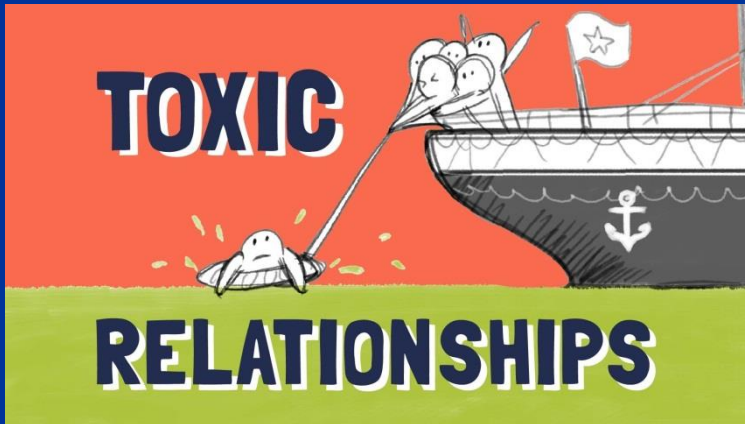
— *Simon Sinek* —

AZ QUOTES

What testing did I do?



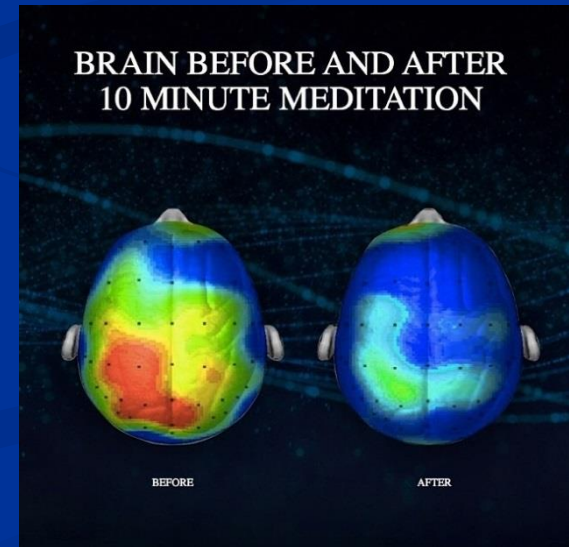
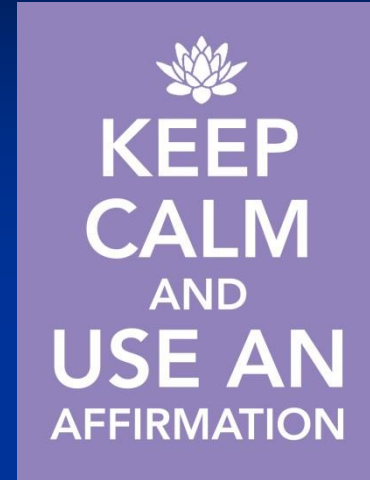
What I cut out?



Relationships

**“You are a
composite of the 5
people you spend
the most time**

What changes did I make?



emWave2



Today is going to be a GOOD day!! - How are you? "Terrific!!"
Choose to think and feel that what I want to happen WILL happen!!

1) Business/Career

- Debt free with 500K in the bank by Jan 1, 2020
- PPS Practice of the Year
- Direct PT created and in the black by Jan 1, 2017

2) Home

- Clean basement/ Garage,
- Painted Basement, with basement net
- Refinished Hardwoods and Remodeled Kitchen
- Widened Driveway,
- Fully Landscaped
- Basketball Goal Replaced
- Wiffleball field on side of the house
- Emergency Kit available
- Desk Cleaned and organized

3) Family/Personal

- Debt Free, with 100K in the bank by 2020
- Auto Start on Car
- Constantly Present father/ role Model/ coach
- Anthony, Christian, and I all happy, healthy, and at peace
- Healthy Spiritual Life
- Healthy Relationships
- Healthy Charitable Givings

4) Self Improvement

- Wake at 6am daily and start with meditation, reading a motivational quote, and goals

- To Bed by 9pm daily with prayer and thanks
- Daily Exercise
- 160 pounds with 6 pack
- Only clean burning fuel into my body
- Handyman Course/ Class

I LIKE BIAGIO BECAUSE:

- he is caring, kind, and loving
- he gives of his time, energy, and spirit
- he works hard and has genuine compassion
- he loves his boys deeply and is a wonderful, present, father
- he helps others to feel better when they are in pain
- he creates jobs and professional opportunities for 27 people
- he is fun and funny
- he exercises hard and takes great care of his body.

BIAGIO'S MOST OUTSTANDING ACCOMPLISHMENTS INCLUDE:

- Personally - Having 2 amazing boys that he gets to love, parent, and coach
- Professionally - PT, DPT, MPT, OCS, SCS, COMT, CSCS, NSCA-CPT, TFW, MovNat, KC Royals, Sporting KC, MMA, Elite 10+ Years, Valedictorian, SI Bone, Forensic PT, Teaching

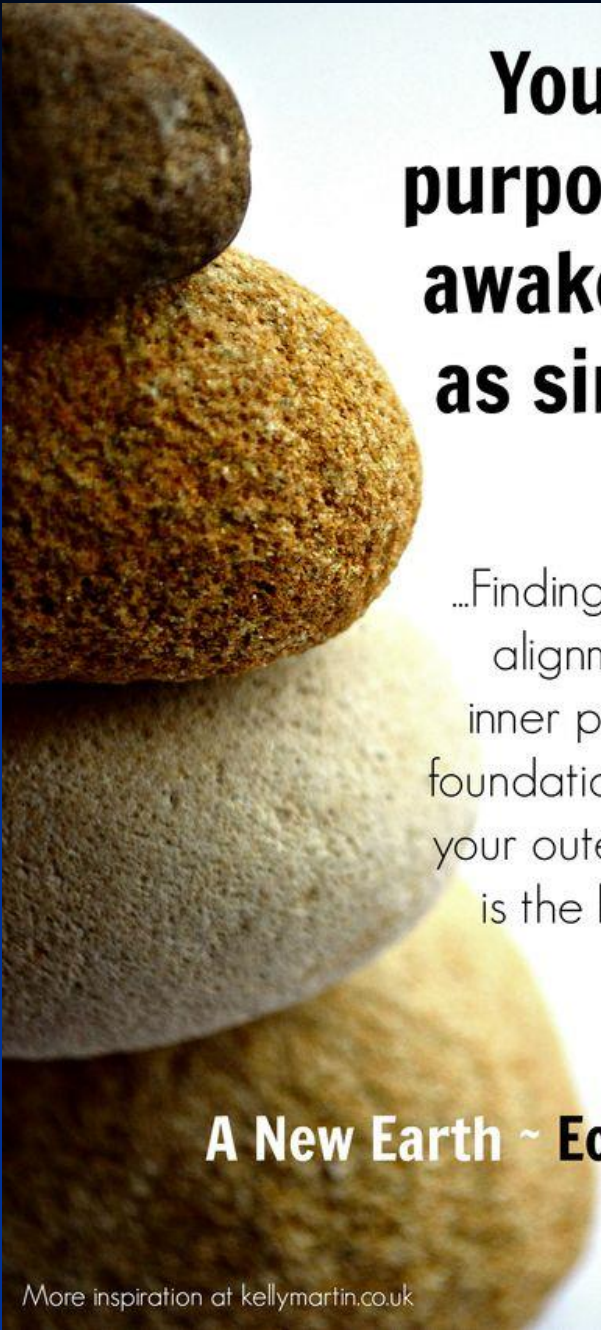
SIMPLIFY- unless it helps, anthony, Christian, elite, my house, or my body, cut it out!

Enjoyment, Enthusiasm, or Acceptance!



Summary – Inner and Outer Purpose





**Your inner
purpose is to
awaken. It is
as simple as
that...**

...Finding and living in alignment with the inner purpose is the foundation for fulfilling your outer purpose. It is the basis for true success...

A New Earth ~ Eckhart Tolle

More inspiration at kellymartin.co.uk

Inner Vs. Outer Purpose



The outer purpose belongs to the horizontal dimension of space and time; the inner purpose concerns a deepening of your Being in the vertical dimension of the timeless Now.

— *Eckhart Tolle* —

AZ QUOTES

Life is
Opportunity
Mixed with
Difficulty

@tuz22

— OPTIMAL LIVING MICRO CLASS —

SUFFERING

= PAIN × RESISTANCE



Take Home Message



Thank You

