**Aspire: Kevin Hall**

**“Words are, and always have been, the creative force of the universe.”**

**Words are the first building blocks for success and inner peace; they provide the vision and focus that show the way to growth and contribution.**

**There is a language of success and a language of distress. There is a language of progress and a language of regress. Words sell and words repel. Words lead and words impede. Words heal, and words kill. – Stephen Covey**

**Genshai (The Secret Word) –** You should never treat another person in a manner that would make them feel small

* Compassion and encouragement are foundational elements of Genshai
* The way I treat myself reflects the way I treat others
* I don’t see the world as it is. I see the world as I see myself

**Pathfinder –** leader

* “Lea” means path, and “der” means finder!
* A leader is a pathfinder – they find the path, they are the readers of the signs and clues – they see and show the way
* Before you can help someone else find their path, you must know yours
* Dr. Gerald Bell studied 4,000 retired executives and asked them – If you could liove your life over again, what would you do differently?
	+ #1 I should have taken charge of my life and set goals earlier. Life isn’t practice, it’s the real thing #2 I would have taken better care of my health #3 I would have managed my money better
* Key characteristics of a Pathfinder:
1. They are able to read the clues that guide them on their path
2. They are very clear about where they are going
3. They recognize and embrace their natural gifts
4. They are willing to sacrifice to make significant contributions
5. They follow their bliss which allows them to meet people who have been placed in their lives to guide them along their journey
* **People.** Who appear on my path to help me fulfill my purpose. **Actions.** Taken on opportunities. **Thoughts**. That help me create a life of meaning and significance. **Happiness** – that spells Path!

**Namaste** – I salute the divine within you; I salute your God-given talents. I salute what you do best. I honor your uniqueness and your specialness.

* Every person is authentic, every person is an unrepeatable miracle.
* Our deepest fear is not that we are inadequate. Our deepest fear is that we are powerful beyond measure. – Marianne Williamson
* Enthusiasm means God within or God’s gifts within
* Authentic comes from autos which means self and hentes which means being – authentic means being yourself!
* Genius comes from the Roman word genuinus, which means what you were naturally born with. Genius is nothing more, or less that being genuine!
* A talent wasted is a sin!
* Before we can salute the greatness within others, we need to salute the greatness within ourselves!
* When you feel as if you would do something for free, that is when you know you are on your true path!
* As you travel on your journey, remember that the footprints you leave on your path are just as unique as the path you are walking!
* Tapping into my natural gifts is the first and most important step toward living a life of abundance and fulfillment
* Discovering the intersection between what I feel in my heart and what the world needs helps me discover my mission and purpose in life!

**Passion –** first coined by Christian scholars, it means to suffer. In it’s purest sense, it describes the willing suffering of Christ

* Passion doesn’t mean just suffering for suffering’s sake, it must be pure and willing suffering
* There is a link between the word passion and sacrifice. The word sacrifice comes from the Latin sacra, which means sacred and fice which means to perform
	+ To sacrifice is to perform the sacred
	+ Passion is sacred suffering
	+ Suffering isn’t necessarily a bad thing. It can and should be a good thing. It’s noble, Sacred, life defining.
* It has become popular to define passion as deep or romantic love, but the real meaning is being willing to suffer for what you love
* Passion stretches you. The sacred stretches you
* Compassion – combines com, or with, and passion, or suffer. Compassion is to suffer with another

**Sapere Vedere** – combines the latin sapere, which means knowing how and vedere which means to see. Sapere vedere means knowing how to see

* It transposes the saying seeing is believing, to believing is seeing
	+ Da Vinci understood that we truly see with our brain first, our heart second, and then our eyes!
* People without sapere vedere say I’ll cross that bridge when I get there – those with sapere vedere say I’ll see that bridge before I get there
* Sight is a function of the eyes, vision is a function of the heart. Never let your eyes determine what your heart believes
* Wisdom comes from wissen, which means I know what I saw. Vision comes vissen which means I know what I see. Wisdom is knowing what we saw, vision is knowing what we see, and sapere vedere is knowing HOW to see!
* Confidence means to go with faith
* Our path is the way we travel, our vision is where we travel, our purpose is why we travel.

**Humility** – the origin is the Latin word, humus which means soil, specifically rich, dark, organic soil

* Humility produces growth
* The solid core between self-mastery and leadership
* To develop yourself is to love yourself
* Success comes from the Latin word succeder which means to come up through. The middle part cede comes from seed – when a seed pushes through the dirt, or humus, it follows a path of succession
	+ To come up through is to succeed, there is no real humility without success and no real success without humility
* To teach is to show. You can’t teach what you don’t know. You can’t guide where you don’t go. And you can’t grow what you don’t sow!

**Inspire** – Comes from the latin, inspirare which means to breathe and in implies into. To inspire is to breathe into.

* Encourage – couer in the Romance languages meant heart, when you encourage you add to someone’s heart
* Words that start with ap, such as approve generally mean up or toward. Words that begin with de generally mean down or away
* If we contribute to other people’s happiness, we will find the true goal, the true meaning of life.

**Empathy** – comes from the word pathy, which means path and em, which is in

* Empathy is walking the path of another
* The word communication, empathy’s close cousin comes from the Latin communicare which means to share in common
* Phenomenal salespeople sell benefits. They talk about what the product or service can do for YOU.
	+ Master salespeople who understand how to walk the path of another are first and foremost great communicators
* The word comprehend comes from com meaning together, and prehender which means to grasp. To comprehend means to grasp together.
* Empathy is to the heart what air is to the body
* To understand means to stand among. It doesn’t mean to stand beneath or below. It means to stand WITH

**Coach** – Means someone who carries a valued person from where they are to where they want to be

* Words on pg 166 describe someone who goes before and shows the way.
* To teach means to show, teachers don’t just tell, they illustrate, they model, they show.
* When you light someone else’s path, you see your own more clearly
* Everyone has a purpose in life…a unique gift or special talent to give to others. When we blend this unique talent with service to others, we experience this ecstasy and exultation of our own spirit, which is the goal of all goals – Deepak Chopra

**Ollin** – Pronounced ALL IN, it is an immense depth that conveys intense and immediate movement

* Means to move and act now with all your heart
* When we view our path with clarity, we move with clarity, we move with a full and committed heart
* Progress – pro means forward and gress means to move, to move forward
* FEAR is nothing more than False Emotions Appearing Real – fear of failure and fear of success can be overcome by firmly placing one foot after another with unswerving position and steadfast resolution.
* When we decide what it is we are willing to suffer for, and what we are equally willing to act on, the world opens up for us. Find out what you are willing to suffer for, then go OLLIN!
* Act as if it were impossible to fail: What would you do if you knew you couldn’t fail?
	+ What calls to me? What energizes me? What makes me feel I’m at my best?

**Integrity** – comes from the Latin “integer” which refers to a whole number, whole and complete.

* When we are comfortable with who we are, we cease to be uncomfortable with who we are not!
	+ When we are one with our word, we are one with the world
* Integrity means a life of wholeness, it is a completeness that brings blessings of simplicity and harmony into our lives. To bless is to make holy, our path becomes a sacred path of holiness when we are whole.
* **Quotes:**
* Everything can be taken from a man but one thing: the last of the human freedoms – to choose one’s attitude in any given set of circumstances, to choose one’s way. – Viktor Frankl
* Every wall has a door, passion in its purest sense, the willingness to suffer for what we love is often the door that leads us to our path – R.W. Emerson
* The eye is the window of your soul – Da Vinci
* How was your day? It was not a good day today; it was dark. The sun never came out! Son, the sun did come out, it always comes out – you just didn’t see it. You must learn, to see beyond the clouds – when we change the way we look at the things, the things we look at change!
* To live life in crescendo – to constantly look forward, it means your greatest work, and contribution is always ahead of you. This philosophy places an emphasis on contribution. While achievement has a beginning and an end, contribution is ongoing and enduring. – Dr. Covey
* People will forget what you said, people will forget what you did, but people will never forget how you made them feel – Maya Angelou
* We are not human beings having a spiritual experience. We are spiritual beings having a human experience. – Teilhard de Chardin
* Help thy brother’s boat across and lo! Thine own has reached the shore! – Hindu Proverb