

# BELIEVING AND KNOWING

According to the science of Lexigrams, belief has a LIE in it...

Yes, the word itself asks you to **LIE... BELIEF – BE LIE F(OOL YOURSELF)**

Since childhood we take inputs with our external 5 senses and learn to believe things from Parents, relatives, teachers, friends & society. The more numbers of time do we hear, see or read something, our belief system becomes strong. In fact our society is like that. We are conditioned to believe things since our first day on Earth and were actually NEVER ALLOWED TO KNOW THINGS.

Simply close your eyes after you read this paragraph and allow your mind to focus on some of the incidents since you were a child when you were actually punished, reprimanded or scolded for being innovative, for being very interested in knowing something new, for being a researcher & explorer (doing experiments). Almost each of us could tap on to those memories just by closing our eyes and shifting our attention to these events. Please feel the same pain you felt in that moment as a child, as a student, as a member of society. We were always made to believe things and not to know things. Now close your eyes and take few moments here to remember some of these moments.

Please do this for your own self. ....

Now you KNOW and understood whatever I want to convey through these words. Believing does not mean KNOWING and Knowing is the ULTIMATE FEELING much beyond believing. When you believe or disbelieve something, you disallow yourself to KNOW. A belief is in your mind and the KNOWING is in your BEING (as a strong feeling rather than just a thought).

Let us understand and get more clarity with some examples.

**a)** When someone is in Love, he KNOWS that he is in Love whether anybody believes him or not. His KNOWING is free from everybody's belief.

**b)** What do you believe about – WHO ARE YOU???

Your probable answers based on your belief system –

- I am (your name)...
- I am son/daughter...
- I am a Father or mother...
- I am the Director or officer of that company...
- I am a wealthy person..
- I am a poor person...
- I am a Christian / Hindu / Muslim / Buddhist / Jew ...
- I am an Indian/ Singaporian/American...

Sorry!!! All wrong answers. YOU have a NAME. YOU have parents. YOU have children. YOU have wealth. YOU do not have wealth. You have a RELIGION (again a believe system) to follow. YOU have a place to live called India / Singapore/ America.

Your name is not YOU. You believe yourself to be what you HAVE or DO and identify yourself with what you have or do not have. YES, YOU ONLY DO THAT. It is not your fault... You live in a society where you have been made to believe and think like that.

So you believe and behave like that. Let me tell you frankly and honestly, you DO NOT KNOW YOURSELF? You have been always debarred to KNOW. Who stopped you??? The first are your parents, then your teachers in school, then your priests, then your professors in Universities, then your bosses & the whole society.

So you have some beliefs ABOUT YOU but you do not KNOW WHO YOU TRULY ARE... WHATEVER DO WE BELIEVE BECOMES OUR REALITY AND IT MAY NOT BE THE TRUTH... Now you are getting some clarity or rather getting more confused. Let us now understand this process of believing and knowing.

**1. INFORMATION:** - Since childhood you are flushed with information. In schools and colleges, you are praised and judged only on the basis of your memory of information. And you were conditioned to BELIEVE according to your ability to memorise the information. And you started believing YOU KNOW. More information you have, you believe you are more knowledgeable. This is just the EGO (BELIEF) of KNOWING.

**2. KNOWLEDGE:** - Once you SURRENDER or LET GO this EGO of KNOWING, you start to process information and get some validations from different sources and understand the information. You give and do some hard labour. You read books, you attend seminars and workshops. Now, you become the OWNER of this processed information (KNOWLEDGE). You start believing YOU KNOW MORE THAN OTHERS. And this society, this world actually appreciates and praises you a lot for your 2nd stage (Knowledge). You are actually rewarded immensely for this. You become wealthy, you start HAVING more possessions and you become that SOMEBODY which this world wants you to become. Now there is even a stronger EGO (BELIEF) of KNOWING.

**3. WISDOM:** - Now it is little difficult to surrender as your ego is very strong at the level of Knowledge. However, when you realize this ego and let go this ego of knowing, a very strange phenomenon HAPPEN to you. This phenomenon is very rare. As very rarely do we have someone who let go his EGO of KNOWING and surrender that SOMEBODY of the second stage. It simply happens to you, when you surrender all the believe systems. Allow it to happen to you.

SURRENDER... At this stage you EXPERIENCE THE KNOWLEDGE of your being and ALL THAT IS...

**AND THEN THERE IS NO BELIEVING... THERE exists ONLY KNOWING...**

## CHOOSE TO BE... most people do not think

Some years ago, the late Nobel prize-winning Dr. Albert Schweitzer was asked by a reporter, "Doctor, what's wrong with men today?" The great doctor was silent a moment, and then he said, "**Men simply don't think!**"

It's about this that I want to talk with you. We live today in a golden age. This is an era that humanity has looked forward to, dreamed of, and worked toward for thousands of years. But since it's here, we pretty much take it for granted. We are particularly fortunate to live in the richest era that ever existed on the face of the earth ... a land of abundant opportunity for everyone.

But do you know what happens? Let's take 100 people who start even at the age of 25, do you have any idea what will happen to those men and women by the time they're 65? These 100 people *believe* they're going to be successful. They are eager toward life, there is a certain sparkle in their eye, and life seems like a pretty interesting adventure to them. But by the time they're 65, only one will be rich, four will be financially independent, five will still be working, and 54 will be broke. Know what will happen to 100 individuals who start even at the age of 25, and who believe they will be successful? By the age of 65, only five out of 100 will make the grade! Why do so many fail? What happened to the sparkle that was there when they were 25? What became of the dreams, the hopes, the plans ... and why is there such a large disparity between what these people intended to do and what they actually accomplished?

### Prime reason of mass failure

Rollo May, the distinguished psychiatrist, wrote a wonderful book called "Man's Search for Himself", and in this book he says: "**The opposite of courage in our society is not cowardice... it is conformity.**" And there you have the reason for so many failures. Conformity - people acting like everyone else, without knowing why or where they are going. Now think of it, today we have millions of people age 65 and older. And most of them are broke. They're dependent on someone else for life's necessities.

We learn to read by the time we're seven. We learn to make a living by the time we're 30. Often by that time we're not only making a living, we're supporting a family. And yet by the time we're 65, we **haven't learned** how to become financially independent in the richest land that has ever been known. Why? We conform! And the trouble is - most of us are acting like the wrong percentage group - the 95 who don't succeed. And why do these people conform? Well, they really don't know.

These people believe their lives are set by circumstances, by things that happen to them, by exterior forces. They're outer-directed people. A survey was made one time of a lot of working individuals and they were asked, "Why do you work? Why do you get up in the morning?" 19 out of 20 had no idea. If you ask them, they'd tell you everyone gets up in the morning, and that's why they do it - because everyone else is doing it.

Average person (95%) in our society is exposed to 63,000 words of information per day; he or she is distracted by interruptions every 11 minutes and checks their smartphones 110 times a day. **An average person has addiction of distractions.** These 95% people are asleep surviving somehow. The watch too much TV (more than 2 hours daily), gossiping, being BUSY, lost the fire within, they bear silent pain of unexpressed potential and they feel it is okay. Are you okay with this mediocre life of 95%?

## Don't follow the followers

If you choose to be in the top 5%, then you have to do what is needed to be done; you have to shift from the herd, you have to think differently, feel different, and have to install different habits than the 95% people. As you shift yourself away from the majority, it is going to make you unpopular. And you are going to be confused. Celebrate your confusion, it means you are still free.

As stated above, 95 % of your friends, colleagues, relatives, group members do not belong to the category of Super Successful, super rich and / or super happy people. Do not waste your valuable time to just feel a sense of belongingness to group consciousness. Most of the people are part of so many groups because they fear they will miss some news (wasteful gossiping information mostly). They fear they will be excluded. This is from a space of lack. This further drains your energy and creates more lack and failures in your life.

Analyse your distraction on whatsapp and facebook.

- How much time do you give daily?
  - To read messages that does not enhance your life at all
  - To forward jokes, messages of no productive value
  - To chat with friends
  - To pass time

- Why do you allow so many distractions?

Suppose you give every day approximately one hour on social media. This one hour could have been used in something creative, productive, inspiring, to install new success habit, to journal, to meditate, to learn something new. But it is not that you wasted only one hour, the fact is that your brain could not focus after distraction. If you work creatively for one hour, you will produce lot. However, if you allow yourself to get distracted for 10 mins, you wasted at least next one hour because your mind will not be able to focus for next 30 to 40 mins. Every 10 mins on whatsapp or Fb is taking away another 30-40 mins of your creative genius. Understand this. So one hour on social media in a day effectively wasted 5 hours of your creative time. THINK ABOUT IT.

## Stand for excellence

There is a collective deprofessionalization of business worldwide. Checking mobile phones instead of laser like focus in your work, for self-development, to excel. To be world class and to excel –

- Raise your standards in terms of
  - ✓ Work
  - ✓ Conversations
  - ✓ How you live
  - ✓ Friends and associations that you have
  - ✓ Books that you read
  - ✓ Programmes that you watch on tv
  - ✓ Habits
  - ✓ Beliefs
  - ✓ Interactions
- Be deep in your work. Be thorough in what you do... whatever you do... You can be like the 95% or CHOOSE TO BE the rare 5%.