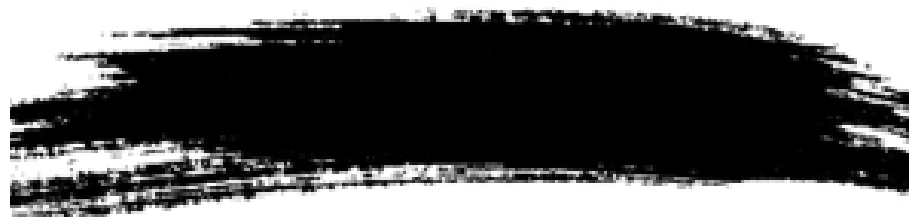


TO BE *OR* TO DO

THE SECRET TO TRUE, LASTING, AUTHENTIC *and*
FULFILLING SUCCESS, IN A WORLD OF *FAKES and*
MEDIOCRITY.



BODAS DJOUMESSI

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Kingdom Principles For Effective Living

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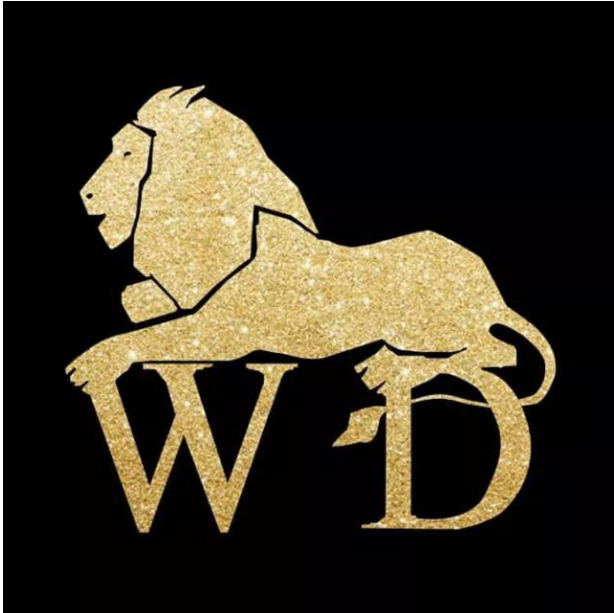
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Dedication

To all African youths with the noble desire to succeed and make their home country a better place.

To you, the reader, for whom I desire that you may discover yourself amidst the clutter your environment throws at you and be diligent enough to become that self.

To everyone who feels intimidated, insecure and pressured by the fast paced socialized world to be who they are not just so that they might fit in.

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PREFACE

The desire to achieve success and make something of our lives has never been greater in society than today. The widespread use of social media platforms to showcase our “happy” lives has only driven the bar of anxiety for success higher. Today we want more than anything to “make it” in life. That means different things to each of us. For many it is to accumulate money, others marriage, children, career success, or just celebrity status. The web is flooded with motivational, quotes and memes telling us to hustle. We all want to be successful or to say the least, appear successful. That is how we find ourselves pressured into seeking quick schemes and formulas to give us instant “success”. That is, you’re trying to achieve success or put another way, change your life from the outside in. You seek to look like and act like a certain group of people on the outside but on the inside you’re still the same old you. We pretend, put on masks so we will be accepted or also respected as successful but deep down we know we’re just living a lie.

Though the desire for success is noble, there’s a problem with that approach. And that is my motivation for writing this book. I want to save you hours, months even years of working to change your life only to end up empty. Success derived from external motivations, and success that only affects the outside is like a shooting star. It’s very bright and appealing but only lasts for a brief period of time.

But the success you achieve or changes that start from the inside out, are like the stars of the night sky that are lasting and sailors can rely on them for navigation. Simply put it’s either you pursue success from the inside out which is lasting success, or you pursue

success from the outside in which is noisy (gain loud attention) but very temporal. What's the point of achieving anything if that can be taken away from you or will be there now and gone the next minute? That's my passion in this book to shift your focus from just *doing things (short term success)* to *becoming something or someone(long term success)*. If you do things, then someone can stop you from doing them. Circumstances can change and you're no longer able to do them again. That means your success is gone overnight. But it's amazing that once you've become something, it can never be taken from you?

You may lock up a bird in a cage, but you can never take flight out of it. You may even cut out its wings, but if they ever grow back, it will still fly as majestically as only a bird can. You may lock up a fish in a small jar of water by your bedside. But you can never take swimming out of it. You can fire someone who has become an expert artist but you cannot fire art out of them. You realize birds don't fly so as to become birds, they fly because they are birds. Great work is not what makes an artist great, but it's because the artist has become great at their art that they produce great work. So the greatness was first formed on the inside before they manifested it on the outside over time.

Now the impatience in our fast paced world today has made the average person want success today and now. Peer pressure and low self-esteem pushes many to make rapid changes on the outside to look good and "successful" but on the inside they're hollow and empty. We envy and desire others's kind of success but dislike the discipline, time and process that brought them there. We want overnight success, a blatant lie and fantasy sold to us by mainstream media and those who are out to exploit us.

I hope to take you on this journey to show you why and how to become the kind of person you want to be in life. That you will not just get success on the outside, temporal and mediocre, but that you will set yourself up to embrace the process and journey

necessary to print your legacy in history. You will see the amazing secrets of the process of transformation that comes from the inside out. You will be inspired to become all you want to be and success as it were will only be a byproduct. And you'll be ultimately inspired to become the one key thing you were destined by design to become and that's your purpose.

In the pages ahead, are inscribed the wisdom and secrets that will be your ticket to immortality on earth, if taken to heart and applied judiciously.

DEFINITIONS

To be in this book describes the state of becoming or having become something or someone. It describes someone who initiates changes from the inside out and is committed to the process and self-discipline required to mold them over time into what they want to become. It describes becoming a thing before doing. It defines success that is long lasting.

To do in this book describes the state of doing without becoming. A *to do* is someone who makes changes from the outside in therefore changing only the appearance and looks but the core is the same. It describes the prioritization of doing things with the hope of becoming. It describes success that is quickly achieved but lost just as fast.

Be OR Become OR Becoming in italics in this book which directly means the process for *to be* should be differentiated from the general same word not in italics which will hold their normal meanings.

Do OR Doing in italics in this book which directly associates to *to do* should be differentiated from the same words not in italics which keep their normal meanings.

For example:

Do: To take action on or about something.

Do: To take action on something with the hopes of achieving success without passing through the process.

INTRODUCTION

In 1998 the world witnessed the amazing feat and inspiring story of a young American cyclist, who fought his way through stage three testicular cancer 2 years earlier and went on to win the most prestigious cycling trophy in the world, Le Tour de France. Lance Armstrong was not going to stop there but went on to claim the title seven years in a row from 1998 to 2005 setting a record in the sport. Inspired by his seemingly impossible victory over cancer, he created the Lance Armstrong Foundation that provides support for people affected by cancer. Many lives were touched by this foundation and many were inspired by their hero and icon to believe and overcome this deadly disease. Armstrong who described himself as an atheist in several instances and rejected organized religion became the subject of doping allegations after he won the 1999 Tour de France. For years, he denied involvement in doping. In 2012, a United States Anti-Doping Agency (USADA) investigation made the conclusion that Armstrong had used performance-enhancing drugs over the course of his career and named him as the ring-leader of “the most sophisticated, professionalized and successful doping program that sport has ever seen.” After USADA’s report, all of Armstrong’s sponsors dropped him. He reportedly lost \$75 million of sponsorship income in a day. After years of public denials, in January 2013, after whistleblower proceedings were commenced by a former team member, Armstrong reversed course and admitted to doping. He received a lifetime ban from all sports that follow the World Anti-Doping Code, ending his competitive cycling career. He was stripped of all his wins from August 1998 to 2010

and that includes his prestigious seven Tour de France titles and world record. Armstrong resigned from his foundation after his admittance of doping leading to the complete rebranding of the organization as Livestrong Foundation. Lance Armstrong in 2018 settled a civil lawsuit with the United States Department of Justice and paid his due fine.

The most important lesson to learn from Lance Armstrong's story is the capital place of character in anyone's life. When the crack in a man's character was made public, all the success and accolades of a lifetime came crashing overnight. It would seem the "success" in a way was never really success but was just waiting for time to crumble under its own weight like a building built on a faulty foundation. Can you imagine that? Millions around the world who were inspired and strengthened by your story suddenly realizing it was all a lie. The shame and embarrassment on their part is unspeakable.

But character is only the result of one's values, which are the results of one's mindset, which are ultimately the results of one's beliefs. So the most important thing to know about yourself are your beliefs, because they ultimately run your life. What do you believe about yourself? What do you believe about your environment? The combination of these 4 components; beliefs, mindset, values and character determine the kind of person you become in life and the kind of success you achieve. Fleeting success that lasts only a short while and long lasting success that gives you a legacy on earth are all a function of the nature of your components. So they determine whether you are a *to-do* person (appearance of success but not real success) or a *to-be* person (true and real success at its core).

In the chapters ahead you will discover the principles that will help you get true, real, authentic and lasting success and how to protect that success that it will give you immortality through an inspiring legacy on the earth.

Chapter 1

SMOKE SUCCESS TODAY

1

SMOKE SUCCESS TODAY

The pursuit of power has always been the motivation of all humanity. From ancient Biblical recordings of the first man disobeying a simple instruction in order to become as powerful as their Creator. To the present day political tussles around the globe. It's evident why so many of us love superhero movies and comics. In them we see the powerful self we long to become. Power being the greatest pursuit of man, comes in many forms. Financial power in the form of money, intellectual power in the form of knowledge. Physical power in the form of muscles and spiritual power. And one thing we often don't realize is that no one seeks power for power itself. There's something hidden inside power which is what we're really after, the *influence* power brings.

Power in itself is useless if it gives no influence to its possessor. Think about it. Imagine having a ton of money in a country where everything is available for free. Though your money whether in the form of currency or gold may still be valuable, it holds no power. Simply because you can't use it to influence your condition of life. So when you go after the certificates, first degree, masters degree, Phd, what you're really after is the influence you believe they'll give you in society. Whether to get a good job, or simply a reputable social status. You realize that what we're really after is influence. The question then is to properly understand influence.

According to the Oxford's dictionary, influence is the *capacity to have an effect on the character, development, or behaviour of someone or something, or the effect itself*. Man's capacity to have an effect on his environment, is what has guaranteed his survival

through the many changes our beloved planet has experienced. We can affect temperatures in the Antarctic and Sahara deserts to suit our living conditions. That's influence. So you realize we pursue power frantically for influence reasons. It influences the way our friends perceive us, it influences our living standards. It even influences the way we see and feel about ourselves. Today we see money giving a few men influence over the destiny of nations and even the course of the world. Spiritual power in the name of prophecies whether real or staged has given many men in Africa influence over the thinking of masses. Promotions in many companies are still done based on an individual's collection of papers called certificates. You may have heard of or been influenced by delinquents who use physical power to cause you to hand over your money and personal belongings.

The difference between you willingly giving money to the poor and being coerced with force is the lasting result of influence. One comes from within you, and therefore you're more likely to repeat it. If you're someone who has compassion in their hearts then you're quite likely to give to the needy whenever the occasion presents itself. But I doubt you will willingly carry your money at every occasion to go and give your last aggressor. So the influence that's generated from within bears lasting results making you a giver for life. But the influence that came from without, bears results for just a short period of time. Now remember influence is the core content of power. And if power is our daily pursuit, then identifying the kind of influence/power we wish to manifest in our lives is important.

Looking more detailly into influence, Dr Myles Munroe in his book *Reclaiming God's Original Purpose for Your Life* said: *There are two kinds of influence: the influence of the moment, which spreads rapidly and then disappears just as quickly; and lasting influence, which grows more slowly, but succeeds through persistence and permeation. Momentary or fleeting influence includes such fads as fashion, hairstyles, and the latest "popular" books, which*

are here today and gone tomorrow. These superficial influences, and others like them, may make a big stir in society for a time, but they generally lack the depth and substance to effect any significant changes in the culture. Influence that lasts operates more subtly and works from the inside out, altering external appearances and behavior by changing internal values, beliefs, and mind-sets.

SUCCESS AND INFLUENCE

Being the vague and widely misused word as it is today, success just like love has become very elusive. So I think it's important for you and I to first define in our context, the word success. Success at the base level is the accomplishment of a set goal or purpose. But at the ultimate, success is the accomplishment of the intended purpose for someone or something.

Take for example: If you put on your *to-do* list to go to the grocery store after work, and you do go there then you've accomplished that goal. But the grocery store is hardly a touristic site, meaning you must be there for something beyond being there, a purpose. Accomplishing that purpose which usually is buying what you need is the ultimate success. You could make it to the grocery store, but might not find what you came for. An accomplished goal and unaccomplished purpose, overall is not very successful or not successful at all. This distinction in goal and purpose will be important for us to understand our pursuit for success.

How does success relate to influence? I remember as a kid, we had this television at home. It was for my siblings and myself, our most valued treasure at home. We would watch cartoon after cartoon from early in the morning to late at night. Our lives were wired around the television so needless to say it had a great influence on our lives. We ate before it, played before it and slept before it. But on this fateful day during a heavy downpour, a thunderstorm knocked out our precious television. It wouldn't function again. So the following morning after we attempted to get it to work in vain, we quickly realized we had to figure out other ways to spend that

day. That TV lost its influence over our lives that day and forever because it was no longer a success. It wasn't accomplishing the purpose the manufacturer designed it for and the purpose for which it was bought. That little story connects for us success and influence. When the TV was successful, accomplishing its purpose, it had influence over our lives all day everyday. But it lost that influence the moment it failed.

We've established so far that we all want power because it gives us the ability to influence the different aspects of our lives and environment. And there are two types of influence. The influence of the moment which is very short term and long lasting influence. We also just established that like the TV, succeeding in a given purpose gives you influence. Therefore we likewise have two types of success. Success of the moment and long lasting success.

SUCCESS OF THE MOMENT

If the influence of the moment is defined as the influence that appears rapidly and quickly disappears just the way it came, then success of the moment is exactly the same. People want to appear successful and influential in life. This desire has been greatly fueled by our increased exposure to media in the last couple of decades. We see celebrities and apparently successful people driving in expensive cars and living in luxurious houses. And suddenly we desire the same. Not the labor that person has gone through to be able to live like that of course. We just desire the benefits that come with that status. In other words we desire the byproducts of success, thinking it's success we really want.

Today we observe a generation of youths championing the "hustle to make it in life" movement. We have artists singing about making money, making a breakthrough, so they can finally acquire the things that money can buy. When someone buys a new car, they share it on social media to get admiration. And their friends feel they're successful or as they put it, have made it in life. So now we've associated acquiring things like cars, houses, jets, clothing

to success. Or a measure of one's success, which is wrong if you remember our definition of success. Don't get me wrong, I'm not against hustling if that means to work. But working with the sole objective of acquiring things is futile because thieves and ritualists acquire these same things without working as it were. Will you consider them successful? I guess not!

If you are looking forward to when you will acquire any of those toys associated with success to feel successful, then you're the reason why I wrote this book. The problem with that pattern is that you focus on doing things and not becoming anything. You become a *to-do* person. You're focused on doing what you think successful people do or acquiring the things successful people acquire. But like the saying; *a pig in a suit is just a well dressed pig*, doing what a certain group of people do, doesn't necessarily make you one. Doing what the Romans do while in Rome, might make you fit in, but won't make you a true Roman. You need to be born in Rome or nationalize to become one. And that's the same thing with success, like birth, it's a process and that process is just as important or even more important than the end result. Today we have no regard for training, procedure or process. We're too impatient, we want the fruits without growing the tree.

Success is a journey, not a destination

Because the outcome of success is often what is most visible, compared to the process or journey, we think of success often as a destination. A trophy to win, some luxury toys and things to acquire. But like we've seen such success can be taken away from you. And therefore it's not true success. The experiences, the journey and transformation one goes through to accomplish a purpose is something that can never be taken from them. This concept should be simple enough for you to understand. We know this is why a large proportion of lottery winners go broke after a few years. It is the same reason why many of us remain at the same financial level even after an increase in salary or a bonus check.

LASTING SUCCESS

Dr John C. Maxwell shared a story in his book of the four-year-old who had one of those trouble-filled days. After reprimanding him, his mother finally said to him, “Son, you go over to that chair and sit on it now!” The little lad went to the chair, sat down and said, “Mommy, I’m sitting on the outside, but I’m standing up on the inside.”

Needless to say that kid will stand up as soon as his mom leaves that room. The point is, the child’s mother certainly has been successful in getting him to sit. Using her authority as a mother she influenced him to obey and sit. But that’s just superficial, because as the kid rightly says, he’s standing on the inside, and that’s where it really matters. The result without the substance that constitutes the result is vain, superficial and temporal. But imagine she was able to convince him to accept from within to sit, then the boy will sit both on the inside and the outside.

Lasting transformation, lasting change, lasting success must be worked from the inside out. Success of the moment is gotten from the outside in. It’s like building a house starting from the roof and some paint, no foundation, no pillars. A well painted zinc will certainly look attractive to onlookers and passerbys. But when the storm hits, then the futility of a house without a foundation will be exposed. You can never change a man, until you change him from the inside. If you really want to be successful, then start changing from within. It will certainly take time but it is worth it.

***If you really want to be successful,
then start changing from within***

Because we’ve erroneously accepted success as enjoying the perks and luxuries of life, impatience boils in our hearts. We just can’t wait to be “successful”. But if you understand success by now you’ll realize that last statement is wrong. If success is a journey and for your life’s purpose, a lifetime journey, then it’s happening right

now. It's not something that you will attain someday. It's something you manifest a little bit each day until the final day when you can say, *it is done, it is finished*. The ignorance of this makes us see success as something we have to look forward to achieving. That automatically means we have to be patient, and if you're like me and the rest of the human race, patience is not actually our strong suit. So we quickly turn down the idea of spending a lifetime becoming a success. No we want it, and we want it right now, not necessarily the success but the glory and perks.

You realized in the last paragraph I distinguished two main types of success, your purpose's success and other success. To say the least, we've become successful in many ways in our lives while growing up. But all that is still different from your main success objective, which is success in the reason why you were created and placed on the earth at this particular point in time. All other successes in your life like learning to walk, mastering a skill/trade, inventing a product must culminate to the fulfillment of your reason for being here. Otherwise, all the same you would have succeeded in little things and failed in the one big thing. Finally making you a failure. That's the reason why many will end as failures today even though apparently looking successful is simple. We impatiently pursue the appearance of success not minding the substance. But it turns out the substance is more important than the appearance. An unpainted building with a solid foundation will still resist the storm. But certainly not the most beautiful and decorated building without a foundation.

WHY PURSUE SUCCESS FROM WITHIN

Growing up as a child, I learnt from my parents and other older people that it was better in the Western world. So I always dreamt of traveling to the West and speaking English with a Western accent. Which is very different from our African English accent. Back in 2007, my Dad was transferred from Bamenda, one of the

2 major English speaking towns in my country. He was sent to the coastal and touristic town of Limbe. I went to visit him for a week during one summer holiday and met many kids of my age in the neighborhood he was living in. Now pidgin language an informal alteration of the English language is more popular among locals in this region. And meanwhile the kids communicated in pidgin, I pretended not to be able to speak pidgin. A lie I don't know how I came about to formulate, but when it was out, I just had to play along and live up to it. Everything they said, I had to reply in good English with a little bit of Western accent. This gave me admiration in the eyes of my peers given that pidgin is normally looked at with a negative eye as bad English. So seeing their peer who grew up in a local community as theirs but didn't "stain" their tongue with the wrongly perceived pidgin was admirable. My acting won me not just admiration but special treatment when we went fruit hunting. I was like the special guest or a more accurate term used locally is "Ajebota" meaning someone who lives a privileged and pampered life. The most difficult thing about living through a mask is remembering to put it back when necessary. We are creatures of habit so your true self will naturally surface by default. And by the end of my stay with these new found friends of mine, I was busted. After a long week of bonding on tree tops, in front of television screens and childhood games, I subconsciously let down my guard. In a conclusive evaluative dialogue of our interesting stay together, I responded to a question in pidgin. I'm sure you have an idea of how embarrassing that was and you can imagine the look on their faces. I will leave you to imagine their reactions after that.

My transformation even though appealing at first sight was not from within and so it could only hold for so long. Eventually what or who I was on the inside showed up. Success of the moment reveals its true self over time. Amazingly this could take from a moment to day, to few weeks, months or even years. Yes that's right, years of living as though you were something until you wake up and realize it was all just superficial. A man who is not the biological father of his children may live his entire life knowing and

believing he fathered children. But the day that secret is revealed all of that comes crumbling, it doesn't matter if it's after 50 years.

Eventually what or who you are on the inside will show up over time

True and lasting success is important to you. That's what you really want and that's what you were created for. You are not to leave a footprint in the sands of life but rather in its rocks where no wind can wipe it off. Success that gets wiped off overnight was just a facade and never really success. True success like every important journey takes much time and demands much adjustments and transformation from the journeyer. True success is the result of hard work, resilience, sacrifice, consistency, persistence and total commitment to the job. But the challenge is those qualities have become very scarce today. And we have for the most part just one big friend of the twenty-first century to thank for that.

THE TRAP OF THE CONNECTED WORLD SOCIAL MEDIA

There's this joke youths often make around the web about taking a date with a lady just after seeing her pictures on social media. Usually it doesn't end well, as the guy suddenly realizes a big dichotomy between the picture in his phone and the lady seated before him.

If you're part of the younger generation then you certainly understand this first hand. It's just mind blowing what the pressure of keeping up with the Jones has become with the popularity of social media. We give one image of ourselves on the web which is completely different from who we truly are in person. Why would someone wake up in the middle of the night to ease themselves. Then before returning to bed update their status as "Real guys don't sleep, we hustle all night". So what happens is their unus-

pecting contacts surrender their influence and admiration to this “success guru”. But of course nothing can be hidden under the sun. Incompetence will eventually be exposed when the opportunity to deliver results presents itself and it is unable to.

To an extent we’re all affected by this, though others more so than some. Because the imposter actions of one, intimidates some, who start doing the same to ease their self-esteem. Posting every minute details of their lives, over hyping experiences and encounters they have to make themselves look more successful or influential. However the idea itself that you need to prove your success to people is counterproductive to true success. I’ve never seen a hen lay eggs and go around chattering for everyone to come and see. Or a mango tree bearing fruits then creating a hype for everyone to notice. True and lasting success is designed to be attractive in and of itself. The need for extra publicity is usually not a good sign. I always say, if people haven’t noticed you then you simply haven’t become enough of what you’re supposed to be. Just like we don’t pay much attention to a tree with unripe fruits, until they become all ripe, juicy and attractive. So forget about what you can do to get more attention. Focus more on what you’re to become, and once you’re getting there, one person after another will start noticing you and before you know it, they will chase you down to have a taste of your fruits.

***If people haven’t noticed you then
you simply haven’t become enough of
what you’re supposed to be***

A great amount of scientific studies have been carried out on the relationship between social media and our mental health. The greater majority of these studies have linked the use of social media to depression, stress, anxiety, poorer sleep quality and low self-esteem particularly in teenagers and young adults. One of such researches was conducted in 2018 by Melissa G. Hunt, Rachel Marx, Courtney Lipson, Jordyn Young titled *No More FOMO: Limiting Social Media Decreases Loneliness and Depression* for the Journal of Social

and Clinical Psychology.

This study included 143 students from the University of Pennsylvania who were randomly assigned to one of two groups. One group (control group) was to continue their social media habits as usual. And the experimental group was to significantly limit their social media usage to 30 minutes on 3 different platforms (Facebook, Instagram & Snapchat) a day, making 10 minutes per platform.

After a period of 3 weeks, the results were very clear. The experimental group showed significantly lower levels of depression, anxiety, low self-esteem and the fear of missing out (FOMO). However, another interesting part of the experiment was that overall, both groups showed significant decreases in anxiety and fear of missing out at the end of the experiment than before. The researchers described this as the benefits of self-monitoring, participants simply being more aware of their social media use.

Hunt et AL.'s study above only adds support to the rising opinion that social media could be harmful to our mental health. Oftentimes, scrolling through Instagram just makes you feel bad. You try not to envy your friends, but they always seem to be living a better life than yours; traveling somewhere cool, eating something fancy, or looking cute in perfect just-rolled-out-of-bed hair. This naturally stirs anxiety in you, as you begin the comparison trap. You find yourself trying to recall the last time you had a meal out, took a trip overseas or went shopping. All in a bid to assure or more accurately console yourself that you're doing just fine. This anxiety eventually leads to depression and low self-esteem.

SELF-ESTEEM

Self-esteem is an individual's subjective evaluation of their own worth. Self-esteem encompasses beliefs about oneself (for example, "I am unloved", "I am worthy") as well as emotional states, such as triumph, despair, pride, and shame. Smith and Mackie in their Social Psychology book defined it as "The self-concept is what we think about the self; self-esteem, is the positive or nega-

tive evaluations of the self, as in how we feel about it.”

It's clear to see how social media leads us to compare our lives with that of our friends. More often than not, this comparison leads us to give a less than positive evaluation of ourselves, giving rise to low self-esteem. Now a low self-esteem generally leaves you with the desire to do something to step up your esteem. So come to think of it, what could help you improve on your self evaluation? For some it could be a relationship, others money and the things money can buy or some higher social status. Overall one word fits all of that perfectly and that is Success. When intimidated by our friends' unrealistic and carefully curated life, we feel a need to be more “successful” than we are already. We desire to have or have had more results in our lives.

When intimidated by our friends' unrealistic and carefully curated life, we feel a need to be more “successful” than we are already

You must have encountered the classic story of the low self-esteem liar from school. A classmate formulating stories about their high status life and luxurious living. Only for you to discover it was all a lie. Perhaps you were one of those who told such stories in a bid to increase your self-esteem and self-worth among your peers. Or like you just anchored to a lie because it made you feel better about yourself. However let me share one of those stories with you.

Rita (not her real name) spent every opportunity she had with her classmates to tell them of how rich and lavish her family was. In a typical West African average community, her stories were certainly appealing to her mates. Who wished they had been Rita's sibling or at least paid her a visit to enjoy a little of that luxury for friendship's sake. Well the former wasn't possible, and many of us have thought about that at some point in our lives - wished we were some other rich, happy, kind of successful family's kid (shame on you, shame on me, shame on all of us). We must realize that the

Creator placed everyone in every specific family for a purpose. And I like the famous quote: *“The grass always seems greener on the other side, until you get there and realize it’s only grass”*. After several attempts of pressuring Rita to show evidence to her lavish lifestyle, her friends forcefully followed her after school. They followed the path she normally takes home before disappearing into some narrow alley. But Rita wasn’t going to disappear today, she must take them to their family’s mansion, they insisted. While in the quarter, Rita had once claimed they lived in one famous mansion in that neighborhood. On getting to the mansion, instead of facing her lie and repenting, Rita’s pride won’t let her. She went on to ring the bell of a total stranger’s home and boldly waited. A foreigner showed up at the gate, and while her friends had stepped a little behind out of fear, Rita quietly requested for some water. A request which was granted, and she and her friends had a drink. Now Rita won’t enter their gate and go home. Her classmates stand watching but she insists to first see them off. Well won’t you even drop your school bag before seeing us off one of her mates insisted? She denied. Well after a long wait her mates gave up and returned to their homes. But one of them secretly followed Rita to her actual ‘mansion’, a tiny little spot her loving parents were able to provide her and her siblings at that time. And when her classmates gave her a surprise visit at their ‘mansion’ the following day, it wasn’t the muscular, mean looking bodyguards and angry wild dogs that welcomed them but rather a greatly embarrassed and sobbing Rita.

***The grass always seems greener on
the other side, until you get there and
realize it’s only grass***

True and lasting success which is the result of becoming something specific or what you were created to become takes time. But the emptiness in our hearts is present and urgent. Meaning if we are going to rely on success and achievements to solve our low self-esteem problem (keep up with the Jones), we’ll be long crippled by depression. This leaves us with the shorter and easy route of fak-

ing success. Why wait tomorrow when we can have it and all of it today? But of course we don't realize that certain things must take time.

But like I said earlier we're all predisposed to be influenced or affected by this desire for quick success. So the first step to your freedom is to decide to be true to yourself. What are you without the mask? What are you without the facade? There is a potential for true and lasting greatness inside every single one of us. But if we settle for the lie, we relinquish the need to truly *become* and therefore abort our divinely infused greatness.

***The first step to your freedom is to
decide to be true to yourself***

FAKE GURUS

If you use social media often, you must have come across some “expert” daring you through social media ads, to join their network and achieve your dreams quickly, often by signing up for a “free” course. The internet has seen a tremendous increase in the number of these gurus. It may be questionable whether they're really experts at the craft they claim but they're certainly one at preying on people's insecurities and desire for *To-do* kind of success. They flaunt before your eyes the prospect of making money easily and very fast, if you just learnt some easy skill they “discovered”. Just like a carrot being dangled before a donkey. They rent expensive mansions and cars and tell you everything belongs to them and they'll teach you for “free” how to get there.

The big question has always been did these people actually make their fortune, that's if they have any, from the skill they're trying to teach? Or they're going to make their fortune in the process of attempting to teach you the skill. Which in this latter case means the skill in itself is worthless, what matters is their simulation of teaching it to you. So you have people who are trying to make fast

money off people who are also seeking ways to make fast money, how interesting! This is why the principles in this book are very important, else you can spend a lifetime being a victim to such people and schemes.

***Eventually what or who you are on
the inside will show up over time***

The web today is flooded with insecure people who won't be content at their level and work hard to become better. Rather they'll take shortcuts to give an illusion of success so they ease their insecurities. My free advice to you is, don't be such a person and don't internalize the things you see online. You are getting depressed over things which aren't even real. Remember, the truly wealthy never try proof anything and so won't spend time trying to convince you they are. Like they say where I come from, "l'argent n'aime pas les bruits" which is translated, "money doesn't like noise". Fake gurus may "shine" for a while, but like every phony, they eventually fall crashing under the weight of their own deceptions.

PRINCIPLES

- ◇ The pursuit of power is fueled by the influence it gives.
- ◇ Success is a major way to get power and influence.
- ◇ There are two types of success, success of the moment which is short lived and long lasting success.
- ◇ Success of the moment is the result of change from the outside in, with a focus on appearing like successful people through toys and gadgets.
- ◇ Long lasting success is the result of change from the inside out through a process of hard work, consistency and persistence as foundation.
- ◇ If you really want to be successful then start changing from within, because eventually what or who you are on the inside will show up over time.
- ◇ The first step to your freedom is to make the decision to be true to yourself and authentic.

Chapter 2

TO DO vs TO BE

The biggest challenge I fear I might have is really getting you to separate *doing* from *becoming* in your mind. It is so because there's actually some doing in the process of becoming. Take for example: the process of becoming a medical personnel. There are a lot of things you do - attending classes, reading books, making notes and taking exams for example. Now the point is that these things are part of the process of becoming a nurse for example, but they don't automatically translate. Meaning if you read the same books and take the same exams that medical personnel take, it won't guarantee that you'll become one of them. Perhaps you might be in title but in the core things, the foundation that makes up a medical practitioner not at all. Their beliefs, way of thinking and method of reaction to things around them (you can call it instinct) is something that is forged through many years of exposure in the field, pressure, practice and discipline, not just mere acquisition of information. This is why you can distinguish that 'there are doctors and there are doctors', if you understand what I mean.

The point is that knowledge and knowhow doesn't automatically translate into personality. That's why you could know the exact recipe of a meal and yet miss it every time. But the expert chefs do exactly the same things you did but somehow their own is better. Like there's some grace that accompanies their cuisine. Something beyond the rules, beyond evidence, something of the heart. And by heart I don't literally mean the organ pumping blood in your chest. But rather your subconscious mind. To simplify things I think it will best for me to stop here and give us some definitions. These should help your understanding as we move on to more serious things.

To-Be: *To develop the belief system, mindset, values and character of a subject matter.*

To-Do: *To portray, manifest and/or express the features or characteristics of a subject matter.*

Knowledge and knowhow doesn't automatically translate into personality

The definitions make the difference very clear and practical. And that is for example that wearing a lab jacket doesn't make you a doctor. Talking like a certain group of people doesn't make you such a one. That having huge sums of money doesn't make you rich and if it may shock you, being moral/kind/nice like a Christian doesn't make you one (Calm down we'll get back to this ahead). Having the appearance or manifesting the characteristics or features of something doesn't make you that thing. Like I've already mentioned, that is transformation from the outside in. So to make it short, *To-do* is seeking change or transformation from the outside in, while *To-be* is seeking change or transformation from the inside out.

The confusion between these two approaches to the problem is the major source of all mankind's problems. If you don't believe me why do you think government policies fail over and over. Laws attempt to regulate man from the outside. Do not steal, do not take bribes, stop at the red light, respect the speed limit for example. Now if the person isn't regularized from within, they may respect that law until the day opportunity to do otherwise shows up. This is the reason why we've failed in our attempts to make a better world and will continue to fail. Why am I so sure we will continue to fail, because even God the Creator failed when He used this approach. You see, you can give someone all the appearances, characteristics and features of something, but if you don't work on their belief

system and mindset, they'll remain the same person. Just this time with many characteristics to their credit. In the Biblical account of the exodus of the Israelites out of Egypt, God effortlessly took them out of slavery. But He had a hard time taking slavery out of them, or put it another way, to put freedom inside of them. So these people walk outwardly in freedom, but the moment a crisis shows up, they wish they could return to slavery. The crisis revealed what they truly were on the inside. The question is what appearance(s) do you portray? And what are you really on the inside? The latter question is the most important, as the former can be deceiving.

Therefore in this chapter I will like to show the clear difference between *To-Do* and *To-Be*. They are easily confused and we many times can be so convinced that we've *become* until a crisis shows up. Then what we truly are is exposed. Anyone can claim to be anything when conditions are favorable. From the people you always thought were friends with you until you were in some crisis and really needed them. To the Biblical Peter who swore to be with his master even if it meant dead. Crisis has a special way it sieves the original from the fake. The substance from the mere appearances. It's no surprise why most success stories in life are always born out of crisis. And such success is always lasting success. When you grasp this, we will look at how *To-Be* in chapter 4. A practical and hands on approach to get you changing and transforming your life from the right point of origin.

TO BE OR TO DO RICH?

To begin in our exploration of differentiation if you permit, let's begin with finances. You must have noticed the statement above that having much money doesn't make you rich then, and you might agree or disagree. But if ever you're one of those who disagree then I will ask you a simple question; How much money would I give you for you to consider yourself a rich person for example? Think about it for a minute. Only that fact that the answer to the question

is subjective makes my point. Someone might say \$1 billion, someone else \$1 trillion and another only \$1 million dollars. But if you permit us use our litmus test which in this book is the **crisis test**. Then what will become of you, when you lose the money through some crisis?

Chances are you might turn out to be poorer after such a crisis than you were before the money gift. Why? Because being rich is not just about money, but the mindset, belief system, values and character of the rich. Money is simply the result of inculcating those 4 items. So though a crisis may hit and you lose all your money, it won't take long for you to make it back and more. To truly become rich is to have the equivalent of the "midas touch". Whatever you touch, everything at your disposal is turned to gold or value.

When you have the mindset of the rich, you will think more of investing than gratifying your immediate desires and pleasures. Now it takes character to do that, after all we're just humans and that means we are first of all emotional beings. Now above is an example where you get free money, let's take it one step further.

Remember we saw that what's quite confusing about differentiating our two ideas is that *To-Be* actually involves quite some doing. So if you received the same financial education like most of the world, then you were told to go to school, get good grades, get a high paying job to make a lot of money. One thing you notice is a lot of doing - you do school, do grades, do training and do job search. Now you may be making a lot of money from that skill you learnt in school or precisely that job. Applying our crisis test and putting in conditions where you lose your job, then that cash flow stops flowing. But hey, you're still a qualified lawyer, teacher, engineer or whatever you studied at school. But what you realize is that what you've really become is not a rich person, but a lawyer, teacher, engineer etc. In life what you've truly become is what no crisis can truly take away from you. And that's what remains after the crisis

makes you lose your job.

In life what you've truly become is what no crisis can truly take away from you

I'm not saying that you shouldn't go to school to specialize in a career, but instead pursue the study and mastery of money, No!. After all money isn't everything, it may answer all things [Ecclesiastes 10:19], but it isn't everything. What I am actually saying is don't make the mistake of thinking *becoming* in one subject matter translates to others. So you've become a pilot after your training, you may be earning big, but it doesn't mean you've become rich too, no matter how big you're earning. You're only just what you've undergone a rigorous process to *become*, and that's a pilot - one with lots of money in this case. But just like you spent hundreds of hours to develop the belief system, mindset, values, character and even instincts of a pilot to become one, you have to do the same for the rich to truly become one.

To-do rich, is being busy doing immediate things that will give you the appearance of being a rich person. Poor people think if they wear what the rich wear and drive in what the rich drive, then they are rich too. But actually that is making change from the outside in and it only lasts as long as the conditions are favorable. Or more precisely while they still have their source of income. So newsflash my friend, buying an expensive phone won't make you different, nor rich nor all the other irrational reasons which many poor Africans associate their purchase to. But buying an expensive phone because you are already rich is different. Telling the difference is where the problem lies.

Now you probably understand why get-rich-quick schemes never deliver what they promise. Just the name alone ("quick") should tell everyone it's a bad business. Nothing that lasts comes easy nor

quick. To-do rich is buying the toys of the rich, cars, houses etc., living in the same neighborhood as the rich and going on vacation to places where you see the rich go. But if you ever want to become a rich person, that's the wrong approach, start from within, start from below. The challenge is that it takes humility and discipline. Humility to accept who you truly are at the moment and discipline to go through the process to *become* what you want to be.

Be humble to accept who you truly are at the moment and be disciplined to go through the process to become what you want to be tomorrow

To-be rich, is not about money, actually money comes last. It's simply the result of inculcating a specific thought pattern and approach to life that it becomes second nature to you. Therefore it's no longer an external something, not your job or sources of income, nor your environment. It's *you*, you have *become rich*. So you could lose your job, lose your sources of income and even have a change in environment, talking about the crisis test, but you're not affected. Now the first reaction to a crisis by someone who has become is never fear or panic, because they possess the ability to reproduce and that cannot be taken from them.

You could catch a bird and lock in a cage depriving it of flight. Now you've deprived it of the freedom or opportunity to fly but not the *ability* to fly. The day you open the cage, it will fly as seamlessly as only birds know how. You could chase the bird away from your property (environment), the bird is not permitted to fly there anymore, but when it goes to a different environment, it will still fly just fine. From an egg, it developed and grew to become a bird, with the mindset and character of birds. That's something you can never take away from the bird. You see my friend we're not even at the wings of the bird yet, you may have thought to yourself but

what if you cut the wings? Now that's good thinking out of the box, but what really makes the bird at base is not it's wings, its mindset, belief system, character. Birds that suffer wing injury can still fly with an adapted object to compensate for the lost wing or wing tip if well placed. The point is, to say cutting the wings of a bird makes it no longer a bird is also to say amputating the arms of a human makes them no longer a human. You're first a human before you have limbs.

We can learn a lot from the exact words of Africa's Richest Man Alhaji Aliko Dangote:

"The problem with our younger generation today is that they just want to jump and see themselves up there overnight. It doesn't really happen like that. What you need to do is to be very focused as a person and be dedicated to whatever you're doing. It's not good for you to go and try something then after a month you say no, it doesn't work and you jump into something else. I think you need to be very focused once you believe in what you're doing. You shouldn't take your business or job as an obligation but rather as a hobby, because once it is a hobby, you do it better."[evan carmichael youtube video]

An icon and inspiration to many African youths and business entrepreneurs, but very few realize the process the Alhaji has been through. Founding his business group in 1977, he was first formerly recognized as Africa's number one billionaire in 2010. That's 33 years of laboring and building from the ground up. Thirty three years of fighting and not giving up in the face of challenges someone not in his position may know nothing about. These are the other sides of the coin, or rather the real side of the coin we never pay attention to. Like they say no pain no gain, and that pain is part of the process that makes you *become*.

Speaking of billionaires, there's a chance you aspire to become one in the future. Statistics show that the average age of Billionaires is

62 years in Africa, 65.7 worldwide as of 2018. So if you're reading this and you're less than 30, then brace up for an approximate 30 years of *becoming* ahead of you. Of course there are always exceptions to the rule with the likes of Snapchat's Co-founder and CEO who was the youngest billionaire in the world in 2015 at 25 years of age. That's the power of technology. What will you bank on? The standard process or the exceptions of the rule? One path is certainly narrower than the other and for the latter, very few set out to become that. You could say they were chosen, or were at the right place at the right time, doing the right thing. What are the odds? But whether an exception or not, like everything else, wealth that last, must be built through the process, and that's what we're learning in this book.

TO-DO LOSE/GAIN 50 POUNDS OR TO-BE A HEALTHY LIVING PERSON

Statistics show that four in five people wish they could exercise more. Whether it's those who want to shed some pounds or those who simply want to keep fit and feel better in their skin. If you're one of them then like most people, you've probably been promising yourself to sign up at the gym or start waking up early enough to exercise for months or even years now. And even when we pull a miracle to actually start exercising or eating healthy and all, it is often difficult to carry on long enough. And lastly the few who do hang on long enough to actually lose some weight, 90% end up eventually regaining just about all of it. The answer is in the approach to make the change, the difference between *to-do* and *to-become*.

Meet Akwe, she is a 25 year old, 1.6meter tall, chocolate skin West African young lady. With her kinky hair, bright smile and smart body, she has everything it takes to win an African beauty contest. But Akwe has a serious problem she's unable to overlook. Her stom-

ach is bulging out and she seems to be gaining pounds as the years go by. So last new year's eve, she wrote down a new year's resolution to exercise three times a week. A resolution she effectively followed in the first few weeks. But as usual morale goes down as we advance into the year. Birthday parties to attend here and there, with consistent party "attendees" being cakes and candies, Akwe's sworn healthy weight enemies. So once in a while after watching YouTube videos about motivation and achieving your dreams, she gets bumped up and decides to kickstart her healthy living program again. But each new attempt rarely lasts longer than the previous. Now you might be thinking Akwe is just being selfish and ungrateful. Why would someone in a body smart enough to win a beauty contest still be stressing themselves about a few pounds around the abdomen. And also why has she let herself to be deceived by the mainstream media definition of a beautiful woman as someone slim in body? As correct as those points maybe, they aren't really Akwe's motivation. One day, She stumbled on the thought that she's on the same course like her mom, who being just thirty years older than her, is suffering from weight related health problems, just like her own mother (Akwe's grandmother) before her.

The truth is that there are many people all over the world just like Akwe, who feel they need to be more responsible about taking charge of their health. And that includes men who are wrestling with that pot belly. The reason for this struggle lies in the fact that we are creatures of habit, and this struggle is an attempt to change our habits. Now you know habits are not developed overnight, nor can they be changed overnight either. So don't see it like you're just trying to lose weight, you're trying to get a new habit. And developing the new habit (*to-be*) is more important than the weight loss goal you're trying to achieve. Because if you take the quick fix approach (*to-do*), by drinking some slimming concoction or have some mean looking coach beat you into shape in a month or two. You might actually lose that weight but for how long?

The bestselling author of Atomic Habits, James Clear said in his book: *...a goal-oriented mind-set can create a “yo-yo” effect. Many runners work hard for months, but as soon as they cross the finish line, they stop training. The race is no longer there to motivate them. When all of your hard work is focused on a particular goal, what is left to push you forward after you achieve it? This is why many people find themselves reverting to their old habits after accomplishing a goal. The purpose of setting goals is to win the game. The purpose of **building systems** is to continue playing the game. True long-term thinking is goal-less thinking. It’s not about any single accomplishment. **It is about the cycle of endless refinement and continuous improvement.** Ultimately, it is your commitment to the process that will determine your progress.(emphasis mine)*

James Clear talks about building systems that guarantee that you will adopt and continue practicing the new habits that will not just get you to where you want to go, but keep you there. And this can be likened to developing the mindset, belief system, values and character of a true success in that area. Imagine Akwe instead of just aggressively trying to lose 50 pounds, decides to sit down and start from within. A self introspection of why she wants to stay at a certain weight range, what benefits it will have for her and those around her. The satisfaction of achieving success in another area of her life will be a far better internal motivation than the fear triggered motivation she gets from just trying not to end like her mom. Now if she asks herself what is the mindset of a healthy living person? What are their values and their belief system? Do they go with how they feel on the table during dinner or they go with what’s best for them? Documenting and meditating on the answers to this kind of questions, will help Akwe the next time she has another “life changing” food choice decision to make at a party or restaurant. So instead of trying to resist eating the foods that are not good for you, try to become the kind of person who eats the foods that are good for them. Developing your character to say NO when you have to, looking at your world and thinking like an

already healthy eater.

Now all this new internal transformation approach will cost Akwe time, it's not some crash course but a new habit and eventually lifestyle she's trying to adopt. The real accomplishment is the consistency, we must forget about the -50 pound weight loss goal, and focus on being consistent with the habits and ideals of the kind of person we're trying to become. Just a little progress each day and the principle of compound interest will do the rest. James Clear says again:

If you're having trouble changing your habits, the problem isn't you. The problem is your system. Bad habits repeat themselves again and again not because you don't want to change, but because you have the wrong system for change. You do not rise to the level of your goals. You fall to the level of your systems... an atomic habit refers to a tiny change, a marginal gain, a 1 percent improvement. But atomic habits are not just any old habits, however small. They are little habits that are part of a larger system. Just as atoms are the building blocks of molecules, atomic habits are the building blocks of remarkable results. Habits are like the atoms of our lives. At first, these tiny routines seem insignificant, but soon they build on each other and fuel bigger wins that multiply to a degree that far outweighs the cost of their initial investment. They are both small and mighty. This is the meaning of the phrase atomic habits—a regular practice or routine that is not only small and easy to do, but also the source of incredible power; a component of the system of compound growth.

**TO-DO LEADERSHIP OR TO-BE
A LEADER**

***A boss tells you to jump, while a leader tells
you, follow me and they jump***

You must have come across such quotes differentiating a leader

from a boss. But the question to properly understand who has become a leader and who is simply doing what they think leaders do is in first understanding what true leadership is and who is a leader. You may wonder what I mean by doing what leaders do. Yes there are people who will actually say follow me, and then jump. But will crash hard at the bottom of the cliff and damage the lives of all those who followed them. Because though they were in leadership and did what leaders do, they didn't have what it takes to build a parachute on the way down. So you realize that when we take it one step further, *to-be* comprises doing but it is still beyond that. Whereas a *to-do* person does things to appear as though they have the results(leading people off the cliff), a *to-be* person does things in the process to first *become* the results themselves before achieving or manifesting those results. For one leader, *to-do* is an end in itself, for the other, *to-do* is a means to an end. I know this may be a confusing paradox but don't worry, we will see this in detail later on in this book when we look at the important *contrast between to-do and to-be*.

One key way to clearly see this difference is at the level of **purpose**. And so I will like us to take a look at my favorite definition for leadership for better understanding:

“Leadership is the capacity to influence others through inspiration, motivated by passion, generated by vision, produced by conviction, ignited by purpose.”
Dr Myles Munroe

Like the sensational Dr Myles Munroe always said, to understand that definition you have to start from the bottom - *purpose*. You discover your purpose, what you were born to do, this creates a conviction in you about your value to humanity. This conviction about what you have to offer produces a mental picture of how you want to offer it and the world that will result from you doing

that. These vivid images of vision always excite and generate an inborn passion in you to forge ahead till the vision is accomplished. And this passion inspires all those who need what you have to offer when they hear or see you. Without your permission nor request, they gladly follow you. That's a complete process and it's the purpose of the individual that can guarantee their ability to make a parachute and launch it during that descent. Because purpose comes with potential, which is the capacity, strength and power to do something.

This confirms that everyone was born to lead, in their area of purpose and gifting. Therefore a true leader is someone who has become their purpose. That may mean they're doing things, but it's all about becoming the picture in their mind that sprung from their conviction of purpose. A pseudo leader or *to-do* leader is one who looks around sees what others are doing and is trying to do like them. It could work once in a while but they will ultimately miss the essence of leadership, becoming who/what they were created to be and serving those they were created to serve. And when everything is being said and done, what will be left for all to see is what you became on earth.

“If you would not be forgotten as soon as you are dead, either write something worth reading or do something worth writing.”

Benjamin Franklin

You encounter *to do* leaders everyday, both the bosses who pride in their titles and positions to oppress everyone under them. To the well meaning out of purpose and insecure leaders, who are out to get results quickly at all cost so as to validate their title. You will often see the former in government officials and high title holders. And the latter in young entrepreneurs and young church ministers. We fail to realize the very important lesson that leadership is first and foremost personal before being public. You have to *become* for yourself first, you have to lead yourself first. You have to be your

number one fan, follower or consumer. So when it seems the people don't want you anymore, or don't seem to follow, you will be protected from insecurity panic.

We have to remember that success is not in the result, whether it's people's celebration or material acquisition. You have one mission, which is to become daily, your purpose till your dying bed, the accolades, testimonies and material gain are merely byproducts and must never be mistaken for true success. With the rate of mediocrity in the world today, people are celebrated for doing nothing. Become your purpose, become who you were created to be, so you can do what you were created to do. This should be your mission daily and your sole measuring stick. That you try to do what the Master sent you to *do* by becoming what he created you to *be*, that's what He will evaluate you on. When you successfully *become* someone that won't tolerate injustice in any form anywhere, then you will be ready to *do* whatever it takes to end it even if it costs you your life. And that's what makes Martin Luther King Jr an unforgettable leader.

As confusing as it might be, you realize *to-be* precedes *to-do*, and if you can retain just that right now, it's good.

TO-DO CHRISTLIKE OR TO-BE CHRISTLIKE

Professional Hypocrites

Around 600 BC in ancient Greece, theatrical culture was on the rise and quickly became very popular throughout the greek empire. Thousands gathered in theatres to watch actors perform. These actors were called *hypokritēs*, where we get the word hypocrite in English today. With the number of actors on stage limited to 2 - 3 plus the fact that they were exclusively male for a while, it is obvious that one character had to play several roles in the same scene and play. This brought about the necessity for stage masks,

as they permitted quick transitions from one character to another. The actor will go behind the backdrop, quickly put on one mask, go out and act in the character portrayed by the mask, then go back, put on another and come out to reply to the previous character. These masks were able to solicit real emotions and dread from the audience as they were made with exaggerated facial features and expressions. Hypokritē actually means “an interpreter from underneath” as the actor interpreted each character from underneath the mask and you never could quite tell who exactly was behind that mask. Over the years this has given us our definition for a hypocrite today as someone who acts in contradiction to their stated beliefs and/or feelings.

With the three categories we’ve explored so far in this chapter, will you consider a *to-do* person as a hypocrite? Perhaps you’re less likely to, as money, personal health and leading capacity might not be intricately linked with morality as compared to religion. But is someone who flaunts wealth on social media but hasn’t got the mindset blueprint of the rich a hypocrite as concerns finance? Would you describe a person who intensely exercises at the gym to lose weight and yet indulges their poor eating habits just as intensely as a hypocrite? Can we call a leader who’s only caring sometimes and cannot be trusted for their character a hypocrite? Well, by now you’ll certainly agree with me that to an extent anyone who tries to do things without first becoming in themselves what they’re trying to manifest, will fall nothing short of a hypocrite. Maybe not immediately but certainly overtime every result will be tested by nature itself.

Are you a hypocrite? That question generally makes one uncomfortable but if we must be honest with ourselves, it is a question we need to ask ourselves often. Many times in life you’re still in the process of becoming something, as matter of fact every time. This is because life in itself is a never ending process. Therefore it will be safe to note, given that we’re not aiming at reaching an endpoint

but rather who we become in the process, we might actually never stop *becoming* nor fully become till we die. But one thing that's sure is that at least there's a threshold to attain where you only continue to ameliorate and improve from there. Whether you have \$10 million in your account or \$10 billion, one thing that's sure is that you're not worried about what you're going to eat for supper. That's the idea of the threshold, the minimum beyond which more doesn't really affect your core or basic essence. Of course I'm not making \$10 million the threshold, that will mostly be unique for each individual as it depends on several factors but I'm sure you get the point.

So the difference between someone who is still in the process and someone who's an outright hypocrite is admittance. To be in the process means you admit that you've not yet *become* and you're consciously working towards that. But a *to-do* person will end as a hypocrite because to them they've arrived and there's nothing more to do again. It never crosses their mind that there could be something wrong.

***We might actually never stop becoming
nor fully become till we die.***

With a clear understanding of a hypocrite from above, you are certainly able to distinguish a *to-be* Christlike from a *to-do* Christlike person. Perhaps you might not be a religious person, but just understand that Christlike in this context as first used close to 2000 years ago, refers to people who behaved like Jesus Christ, the Jewish Rabbi who claimed and proved Himself to be the Son of God and saviour of the World from its self inflicted evil, pain and misery. After teaching and giving them the nature and capacity to His believers to live a new and different life, the people around them could not but identify that they portrayed the character, nature and mindset of this Leader.

Therefore *to-be* a Christlike person is to undergo the same process of listening to this Jesus, believing and receiving the internal nature and capacity for a new lifestyle. Without which you could try to suppress your natural impulses and wimps of desire so as to fit in, or appear pious but then like all *to-do*, you can only do that for so long. It is said that your choice of response to your outer world is simply a reflection of your inner world, your nature, character and mindset or belief system.

I believe this dichotomy between doing and becoming Christlike is what has relegated Christianity to a religion today. With ever increasing practices and rituals with no actual influence for positive change in society. The numerous heart-wrenching scandals in the Church has among others released a great deal of skepticism and mistrust in the eyes of the world. Why? Because there could be no more tangible observance of hypocrisy than in someone who champions one thing, guilt talks the world into it and then at the end of the day is found to probably be the most wanting in that area. That's the apex of hypocrisy. That's why politicians may be forgiven and forgotten but Church people not so easily. You know the greater the contrast between words, deeds and true nature, the greater the hypocrisy.

Therefore don't tell people to go right, when you don't go right. When in secret you go left hoping not to be caught. But you might say that means a lot of things will not be taught again in our schools, churches and society, because very few people if at all anyone exist that are not wanting. Actually this is why we no longer teach nor discuss many topics because secretly we know we don't measure up. But the solution to this is to remember the difference between someone in the process and a hypocrite - admittance. You may be struggling with cigarettes for example and you don't want your kids to follow in your steps, how do you teach them? Admit to them as often as you can your battles, struggles and disdain for this bad habit you wish you never adopted. You may have had your daughter in high school, and now she's about

following in your footsteps while in high school too, how do you teach her? Admitting, admitting, admitting! It's acknowledging that you've not yet become or aren't what you would've loved to be, but you are evidently passionate about and in the process of making things right, you're in the process of changing things if you ever had another opportunity. You may never have a second chance to not get pregnant in high school, but your daughter should be able to see that with your experience, she's getting the awesome privilege of having that second chance on your behalf.

***The greater the contrast between words,
deeds and true nature, the greater the hypocrisy***

You may not have become yet but if you're in the process towards the right direction, don't hesitate to invite others to join you. As long as you will be completely honest with them about your own struggles and first make the commitment to move towards what's right at all cost. You don't necessarily have to open up in public, but let these people know that you are human too, that inviting them to a higher call is just as challenging to you as it is to them but together you all can become better. You have to be true and honest, and as a matter of fact truth and honesty are the opposites of hypocrisy not perfection as many might think. Oftentimes we think in order not to appear as hypocrites or impostors we have to be perfect, but that's not true. We simply have to be truthful and honest, about where we are and where we are headed. For example, you may be filling in a role everyone expected a great artist to fill. Don't try to pretend or act like a great artist for them, admit who you are and work hard to become that great artist.

We could go into exploring *to-do* vs *to-be* in several other fields but I think I will like us to end here. I want us to quickly get into what I believe is most pressing on your mind right now, which is how to actually become a *to-be* person. But before we go into how *to-be*, I want us to complete our understanding of *to-do* with the What, How and Why of *to-do*.

PRINCIPLES

- ◇ To-Be: To develop the belief system, mindset, values and character of a subject matter. We might actually never stop becoming nor fully become till we die.
- ◇ To-Do: To portray, manifest and/or express the features or characteristics of a subject matter.
- ◇ Knowledge and knowhow doesn't automatically translate into personality.
- ◇ Having money doesn't make you rich because being rich is not just about money, but the mindset, belief system, values and character of the rich.
- ◇ Instead of trying to resist eating the foods that are not good for you, try to become the kind of person who eats the foods that are good for them. Developing your character to say NO when you have to.
- ◇ Become your purpose, become who you were created to be, so you can do what you were created to do and be a leader worth following.
- ◇ The greater the contrast between words, deeds and true nature, the greater the hypocrisy.
- ◇ The difference between someone who is still in the process and someone who's an outright hypocrite is admittance.

Chapter 3

WHAT, HOW and WHY

WHAT

What is *to do* in essence? It is harvesting without planting, it is appearance over reality, it is imitation or counterfeit, it is fake success, it is inauthenticity, and it is hypocrisy. And all that is fueled by impatience for the process of growth and development. When we make the choice to be a *to do* person we are taking the shortcut. We are assuming a higher desire for the destination than for the journey. It is a hatred for work, because the gap between your origin and your destination is work.

With the equating of money to success at its peak in our society today, many are lured into the rat race to become “successful”, or at least appear so. And that means to become rich or millionaires. But like we’re going to see in the next chapter, money is a byproduct of the process of actually becoming. That means when you choose *to-be*, money follows you along the process, and in increasing amounts the more you continue and grow in the process. For example the more you develop the mindset, beliefs, values and character for wealth, the more wealth you will be able to command. The more you increase the value you can offer, the more people you can serve and thus the more resources will come to you.

But *to do* is inverting all of that, going for the resources and value without any growth or transformation on our part. It is imitating what a certain person will do when deep down you’ve not yet actually become that person. The challenge is with time, the real you at the core will surface and manifest itself. This is perhaps the major reason for the staggering increase in divorce figures today.

According to the Institute for Divorce Financial Analysts (IDFA), a survey carried out by 191 certified divorce financial analysts (CDFA) in North America, the leading cause for divorce was “basic incompatibility” (43%) with infidelity coming second (28%). What is basic incompatibility exactly? It is simply people saying, I thought we were a good pair at first, but when we got married and I got to know them better, I realized their core was not what I saw at first. Or in simple terms, they or we were *to do* persons, so during our courtship they/we acted and appeared like what deep down we were not exactly. Isn’t that interesting? Perhaps you never thought of it that way, but that’s how serious the concepts in this book are. It is said that more often than not we tend to attract what we are on the inside. So if you keep having the unserious, the liars or players attracted to you emotionally, then perhaps it’s time you review your own core and start doing something about it.

The world is plagued by the illness of *to do*, we never quite know what to expect from people, the 2 faced politician, hypocritical preacher, the double life celebrity, the deceptive and greedy corporations all claim to be one thing and do something else the minute after. This has made trust, an intricate necessity for social beings like humans, become a very rare commodity. As a matter of fact, people don’t believe in trust anymore, most don’t even trust themselves, how much more trusting others.

It is because of our *to do* nature that we have a rise in (and many have fallen victims of) get rich quick schemes, the craving for overnight success and instant fame. We love listening to success stories because somehow in our minds they seem to have happened overnight. With our focus on the results, we give a blind eye to the challenges and breakdowns undergone in the process. Whereas all these breakdowns are what formed the foundation of the success. But how did we get here you might ask?

HOW

The question of how, how did we come to prefer to fake it, than to actually go through the labor and pain of *becoming* it? My simple answer is our misunderstanding of *work*. Of course this misunderstanding has led us to hate work and so we will rather find shortcuts. However the salvation of our true and authentic success so to speak is in the work. Before I explain further, let me ask you some simple questions:

- Do you love work?
- What is your best day of the week, Monday or Friday?
- If you were presented with a chance never to work again, will you take it?

Your negative attitude towards work, will limit your potential to become whatsoever you set yourself *to-be*.

Your negative attitude towards work, will limit your potential to become whatsoever you set yourself to-be

THE PURPOSE OF WORK

Work is as old as humanity itself and was intended to be the core of man. According to the historical account of the first book in the Bible, work was the first instruction given to man immediately after his creation.

Genesis 2:15 (NIV)

The Lord God took the man and put him in the Garden of Eden to work it and take care of it.

Many scholars agree that the Hebrew word *work* used there “**abad**” literally means to be, *serve or express self*. Like the Creator was telling the product, be yourself and serve this area. Bring

out what you and this garden got on the inside, express your full potential in this little space and expand it to fill the earth. And we know that's exactly what the first Man did. Put on your imagination helmet and let's try to see this together. Say you're the first human on Mars, what will you do? Explore of course! Then you will have to give names to the new things you find there which you've never seen before. Well that's exactly what he did. He "tested" his potential in naming every animal he saw and perhaps everything else. If he didn't try it out, he would never know he had the ability to name things.

So work is basically an avenue for self expression or potential expression. Releasing the genius, abilities and power in you, therefore actually becoming that genius. Remember if a genius never expressed his smartness we'll never know they're a genius nor will we recognise their genius.

Work is basically an avenue for self expression

If you have ever worked on any project that excited you then you will relate to this. Especially when it is challenging enough to push you to bring out the best in you. You could spend hours, days or weeks trying to figure out a certain solution. And when you finally get it, that eureka moment, that feeling of I've got it finally, I'm a genius, is absolutely rewarding. Every step of the way on your project, every huddle you overcome, draws out a piece of you into the project. This is perhaps very evident with the work of artists like painters, musicians, sculptors, poets etc. But the truth is everyone is an artist in their own right and area of gifting, and work gives them the avenue to release and imprint their DNA on earth.

I cannot imagine a life where you cannot express yourself and your full potential. And if work is actually self expression then working is actually living. To work is to live and be alive and to live is to work. That's why the concept of retirement doesn't quite hold grounds, and you will often see that people in retirement get bored

after a year or two. Because soon it feels like they're no longer living, because they're not working. Therefore you can never really retire from your work which in this case I mean your purpose and we'll see more of that later on.

Originally everything created is designed to only die after it has released all its potential or in other words, become fully all what it was created to be. Airplanes are retired("die") after a specific number of cycles, which is a complete takeoff and landing. Manufacturers specify the maximum number of cycles the aircraft will still be safe to fly and build into the aircraft the capacity or potential to achieve those cycles. This has to do with things like the engine size and the type of metal used for the fuselage. The material used in disposable plates for example are different from those used in ceramic plates intended for permanent usage. And it's that material that guarantees the potential of each type of product.

***You were designed to only leave earth
after fulfilling your purpose and potential***

On average, planes are retired after 18 years of service though some could go up to 40 years plus if properly maintained or upgraded to stay within the safe cycles. At every takeoff and landing, the aircraft is working, "living", expressing itself, releasing the already built in potential. It doesn't fly so as to become an aircraft but it flies because it is an aircraft from manufacture. Just like the airplane, the trees and other living things that die naturally after fulfilling their purpose and potential, you were designed to only leave earth after fulfilling yours too. But a vast majority of us die without expressing ourselves on earth because we never get to know who we are or have the courage to pursue and express our true self from the Creator's perspective. A major reason for this is our misunderstanding of work.

THE MISUNDERSTANDING OF WORK

“Is it working?” was the usual statement I will shout out to my brother, who was standing at the door and checking the TV for a clear signal, as I manipulated our artisanal antenna at the yard. This will go on for a while as he will switch from “turn to the left”, “go a bit to the right”, “it’s okay stop”, “it’s working, no it’s not working”, “it’s working but it’s not clear” statements as I manipulated. This was often after a heavy downpour or wind that pushed the antenna out of alignment. When we had the perfect alignment, we’ll go in and enjoy some TV time until we lose the signal again then we’ll take turns manipulating the antenna. Finding and maintaining the antenna in the right alignment was key for it and the TV to function properly.

We often use “work” or “working” when referring to something functioning properly. Like we will say: the TV remote isn’t working, or I just bought a new battery for my car and it is working properly now. We’re saying it is expressing itself, manifesting or releasing its potential properly. But things don’t just stop working properly unless they’ve completed their lifetime. Something out of the ordinary happens to cause them to malfunction or stop working. And this is what happened with the first man which eventually brought about our misconception, misunderstanding and hatred for work.

Man, in this case I mean the species, was created perfect and in right alignment with the Manufacturer. This allowed man to function and use work to express themselves until something out of the ordinary happened. Man deliberately disobeyed the instructions of the Manufacturer and this placed him out of alignment with the conditions necessary for his proper functioning. Let’s take a look at that:

Genesis 2:16-17

16And the LORD God commanded the man, saying, Of

every tree of the garden thou mayest freely eat: 17But of the tree of the knowledge of good and evil, thou shalt not eat of it: for in the day that thou eatest thereof thou shalt surely die. (KJV)

Among others, this instruction for proper functioning was clear to man and very simple to understand and apply. But what we see one chapter ahead tells us they didn't find it that simple to apply.

Genesis 3:1-7

1Now the serpent was more subtil than any beast of the field which the LORD God had made. And he said unto the woman, Yea, hath God said, Ye shall not eat of every tree of the garden? 2And the woman said unto the serpent, We may eat of the fruit of the trees of the garden: 3But of the fruit of the tree which is in the midst of the garden, God hath said, Ye shall not eat of it, neither shall ye touch it, lest ye die. 4And the serpent said unto the woman, Ye shall not surely die: 5For God doth know that in the day ye eat thereof, then your eyes shall be opened, and ye shall be as gods, knowing good and evil. 6And when the woman saw that the tree was good for food, and that it was pleasant to the eyes, and a tree to be desired to make one wise, she took of the fruit thereof, and did eat, and gave also unto her husband with her; and he did eat. 7And the eyes of them both were opened, and they knew that they were naked; and they sewed fig leaves together, and made themselves aprons. (KJV)

Airplanes must be operated within strict guidelines delivered by their manufacturers outside which the result will be total chaos. This is evident as statistics show that 85% of aircraft accidents are caused by pilot/human error. That is when the actions of the pilot or maintenance engineer, whether intended or not, are out of line with the aircraft manufacturer's flight guideline or maintenance procedure. And as we see from the scripture above, man failed to

follow his Manufacturer's guidelines. But what relationship has this to do with work you may ask? Well let's continue a few verses down where man faces the repercussions of his disobedience:

Genesis 3:17-19

17And unto Adam he said, Because thou hast hearkened unto the voice of thy wife, and hast eaten of the tree, of which I commanded thee, saying, Thou shalt not eat of it: cursed is the ground for thy sake; in sorrow shalt thou eat of it all the days of thy life; 18Thorns also and thistles shall it bring forth to thee; and thou shalt eat the herb of the field; 19 In the sweat of thy face shalt thou eat bread, till thou return unto the ground; for out of it wast thou taken: for dust thou art, and unto dust shalt thou return.

What is most remarkable here is that one chapter behind (Genesis 2:16) man was offered to eat of any tree even before he started working. But now he's told he would have to sorrow, sweat and labor to have basic bread all because he disobeyed the Manufacturer's guidelines. That leads us to our first and perhaps most prominent misunderstanding about work.

1. The purpose of work was never to put food on the table.

Why do you wake up every morning and go to work? Great chances are so that you won't go broke, and will be able to provide for yourself and your family. Yet we see from above evidence that man originally had provision made for his food and basic needs even before he was told to work. A question you should think about is, if all your basic needs were provided for free would you still work? Work was intended for potential and self expression, not meeting of daily needs.

The misunderstanding of seeing work rather as a means to an end instead of an end in itself has brought about our disregard and un-

appreciation for work. Originally food and basic necessities were provided as a means to an end and that end was work, the expression of yourself and your innate potential. One disobedience to guideline turned things upside down.

Work was intended for potential and self expression, not meeting of daily needs

2. Work is not a difficult and boring punishment

In the minds of the average person, work is some sort of punishment they just can't wait to get out of. We've come to develop a passionate hatred for work. We see it as a punishment that life and society has placed upon us and spend time wishing we could be free of it. But on the contrary, work is a great gift and reward instead of punishment. You cannot *become* anything or anyone without work. For a baby to become a full grown human being they must start 'working' from the early month, from learning to sit to trying to walk. No matter how many times they fall, a baby can't just sit and cry that the process of learning to walk is a difficult punishment. Humans are identified by their ability to walk on 2 feet, everything being equal of course. The baby is already a human, but if they must fully *become* one in terms of potential and ability, they have to go through the painful process of learning to walk. That's exactly how work in general was intended to be.

Our dislike for work has brought about the increasing search for the magic formula for early retirement today. We're excited by stories of people who say they retired at 25, 30, 40 or people who say they have become financially free and don't need to work again for the rest of their life? It would be hypocritical to deny the fact that work can actually be boring and burdensome. I cannot imagine myself doing certain things and the reason for that is, I wasn't built and wired to do those things, hence I will find them unbearable no matter how good the pay is. That's why we'll differentiate between *your work* and *your job* in the next section.

3. Early retirement is a lie

We already established that created things are expected to retire/die only after achieving their full potential and fulfilling their purpose. I don't think you will find an aircraft which wants to retire early. In fact I think if they could speak they'll tell you they love flying and wish they could fly forever because that's what they were built for. Unless someone is saying they want to die early which is most unlikely, then there's a need for clarification and perhaps correction of the statement 'to retire early'.

The fact is unlike what people generally imagine, those who "retire early" do not spend the rest of their lives sipping cocktails at a beach on a remote island. Oftentimes these people work more during their "retirement" than when they had a regular job. But how's that even possible you may ask? It takes us back to the difference between *job* and *work*. For example Robert T. Kiyosaki is said to have retired at the age of 47. That should be somewhere around 1994 if you take his birth year. But 26 years later, the amount of work he has done, businesses created, lectures given and value generated far exceeds all what he did in those first 47 years. How? He retired from his job but never retired from his work.

YOUR JOB VS YOUR WORK?

"Your job is what you are paid to do, whereas your work is what you were born to do"

Dr Myles Munroe

So far we've generally been using the word work for both purpose and making a living. But from here on, we'll distinguish them clearly. Like the quote above, a job is anything you do first and foremost for money, to get paid, to make a living. So you go to school and learn skills that will permit you to land a good job, where you'll be remunerated for using those skills at the service of the employer. You work for a given period of time and then you are sent on retirement. But your *work* has to do with your purpose, your reason

for existence, what you were created and born to do. This is what you have a natural or innate desire and passion for and can never really get tired of doing, because you were wired for it. It is where you feel in your 'zone' and nothing else matters. Payment or no payment, you do it first for the sheer fun and fulfillment it gives you. You cannot really retire from it like a bird cannot retire from flying nor fish from swimming. In general your purpose is to you as flying is to birds, keyphrase 'in general', as you might say not all birds fly but they certainly share common uniqueness with other birds.

***Your purpose is to you as flying is to birds,
you cannot really retire from it***

Whereas you're wired, built and created purposefully for your mission (purpose) on earth, that's not necessarily the case with your job. There's nothing wrong with working a decent job. In our money run economy, it's a necessity to pay the bills, get food and shelter. But we must remember not to forfeit our purpose and opportunity to *make a life* in an effort to make a living. Making a life is the big picture, the contribution of your own life in the eternal plan and scheme of things, while making a living is day to day survival. People are rarely remembered for making a living for themselves, but making a life for others, their children, family, community and the world at large. This is why it is absolutely imperative that you commit yourself to discover your purpose early enough, plan and get busy on it, because only therein is the joy, fulfillment and provisions you need.

“Oh, you hate your job? Why didn't you say so? There's a support group for that. It's called everybody, and they meet at the bar.” Drew Carey

So in essence what people really hate is their jobs and not their work. And most at times that's because they haven't discovered their work yet. You generally won't hate and certainly would be

more likely to endure a job that you knew will give you the means to someday quit for good and pursue your purpose. A job is more often than not, a way to get a ticket for your work. Therefore to retire early really means or should mean laboring at a job quick enough, accumulating the basic resources needed for you to leap off on your lifetime work. That's the first answer to the question I often get during our seminars which is: what if your purpose cannot put food on the table. Of course you need to be able to make a living if you want to make a life. You cannot change the world on an empty stomach, humorously speaking of course. But like we saw above never trade the greater for the lesser.

Personally, I've never really had to get a job so as to make a living. But that doesn't mean I have no experience with the harsh world of the job market. The experience I had with my Dad getting fired from his job for nepotism reasons, just when I was about to begin my university education was very marking. Our family had just welcomed a lovely new member and the devastation all that pressure had on him was simply paralyzing. Somehow that gave me a resolve never to feel that incapacitated nor rely on someone(or organization) for a living. And even if I was going to work for someone, it was going to be on my own terms as a contractor.

***We must remember not to forfeit our purpose
and opportunity to make a life in an
effort to make a living***

Two years down the road, me discovering my purpose while still in the university sealed the verdict. I not only had a resolve to work for myself, but I had clarity and focus on what was going to be perfect for me. So all that was left for me to do was to figure out a way to make my work, my job, that is to say, find a way to get paid for pursuing my purpose. And that's the second answer to the question: what if your purpose cannot put food on the table.

A typical example of people who have successfully made their work their job are athletes. Think about it, you pay your hard earned money to watch someone do what they love doing and won't mind doing it for free anyways. These athletes are having fun while getting paid, how's that for the good life? Not just athletes though, born musicians, painters, sculptors, artists in general. What is typical with such fields is that they cannot really be taught compared to a skill you learn in school, you just discover it and get better at it. What I mean is, you can be taught the basics of music but you cannot be thought into becoming a legendary musician. You will have to bring it out of yourself, that's if you got it on the inside and your uniqueness plays a key role in that.

Make your work, your job

I know what you're probably thinking, but no, not only artists. I've met journalists who were born to tell stories and give everyone a voice. I've met researchers who worked round the clock out of sheer passion. Teachers, traders, doctors, transporters, technicians in short people of various fields, who have an inborn zeal, passion and higher cause for what they do.

Personally I believe everything is an art and a science at the same time. There's the *science* of writing great poetry or powerful music. And a proof is that not anyone can do it just like not anyone can invent a revolutionary drug. It takes someone gifted in that field. Likewise there's the *art* of mastering algorithms or technologies to create or invent great technological advancements. What I see is *the art of science and the science of art*. That said, every other field out there whether scientists, public speakers, medical personnel, pilots, builders, inventors, business people, teachers, safety personnel, ... etc as long as you were born for it, and by that I mean born with the innate passion, abilities and inclination to solve problems available in that field, that could be your work. I hope that isn't too complicated to understand. You were created

and born for a purpose, you go to school to refine your abilities and canalize your passion towards pursuing your purpose.

Now this is why students often have a hard time choosing a course in college or university because they have no idea what their innate passion, inclination and abilities are. Therefore without a discovery of your purpose, you could spend years in school polishing and refining the wrong gifts. And since in our society you more often than not get a job in the field of the ability you refined in school, refining the wrong ability means getting the wrong job for you. And that's how we end up hating the idea of going to a job where we spend our time dreaming of escaping.

***Do what you love and you will never have
to work a day again in your life***

Discovering your true passion/purpose on earth and pursuing it eliminates all the boredom and stress of a job. Then all that's left is figuring out a plan on how to get paid solving the problems you love solving and doing what you were born to do.

WHY

Being social beings as humans has a great advantage that we can live in communities and benefit from the love, help and support of each other. That's what has mostly contributed to the advancements the human race has been able to make since time immemorial. But advantages often create disadvantages of equal proportion and in the case of socialization, for the most part it has been *peer pressure* for humans.

According to the Merriam-webster dictionary, peer pressure is *a feeling that one must do the same things as other people of one's age and social group in order to be liked or respected by them*. I think every single person reading this can relate to that definition without ambiguity because we've all experienced it. Even if you

were born and bred in a forest Island like the fictional character Tarzan. Because even this character still had to walk on four limbs in order to fit into his society. Humorous example but I'm sure you get the point. According to psychologists, an important need of social beings is acceptance. Nothing hurts a social being more than being rejected from the group, that's why we often spend our entire lives focusing more on trying to blend in than discovering what makes us unique. So eventually, what happens when we don't "fit in" is that we force ourselves to do so, finally focusing on doing and appearing like, rather than actually being who we are or becoming who we could be.

Let's use another funny example: Imagine a hand of unripe bananas sitting in a young African woman's store. Suddenly one morning, two or three of the bananas are yellow ripe, naturally ripe. The banana next to the ripe ones suddenly starts panicking and saying, "these guys are already ripe and I'm left behind. They'll leave me in this dark corner, while they get out there for the humans to scramble over them". In all that dysphoria, this banana decides to paint itself yellow so as to look just like the ripe bananas. That's the typical situation of most people today spanning across all ages. Because of our impatience and desire for quick results, we choose the path *to do*. And like we just saw in the previous chapters, our dysphoric banana may pass under the radar for color tests. But when it's time to express and release what bananas which have *become* ripe release, it will fail classically and perhaps end up in the trash bin.

Belongingness, a word used to describe humans' need to belong often pushes us to make emotional decisions rather than logical ones. It's not really easy to understand why people will borrow things, pose before them and share on social media claiming to be enjoying a luxurious life. Yes those are social media braggarts for you. The sad thing is one braggart makes a few insecure, who in an effort to cure their insecurities do the same and make more people insecure and it turns into this vicious cycle. How do you avoid get-

ting sucked up into that world of lies? Program your mind not to internalize anything you see online neither compare your life to it. Though peer pressure and belongingness may be major culprits for *to do* behaviour in society today, it doesn't end there. The concept of *to do* itself, a shortcut and quick way to get instant "results" is very appealing. In our fast paced technologically advanced world, patience, one powerful virtue taught to us by nature has become very scarce. Why wait 3 months to grow organic when we can process them in 1 month? Why go through the pain of changing your habits to become a healthy eating person, when you can just drink a bottle of detox after the bad habits? Why struggle and spend time discovering, developing and serving our potential for success, when we can just buy things and look successful? The sad truth is that nothing that's *done* without *becoming*, will last beyond a short while. What's the point chasing after smoke that will be there in a second and gone the next. Make up your mind and commit yourself to the process and *become*, then *doing* will be fun and lasting all the way.

The conclusion from the research paper from Chapter 1: *Our findings strongly suggest that limiting social media use to approximately 30 minutes per day may lead to significant improvement in well-being. It is ironic, but perhaps not surprising, that reducing social media, which promised to help us connect with others, actually helps people feel less lonely and depressed.*

PRINCIPLES

- ◇ *To do* is harvesting without planting, it is appearance over reality, it is imitation or counterfeit, it is fake success, it is inauthenticity, and it is hypocrisy.
- ◇ Our misunderstanding of the purpose and power of work has led us to hate work and seek the shortcut.
- ◇ Work was designed as an avenue for self expression and potential manifestation.
- ◇ You were designed to only leave earth after fulfilling your purpose and potential.
- ◇ Peer pressure and belongingness are the major reasons why we go for *to-do* instead of *to-be*.
- ◇ We must remember not to forfeit our purpose and opportunity to make a life in an effort to make a living.
- ◇ Limiting daily social media usage to 30 minutes or less may lead to significant improvement in well-being.

Chapter 4



HOW TO-BE

“To-be is to develop the mindset, beliefs, values and character of the objective”

It's 4am in the morning on the hills of Matsumoto, and young Hiroto Osamu and his village are already up. It's another day for him to practice his sword techniques, meditating and mastering the arts like poetry and calligraphy. At ten years old, he has been practicing since the age of three after he received his first sword, a wooden sword. Like the young boys of his age group, their greatest desire is to bring honor to themselves and their family. And they'll have a major opportunity in a few years when they go through the “genpuku”, a rite of passage ceremony. This is when young student samurais were welcomed into adulthood and given their first “wakizashi”, a type of sword, and “dou”, the signature samurai armor. The samurai had a commitment to the “Bushido” (the way of the warrior), discipline, concentration, absolute loyalty to his master and his people were his way of life. Bushido in a nutshell was about the character of the warrior, honor, self-discipline and ethical behavior. Hiroto and his mates have to commit their entire lives to develop this character. Even though fear is an integral human emotion, the samurai was never to show fear but only bravery, even to the point of the “seppuku”, the ritual suicide a warrior will undertake after defeat to preserve his honor. Someday, Hiroto will have to wear his dou and wield his sword alongside the warriors of his village into battle to preserve their lands. And when that day comes he will surely say to himself, this is what I've prepared for my entire life, this is who I've become, I am a samurai!

WHO IS A SAMURAI?

Our vision is perhaps the most important sense to us as humans. Not necessarily because it is more important than the other four senses, but because of our over dependence on it. How often do we lay emphasis on seeing something before believing. Even in situations where what we actually need is a different sense, we are still prone to want to see. That's why often when listening to someone you have a tendency to want to see them and their lip movement. It's almost like whatever can be visible, will count a lot to us. However science has proven us time and again that quite often, we're deceived by our sight. For example an object is actually every color except the color we see on it. When light hits on an object, it absorbs most of the light. But the light that is not absorbed, is reflected back by the object and that's what we see as the color of that object. So in essence our eyes only see things from the surface, the obvious. But the underlying stuff, usually where the real things are, is often beyond the reach of our eyes.

If you were asked, who is a samurai? Or who is a warrior? What will be your instinctive answer? It will be easy to define the samurai warrior by their dou or the katana(sword) because they're the obvious. But nothing could be further from the truth. Judging from appearance and the obvious is like saying any liquid that is transparent like water is water. The armor and sword doesn't make a samurai, for Hiroto had to first become a samurai after many years of preparation before ever wearing and wielding one. What we see here is what we saw early on, that appearing like, and trying to do like, won't make you one. Therefore a samurai is not the armor, nor the sword, nor the lifestyle or living conditions, all those are external factors which can easily be tampered with. But the core beliefs, mindset, values and character developed over time by the samurai under those external factors is what makes him one. Those are not very visible, you can't see belief, values nor mindset at first sight, even character will have to be tested before you can be sure. So you can consider these the foundation that makes up the samurai.

THE FOUNDATION

A building is nothing but it's foundation. The height of the building determines the depth of the foundation and the size and length of the piles required. You don't need to graduate from a civil engineering school to know that, if the building rises beyond what the foundation is capable of supporting, collapse is inevitable. Just like the samurai, your number one priority in life should not be to fantasize on how high you can get, but rather on how deep you can get your roots to first. Therefore the greatest of individuals who lived on earth are those who laid the deepest foundations for themselves. And we know that in the absence of a solid foundation, besides the building being at risk of collapse from its own weight, natural hazards are also a major threat.

Matthew 7:24-27

24 Therefore whosoever heareth these sayings of mine, and doeth them, I will liken him unto a wise man, which built his house upon a rock:

25 And the rain descended, and the floods came, and the winds blew, and beat upon that house; and it fell not: for it was founded upon a rock.

26 And every one that heareth these sayings of mine, and doeth them not, shall be likened unto a foolish man, which built his house upon the sand:

27 And the rain descended, and the floods came, and the winds blew, and beat upon that house; and it fell: and great was the fall of it.

The greatest man who ever lived Jesus Christ, was speaking to a group of his followers in the above passage. If we take a closer look into His life what do we realize? He lived for 33 years on earth, but spent 30 of those years "establishing His foundation" and only 3 years "raising His building".

Luke 3:23

23 Jesus, when he began his ministry, was about thirty years of age, being the son (as was supposed) of Joseph, the son of Heli, (ESV)

Now if you can imagine that, it is spending 90% of your life in the shadows, unknown, unseen, unheard of, so that your last 10% will be unforgettable in all of history. There is therefore no doubt why more than 2000 years later, His influence on mankind is still unparalleled. He taught the people that His life on earth was to be a sacrifice for mankind. But He didn't just live, no, He prepared to live. And if you study scripture you will discover that His preparation to live wasn't only in those 30 years but several thousands or even millions of years before.

1Peter 1:19-20

**19 But with the precious blood of Christ, as of a lamb without blemish and without spot:
20 Who verily was foreordained before the foundation of the world, but was manifest in these last times for you.**

Revelation 13:8

8 And all that dwell upon the earth shall worship him, whose names are not written in the book of life of the Lamb slain from the foundation of the world. (emphasis mine).

He didn't just live, He prepared to live and, He didn't just do sacrifice, He first *became* sacrifice.

In our fast paced internet world today, it will take tremendous discipline to build something lasting in silence, when everyone can't wait to show off their "success". But you must decide to focus on sending your roots deep down. Don't hurry to sprout or be seen.

Like we've seen already, the mediocre think of overnight success, but you must take your time and build to last. So what are you after, what do you dream of doing someday? Take your time and plan your course to first *become* it then *doing* will be second nature, as easy as breathing. First *become* then *doing* will be seamless. In our next chapter we'll see more on doing when you've successfully *become* and distinguish it from *doing* when you haven't yet *become*.

Don't just live, prepare yourself to live

THE TRUTH ABOUT FAILURE

In his 2008 bestseller *Outliers: The story of success*, Malcolm Gladwell succeeds in distilling our view, perception and understanding of failure and success in an unprecedented manner. From the academic milieu, where success is rewarded and failure punished irrespective of how the success was acquired, it goes without saying that we grow up dreading failure. And such dread that is rooted in misunderstanding, not only pushes us to seek success irrespective of what kind it is, but it also blinds us to the inherent values and potentials of failure. I know you might be thinking that I want to tell you what you've probably heard time and again from self-help teachers. That you don't really fail until you give up, failure is not real and all. But no, failure is real and understanding it is what permits you tap the virtues it has to offer.

When it comes to the process of *becoming*, the level where you sink your foundation deep into the ground, you can consider failure as a type of rock which is critical to the solidity of your foundation. You see this is because as I often say, success is not so much about knowing what to do or what works, as it is about knowing what not to do and what doesn't work. You might want to read that

line over again. And this is what makes failure imperative because it is the only way to find out what doesn't work.

In becoming, failure is a type of rock that is critical to the solidity of your foundation

Thomas Edison, the inventor of the light bulb after being asked by a reporter how it felt to have failed 1000 times before succeeding in his light bulb venture, is reported to have replied: "I didn't fail 1000 times, I just discovered 1000 ways in which the light bulb will not work". A term we can use for this is *experience*. Sir Thomas Edison didn't fail, he became closer to his objective with each unsuccessful attempt, meaning every unsuccessful attempt contributed to him *becoming*.

But come to think of it, imagine you set out to invent a time travel machine and the first things you randomly put together and build works. Will you be excited? Absolutely! Celebrated? most definitely! But will you have a clue into why it works? categorically no! So what's the fun in that? If your device breaks down or gets stolen you won't be able to reproduce that success and at the end of the day you'll just appear as a total fraud and imposter who stole someone's invention. You wouldn't have *become* a time travel machine inventor even if you might have accidentally created one. I know someone might be thinking of reverse engineering, well, good luck with ripping the space time continuum or what not.

Success is not so much about knowing what to do or what works, as it is about knowing what not to do and what doesn't work

This is why I strongly believe that the strong ecstasy and desire for overnight wealth and success from the youths around the world

today, is very short sighted and naive. We saw the average age of billionaires around the world, check out the average age of nobel prize laureates, take a look at the average number of years of preparation of an olympic gold medalist, observe how long it took for any truly successful person out there to achieve that success. What you'll realise is that overnight success is a lousy deception flaunted around by crafty sales people and believed only by the abnormally lazy. And the idea that failure is your enemy is a total hoax. Failure may be punished in the classroom but it is more often than not rewarded in life and absolutely necessary in the *becoming* process.

In becoming, failure is a type of rock that is critical to the solidity of your foundation

BECOMING KING OF THE JUNGLE

If I asked you WHO ARE YOU? What answer are you going to give me? What's the right way to answer that question? The vast majority of people are unable to answer that question correctly. You may answer by giving me your name, but then I didn't ask *what your name is*. Or you could go ahead and tell me your profession or occupation, for example I am a businessman/businesswoman. But I didn't ask what your occupation was. Other common answers to this question we often get in our seminars are people will give their marital status, financial status, religious alignment and even political alignment. But none of those are correct. So take a moment and ponder on that question: WHO ARE YOU?

Now please use your imagination and let's ask the lion that same question. What do you think the lion will give as an answer to that question? Probably not, *I am a lion* and *I can eat you*, because we already know that and we're not questioning it, that's why we're coming imaginatively after all. But perhaps *I am the king of the jungle*. And that's as accurate as we've come to recognize it as truth.

The most important thing to note about that response is that it is rooted in a *belief, mindset, values* and *character*. And those are what we're going to dive in immediately, to help you start on the journey of *becoming* whatsoever you desire.

***Failure may be punished in the classroom
but it is more often than not rewarded in life
and absolutely necessary in
the becoming process***

BELIEFS

- What do you believe about yourself?
- What do you believe about your environment?

The core of the samurai are their set of beliefs, about themselves as individuals and about the world that surrounds them. The king of the jungle is primarily its beliefs. Think of anything you can *become*, and you will see that it's all rooted in beliefs. The truly wealthy have certain beliefs for example about money that the poor don't. Healthy eaters, artists, revolutionary scientists, inventors, experts in any field have a given set of beliefs that guide their thinking and are at the core of who they've *become* and who they are. For example, one belief we often had as science students back in school is that everything has already been invented. We were just letting our small minds mesmerize by the abundance of innovation we saw in the world. With such beliefs it's obvious that we couldn't invent anything as long as we dwelled there.

According to the Merriam webster dictionary, belief is a *state or habit of mind in which trust or confidence is placed in some person or thing*. To truly *become* anything in life, you must first acquire, incubate and inculcate trust and confidence in what you want to become. The lion believes it can eat any animal that stands in its way and that belief contributed in making it *become* the fear-

less, bold and brave animal we know. So we see the *attitude* of the lion is deeply rooted in what it believes about itself and its environment. So if you want to change your attitude, you have to check and change what your set of beliefs are. And you'll realize that every single field of expertise demands a certain type of attitude that is unique to it.

The rich are known to have an attitude of zero worry when it comes to money, because of what they believe about it. For example, they believe there's abundance of money out there and that they're deserving of a part of that abundance. Now when such beliefs sink into your subconscious, you cannot help but be at rest whether you have but 1 million dollars in the bank or 1 million dollar debt. So it has nothing to do with the money but everything to do with what you believe.

Resistance athletes are known to have an attitude of not giving up no matter how painful and difficult it gets. The muscles may cry their "lungs" out so to speak, but the power is in the mind; what they believe about themselves and their body. The average person might feel that same pain and immediately believe this is it, my leg just died, I can't do this anymore but not someone with the right beliefs.

Our perfect example of *to-be* Jesus Christ, spoke with boldness and taught with authority. So many records exist of Him doing physically or scientifically impossible feats like, walking on a raging sea, turning water to wine, speaking to storms and healing all kinds of diseases. And all these were simply the result of what He held as beliefs about Himself and about the earth. For example, He believed He was the Son of God, no doubt His feats were in the God class. Now if He had ever believed something other than that, He will never have done the things He did. No wonder He often told *people let it be to you according to your faith (belief)*.

From this we understand that your life right now is simply the product of the beliefs you've held, incubated and inculcated. Those

beliefs have led you to become whatever you are right now, both at your core and your immediate surroundings. For example if you believe you cannot be great, then you subconsciously cultivate mediocrity and at the same time sabotage your own opportunities for greatness. Like stumbling on a great idea and instead handing it over to someone else to pursue. Or if you believe your country is a land without opportunities, you will subconsciously never see the imminent and abundant opportunities right beneath your nose. If you want to *become* something or someone in life, start by changing your beliefs and taking on the right beliefs about yourself and your environment.

The combination of all the beliefs you uphold about any area of your life or your entire life can be termed your *belief system*. So evaluating them overall will tell if you have the right belief system that is, a positive belief system, or the wrong belief system that is, a negative belief system. And because as a man thinketh so is he, you cannot rise above your belief system. No one can truly help you change unless you take responsibility to change your belief system. As someone who studied Software Engineering in the University, I see this very well illustrated if we take your belief system as the software (operating system) of your body which is the hardware. You may have sophisticated hardware accessories but without the right software, drivers and plugins, that hardware will be nothing short of useless. So if you want to maximize your hardware's potential, update and upgrade the software. Update by changing the beliefs to the right ones and upgrade by growing in the understanding and appreciation of those beliefs.

Update your software by changing your beliefs to the right ones and upgrade by growing in the understanding and appreciation of those beliefs

HOW TO CHANGE YOUR BELIEFS

Remember the definition for belief is holding an idea or opinion to be true, thus putting in your trust and confidence. So if you have the wrong beliefs limiting your potential, it means you are holding some idea or opinion as true which is actually false. If all your life you've been told (opinions) that you're not beautiful or handsome and you accept that as a belief, then your attitude towards relationships and social interaction will be greatly affected. Either you will be obsessed with beauty products & scanty clothing for ladies, or be obsessed with making much money for men. Because of that belief you hold as true, you think the only way to be liked is to fake an appearance and expose parts of your body to get attention. Or earn so much money and use it to attract the opposite gender. But the problem is they're not there for you but for the bait, and that's why it won't work in the long run.

Instead of trying to bury the beliefs that hold you captive under superficial solutions, it is better to identify them, and then replace them with new and right ones. The following steps will help you correct your beliefs:

1. Find a quiet spot where you can be calm and think clearly with some writing material.
2. Identify the area of your life where you want to change your beliefs about. For example, academics, relationships, money/debt, health.
3. Think deep and think clearly by asking yourself inquiry questions like: What do I believe about this (the topic). How do I see myself or environment as regards this or that. For example, what do I believe about my financial situation? *What do I believe about the economy? Will it get better or will it only get worse? What do*

I believe about my ability to do great work?

4. Permit yourself to be vulnerable for once, be honest, explore those deep and not so nice parts in your mind and give honest answers to the question from Step 3. For example, (from Step 3) *I believe that I cannot be free from debt OR that I cannot become rich OR My colleagues do better work than me, I am just a local person who can't produce world standard work etc.* Feel free, don't stop at one sentence answers or only one answer, it's free so knock yourself out. Just pour out those beliefs on that sheet of paper. *Honesty and staying true to yourself is capital here else there's no point continuing.*

5. When you have all your answers from Step 4, it means you have pinpointed potential culprits to the current state of your life. The ideas and opinions you've upheld so far. The next thing is to understand WHY you have such ideas or have come to accept as truth such opinions. It is important to understand why some ideas or opinions are, that understanding will help you deal with them correctly.

Often times you might have to deal with another underlying issue before you can actually deal with the belief. For example, if what has affected your emotional/relationship life is your belief that men are violent and evil, which is a product of your childhood trauma with an irresponsible father or uncle, then you have to first deal with that trauma before you can change that belief. Therefore it's perhaps more important to know why or how you came to believe something than just knowing that you believe it. This may require you to ask questions from others, your parents, friends, anyone who could have some knowledge as to why something happened to you in the past or how you react to things the way you do.

6. Now that you know and understand why, then the next thing you need to do is first deal with any underlying causes or emo-

tions. Perhaps you might need therapy or need to get good tapes or podcasts on the subject. You need a proper understanding of your emotions, pain and trauma and also a good understanding on how to deal with them. Sometimes you may need to face the fears, confront the person (if someone is involved), talk about it, pour your heart out so you can get closure and liberate yourself. You can't let the irresponsibilities of others trap you and stop you from taking responsibility for your life. This step may not be necessary for everyone. So depending on whether or not there's an underlying emotional trauma or struggle, you could skip it.

7. Think of, identify and write down the opposite and right beliefs to every wrong or negative belief listed in Step 4. For example; I believe I have the power within me to get myself out of debt. *I am very rich, I am fruitful, wealthy and I am a blessing to so many. I have the ability to do great work, I am the best in my field. I have great potential and I will release it.* The only thing more potent than a lie, is the truth. So you have to rewrite your subconscious with new beliefs which are the real truth about you, the obvious facts notwithstanding.

The facts may look so real but the truth will come alive and overwrite them once you conceive it long enough. If you have no idea what is the truth about you in any area, what I always use is the Manufacturer's manual. You see that book called the Bible holds so many truths about you because no one can know a product better than its manufacturer. And we're products of a great Manufacturer because your mobile phone didn't invent and manufacture itself, how much more a far more intricate and excellent being like you and me. You see, just this fundamental belief of origin/source will transform your life in a flash. You can't believe you're a product of chance, and then still believe your destiny and future will be only good and positive. Isn't that contradictory? Someone has been pulling the strings to get you where They intended

for you to get to. And many times we go against His directives and end up just where we don't like to be. That's why having and maintaining a relationship with your Manufacturer is capital. When your phone has a problem what do you do? You pick up the manual and call the manufacturer, so please do the same for your life.

I remember the moment I came to terms with one truth that is written in the Bible about me and you, I suddenly could easily understand anything I read or took interest in. And in my final semester at the University, I almost said bye bye to lecturers. What was the point going and sitting in a boring lecture when I could read every single note and understand perfectly? Before it wasn't the case for me but when I realized I had an excellent mind from the Manufacturer, I had to put it's potential to test and how excellent the results were.

Your emotional connection with any belief goes a long way to determine how deep rooted it is or can be in you

8. Make a commitment to meditate, memorize, saturate your eyes and mind with the new beliefs you want to conceive. Something very fascinating about the human mind is its capacity to hold onto thoughts and memories for years even a lifetime. But before any thought survives that long in the mind, it also takes long for them to be rooted. What you strongly believe now has not always been in your mind, but overtime it has been imprinted there through sight, hearing and feeling. The more this process of seeing, hearing and feeling an idea or opinion is repeated, the more it sinks into the subconscious. That is the same modus operandi you must adopt to replace the existing beliefs with new ones.

Your emotional connection with any belief goes a long way to determine how deep rooted it is or can be in you. Don't just

say I believe I can be free from debt, connect that statement to the strong emotions of freedom and a zero worry life. Feel yourself walking with your shoulders up and not avoiding certain phone calls or dreading mails. Don't just say I believe I will become an expert in this field or that field, connect to how someone already there will feel emotionally. So it's not just how you see the situation but also how you feel about the situation.

Note that I didn't say you necessarily have to start dressing or acting like what you want to be. Although sometimes that could be good at least to an extent, oftentimes it isn't necessary especially at the beginning. Once the right belief settles in correctly, your behaviour, attitude and dressing will gradually change automatically from the inside out. Don't try to manually get the hardware to function, first work on the software and once it's good, the hardware will simply obey instructions from the new software seamlessly. Connect deep seated emotions and rewriting your belief system will be much easier.

We must note that it certainly won't be easy, you will feel your brain sweating as it battles two opposing ideas, one that has been there for decades and one you're trying to implant now. So don't give up after a few tries. Many of those things have been there your whole life, don't expect to just wave a magic wand and have them disappear. It is a battle of beliefs and you have to fight as though your life depends on it because your future certainly does.

Your set of beliefs creates your belief system which will develop in you a mindset, simply put, a certain pattern or way of thinking, in line with the way you see and feel about things.

MINDSET

“For as he thinketh in his heart, so is he:...”

Proverbs 23:7

A man found an eagle’s egg and placed it under a brooding hen. The eaglet hatched with the chickens and grew to be like them. He clucked and cackled; scratched the earth for worms; flapped his wings and managed to fly a few feet in the air. Years passed. One day, the eagle, now grown old, saw a magnificent bird above him in the sky. It glided in graceful majesty against the powerful wind, with scarcely a movement of its golden wings. Spellbound, the eagle asked, “Who’s that?” “That’s the king of the birds, the eagle,” said his neighbour. “He belongs to the sky. We belong to earth—we’re chickens.” So the eagle lived and died a chicken for that’s what he thought he was. (*Golden Eagle from The Song of the Bird by Anthony de Mello*)

There is a chance that reading this book right now is someone who has no idea of who they are, or who might miss all what they could’ve *become* because of their mindset. Could that be you? A wise man once said no man (human) can rise above the limits of their own mindset. Indeed the wise King Solomon said as you think, so you are, meaning you are your thoughts which make up your mindset. You are basically your mindset. So if you want to become anything, you must identify the right mindset and cultivate it.

In that story we see a majestic eagle die as a chicken because that was its mindset. It may have looked like an eagle because by birth it was an eagle, but its mindset actually stopped it from *becoming* the eagle it was. Isn’t that just amazing? That a born and physically resembling eagle fails to *become* an eagle, how much more will a chicken fail if all it did was try to physically look like an eagle? I hope you see my point. Earlier in this book we established taking that the path of *to-do* by trying to appear like something will not make you it. And now we see that even if you were born and natu-

rally appear like that, it is still no guarantee to *become*.

Mindset as seen above is what makes for the paradox that leaders are both born and made. You were born a leader, you were born to lead in the area of your purpose, but you have to *become* a leader. And that takes the right beliefs that produce the right mindset. This mindset will automatically give you values that will result in character in you. More on that later but the question now is what is your mindset?

Have you ever encountered someone and you felt that they had a negative mindset? Or perhaps you're the one that people say that to a lot. What they're simply saying is the way you perceive, analyze, process and correlate information is often biased in a negative way. Does that mean you can be biased in a positive way? Absolutely yes and that's a positive mindset. Because generally in life when things beyond your control happen, they are neither good nor bad in themselves. You're the one to give them a tag and that's solely based on the mindset you possess in other words your perception of the situation. While some will see an event as bad and a roadblock to their progress, negative bias, others in the same situation will see an opportunity instead of a roadblock and thus their bias for the event is rather good and positive. In the end it is just an event.

The lion and the eagle are kings of their respective domains largely because of the mindset they've acquired and developed. While other birds think of the danger in a storm, an eagle sees a vehicle to soar and save energy from flapping its wings. While other animals think of the domineering features of some animals like size in the elephant, height in the giraffe and strength in the buffalo, as intimidating, all the lion sees and thinks of is food. If you must *become* anything in life, you must develop the mindset required. Leaders have a mindset that sets them apart, experts, specialists, artists, champion athletes, all who've successfully been transformed and have *become*, possessed the right mindset necessary.

***If you must become anything in life,
you must develop the mindset required***

The healthy eater has a different mindset from the glutton and unhealthy eater. The wealthy have a different mindset from the poor. The winners and truly successful have a different mindset. Those who were able to shape the times and change the world like the great Nelson Mandela, Martin Luther King Jr, Martin-Paul Samba, Nkwame Nkrumah, Corrie Ten Boom, Rosa Parks got to a point in their lives where their mindsets shifted from that of the general masses.

HOW TO DEVELOP THE RIGHT MINDSET

A favorite topic I learnt in computer engineering at the University was algorithm. Basically an algorithm is a sequence of well defined steps to follow to solve a problem or complete a task. These steps in the form of instructions guide you in the right path and give you directives in case anything comes up. The applications in your mobile device and every software are built with a specific algorithm they follow to complete the task they were built for. So algorithms give you a program. An algorithm therefore can be likened to a mindset, so we have terms like mindset programming. You don't have to be tech inclined to understand algorithms because basically we apply them everyday in our normal lives. Take for example, a parent on leaving their young children alone at home give them clear instructions on welcoming guests into the house;

1. If the doorbell rings, check who's at the door.
2. If it's someone you know (family, friend), open and let them in.
3. If it's someone you don't know, do not open the door, strangers are dangerous people.

And that's a simple algorithm. This algorithm is intended to produce the result of security for the children as they stay back home.

And everything being equal you can say that's a good algorithm and thus eventually good programming the parents are instilling in their children as their security is concerned. And as the children grow up, they will keep executing this programming even in old age unless they decide to change it (reprogram). That's exactly how you must understand your mindset if you want to be able to change it or improve on it.

The mindset you possess today is simply the result of the programming you received from childhood till now. And if our mindset is a product of our beliefs, therefore what we come to accept and belief forms the tool or in this case the basic instruction that programs our minds. Like the instructions the parents give to their children above, the beliefs you heard, accepted and implemented as part of your life from your parents, teachers and society have programmed you to be who you are. So what do you do? You have to reprogram your mind to change your mindset. Just like we saw "rebelieving" above, identifying wrong beliefs and replacing them with the new, you have to do the same here.

A belief is not at its full potential until action is taken upon it. You can believe in the existence of a Supreme being, but that doesn't translate into surrender to them and thus salvation. Just like you, spirits of darkness belief too writes the 1st century church scholar James. Who also wrote that faith (beliefs) without works(action) is dead (James 2:18-20). The action you take to accept, support, obey and cultivate a new belief is what gives it life in you through a new mindset.

To reprogram your mind, you must continuously think/meditate on the right beliefs that you've outlined from the exercise above under changing your beliefs. It took you years, tens of thousands of hours of visualizing, thinking upon and meditating on the beliefs that brought you here. So don't expect them to go away at the wave of a magic wand. Nor do you expect the new beliefs to settle

in overnight. That's why the earlier you start the better, and there's no better time to start than today and right now!

***The action you take to accept, support, obey
and cultivate a new belief is what
gives it life in you through a new mindset***

VISUALIZE, VERBALIZE, MATERIALIZER

Your human senses are important allies when it comes to printing lasting information in your mind. Your sight, touch and auditory senses are key in this aspect. Beliefs can easily be transformed into thought and mindset when mixed with emotions. Emotions are not logical and that's what gives us so little control over them. How you feel about your ability to give a powerful and resounding speech, is stronger than the logic that you have spent hours preparing for this. If the feeling is fear, anxiety and doubt, then subconsciously you will program yourself to fail even better conditions are presented to you. The fact that it is subconscious is what makes it so powerful.

So you want to use your emotions to your advantage and your senses are a good door to your emotions. You feel sorrow when you watch a sad movie, feel happy when you taste something delicious, feel loved when you hug(touch) a loved one and feel strong flashback memories when you listen to certain songs. This is why you should practice the following;

VISUALIZING

Visualize the new belief you want to program into your mindset. Document the belief and paste it where you will see it as often as possible. For example pasting "I am an honest person of integrity" on your computer screen. As the sight of it permeates your mind for

a while, you will think twice before lying about the progress of your project the next time you're asked. You can use bold affirmations and declarations. You can use cut out images from a magazine or printed pictures and place them such that you keep seeing, visualizing and rewriting the software of your mind in the process.

VERBALIZING

Verbalizing is for the purpose of your ears. Many of the insults we received while growing took a great toll on our self-esteem. These were the things you heard, so you don't stop at seeing the affirmations, speak them out loud as often as possible so you hear them. Listen to good podcasts, sermons, music or words that support the new beliefs and mindset you're trying to cultivate. Most of what you listen to everyday is from outside, your environment and the people in it. This is the part where you have to hand pick your friends and those you listen to.

MATERIALIZE

Materializing your belief is finding a way to make it tangible such that you can touch or feel it. Some women trying to overwrite the degrading beliefs forced on them by the insults of inlaws about infertility, are known to buy baby things and interact with them. The smell of those baby things, how soft they are, contribute in conditioning their minds for the objective of conceiving. I once read a woman's testimony who went as far as going to the hospital and taking antenatal care injections with other expecting mothers. You may think that is too daring but that's the power of deep seated belief. It's a cycle, when the belief sinks, it provokes action, each action taken causes the belief to sink even deeper and the cycle continues. Of course this lady gave birth to her child 9 months down the road after that. She can't tell exactly when she conceived but she knows that before she went to that hospital, it had been many years that she's never conceived.

Reprogramming your mind or changing your mindset is going to be perhaps the most daunting task you will ever undertake. This is

a lifetime project you will work on 24/7 and you may still not complete it. There's no helping a man who has the wrong mindset until there is a change in mindset. Even God cannot bypass the wrong mindset of an individual and we can see this with the Biblical account of the Israelites taking 40 years to travel a 40 days journey. Simply put, what led to such sluggishness was a mindset problem.

The mindset is the internal program that runs your life, any effort you make on the outside is like connecting a new hardware to your computer without installing the necessary drivers (software). No matter how grandiose and pretty that hardware maybe, it will be useless without the required software in your computer.

Think on the right beliefs, think on the right thoughts and act on them continuously till they sink to your subconscious.

VALUES

The values of a man/woman are simply the things he values or places high esteem on. Things we won't compromise on no matter the situation, these things are our values. A man without values is as shifty as the wind and can rarely be trusted. And if consistency and continuity are key to the process of *becoming* it means being a person of values, or adhering to strong values is imperative.

If you remember Hiroto, our young samurai from above, the values he upheld were the result of his beliefs and mindset of who a great warrior should be. Because the samurais believed a great warrior must never turn from battle no matter the odds against him, the resulting values of bravery, honor and loyalty were interwoven into their culture. That a samurai will rather commit suicide than face the humiliation of defeat, tells you how much importance they placed on their honor.

If you have strong beliefs on your potential to create genuine wealth then you will develop the mindset of only pursuing legal and even healthy opportunities for wealth. This automatically produces in

you a value for integrity and honesty. Meaning even when no one is watching and you are 99.9% sure of getting away with the scheme, your values will prevent you from falling for it.

I believe everything being equal, what many believe about their relationships goes a long way to determine their fidelity, and eventually the lifespan of that relationship. I've spoken to men who believe they cannot be with just one woman, that is they don't believe it is possible to be faithful. With such a program running at the background of their minds, it will be hopeless to expect them to be faithful. Faithfulness is not a value to them because of their belief system. Some women believe all men are the same. The belief that there's nothing new out there will program you to keep looking in the same places in the same manner. And of course it will become a self fulfilling prophecy, you will continue to meet the same kind of men or women.

Values are the things that keep you bound with commitment to the path you've chosen. You must make a commitment to develop the values necessary in any area you want to become. In research science, a strong value they uphold is that of collaboration. If you can't get over your ego of thinking you know it all and pride of sharing/receiving ideas from others, you will never *become* great in that milieu. Values form the pillars for your wall of protection as regards your purpose and that wall is *character*.

Make a commitment to develop and uphold values like honesty, integrity, faithfulness, patience, kindness, gentleness, empathy, love, dedication, service, respect, self-discipline, sacrifice and personal development. Irrespective of what or who you want to become, they will be of great value to you.

An interesting thing is practicing to live by and uphold a certain value, can help you unlock clues to why you have certain beliefs. For example if you decide to start being honest, then when next you catch yourself trying to lie or deceive, pause immediately and

carry out self introspection. Why did you want to be dishonest? You may realize underlying beliefs such as, if you're honest you won't make progress in your area of work or people won't like you. This will help you reverse engineer to identify and eliminate negative beliefs.

CHARACTER

“Leadership is a potent combination of strategy and character. But if you must be without one, be without the strategy” - Norman Schwarzkopf

The end result of all what we've been talking about is leadership. When you've mastered, when you've *become*, you will begin to lead in that area and be considered a leader. And the most important thing for leadership is not followers, nor influence, nor money but character. Everything else will be gone and forgotten after you leave this world, but what has potential to last forever will be your character. This is the fourth necessity for you to successfully *become* what you want to be on earth.

Beliefs are transformed into a mindset, that produces a set of values which adhering to them form a strict pattern of living called character. Because the word to *lead* is a verb, taking someone or something from one place or state to another, the consistency and reliability of character is key for success. A leader without character is simply a burning flame that will soon be put out by challenges and eventually time. Like a shooting star, it lights the sky brightly only for a brief moment and it's gone. But men and women of character are like the stars that light the sky every night and sailors can use them to guide their course.

“A good character is the best tombstone. Those who loved you and were helped by you will remember you when forget-me-nots have withered. Carve your name on hearts, not on marble” - Charles Spurgeon

It doesn't matter how high you can climb or how far you can go, your character will catch up with you. So if you chose *to-do* (hypocrisy) thinking no one will find out, well I can guarantee you that it's just a matter of time. This is why as a leader your greatest asset and ally is your character. Achievements will come and go but if your character is still standing your legacy for generations to come is secured. We've seen athletes gather so much influence and accolades over many years but lose it in a day when a hole is discovered in their character. They cheated or used substances and suddenly everything is withdrawn from them.

“Character is the integration of your thoughts, words, and actions as one” Dr Myles Munroe

The biggest challenge in the political landscape of developing nations and the continent of Africa is that of the lack of character. You have government officials in positions of power without character. So the people have no trust in them because they say one thing today and something else tomorrow. So we never know what they will do or say, and it's impossible to lead people who don't trust you nor to submit to leadership you don't trust. This lack of character can be traced down to lack of values such as integrity, honesty and empathy. And this lack of values can be eventually traced to a negative mindset and wrong beliefs. Beliefs like: power is for self and personal enrichment, you can't survive without bribing/corrupting, resources are limited so we should grab ours while we can, just to name a few.

Dr Myles Munroe in his book *The Power of Character in Leadership*, says character is the continuous effort to integrate your thoughts, words and actions. Important in the line is *continuous effort*, because looking at character, you might think you're required to be perfect which is not the case. But you are required to move towards perfection on a daily basis. You may fail once in a while, pick yourself and keep pressing onwards. And see to it that you don't settle in a habit of falling and rising else that defeats the

purpose of developing character. One step forward and one step backward keeps you at the same spot. It may not be easy but it is worth it.

What is the point to spend your entire life building a legacy only to see it flush down the toilet through one act of thoughtlessness? And there's suddenly no difference between you and someone who didn't build any legacy at all? This is why your character is your protector, your insurance, your guarantee for anything lasting you want to build or become. Guard it with your life and you will leave an undeniable mark in the universe as a one who lived and died with character.

Character is not reputation which is what people think about you or think you are. Character is who you truly are on the inside. Reputation is *to-do* and I know a lot of people who have a solid reputation but when you draw close to them you realize there's nothing really reputable about them. Character is who you are behind closed doors and that's why there's no such thing as private life and public life. Don't say it's my private life and what I do in it doesn't count, oh no it does. You have just one life, it may be personal but it is not private, it affects all of us directly or indirectly. The man who gets drunk in the beer parlour saying it is his private life and decides to drive home, ends up having an accident and injuring innocent people who had nothing to do with the alcohol is his "private" life. We are social beings and so we are interconnected, directly or indirectly your choices affect everyone else on the planet and you might want to think about that on a daily basis before making choices.

Do you desire to *become* anything in life? Get the right beliefs and develop the right mindset. Uphold the values that make possible that mindset and continue developing your character through discipline and consistency. With these principles, you won't just get to the top, you will stay there for a lifetime and beyond. Choose *to-be* over *to-do*, choose legacy over fame and choose the better future over the lustful present.

PRINCIPLES

- ◇ Your beliefs are the ideas or opinions that you uphold and consider as true about you and your environment.
- ◇ The combination of all the beliefs you uphold about any area of your life or your entire life can be termed your belief system.
- ◇ Your belief system controls the way you think making up your mindset.
- ◇ Your values are the ethics and principles you hold dearly and won't compromise no matter the circumstances.
- ◇ Your character is your greatest asset and protection on your journey to become.
- ◇ Success is not so much about knowing what to do or what works, as it is about knowing what not to do and what doesn't work.
- ◇ If you want to become something or someone in life, start by changing your beliefs and taking on the right beliefs about yourself and your environment.

Chapter 5



THE ESSENTIALS

Professor Larry was rushed into the intensive care unit that afternoon in full emergency. He had suffered a stroke and was barely conscious. When the two doctors on duty rushed to attend to him, his eyes widened at their sight. It was as if he was shocked to see them and suddenly got agitated. He struggled to move the functional part of his body, and mumbled sounds which no one could interpret in an effort to communicate a message. Somehow the doctors understood what he was trying to say, actually they knew him too. So they ordered his transfer to another hospital where he was treated. One of the doctors understood the lecturer didn't want them to treat him, because he didn't trust them. It turns out that Professor Larry was their lecturer at the medicine school and they had bribed him for pass marks in several courses. They played around when they should be reading and bought their exams with money. So the professor not only knew them, he "knew" them as, though being in white blouses and graduates from medical school, they were mostly *doing* but had not really *become* health care experts.

***He/She who has become is gracious,
confident and excellent in the execution
of the task***

Stories like that of Professor Larry above are and will only become more common in society. Perhaps the most interesting thing in all of this is the fact that everything comes back to haunt him. Though that may be a fictional story, it is not far from the reality of our world today. Sometimes it's amazing how we don't realize that we damage our own selves by refusing to submit to the principles and

laws that govern the process of *becoming* anything. We may think we're outsmarting the system or the process but the only person we're outsmarting is ourselves. And because it is not possible to outsmart oneself, the right word is we're deceiving ourselves.

DEFEATING PURPOSE

It's incomprehensible that we will take the shortcut at every given opportunity without understanding *why* the normal route exists. Without this understanding we will make choices that defeat the purpose of whatever we want to achieve. Someone told me about their military training where students will negotiate their way out of the intensive training required for all. You want to be able to handle high risk security threats without enduring the process that's supposed to *make* you able to handle them? So what do you expect the day they're faced with battle? An easy victory for the enemy perhaps, and loss of their poor life.

To double cross a development process is not playing smart but rather defeating the purpose for your intended achievement. It is making yourself or the achievement vulnerable to destruction and failure. Purpose, the *why* of things is more important than things themselves, so to abort purpose in the art of taking a shortcut is to make things useless and worthless. A soldier without the training is simply a civilian in uniform with a gun, and there's nothing more dangerous than a civilian with a gun societal wise. Because they pose a threat not only to other civilians but also to themselves by the lack of training.

SOME THINGS JUST TAKE TIME

“You can't produce a baby in 1 month by getting 9 women pregnant” - Warren Buffet

We saw in chapter one how impatience is a key motivation why people don't go through the process that will bring them lasting success and influence. But the truth is that some things just take

time and like Warren Buffet puts it, you can't produce a baby in 1 month by getting 9 women pregnant. We need to come to the point where we're comfortable with the time required for different things in our lifetime.

Time is an element of nature we have no control over. At best like a flowing river we can channel time into different areas of our lives as we desire. This is why we have schedules and plans to decide what we'll invest our fixed daily measure of time on. Beyond that we can't add nor subtract to our 24 hours, perhaps until we invent a time machine or something. But what real difference will it make? Fast forwarding the time without investing in the process still leaves us at the same spot.

Learning to make time your ally for success is perhaps one of the most important skills you can develop. Time is constant, the only thing that changes is our perception of it. When you are expecting something on a particular day, all the days before that day seem to take forever to go by. And when you're dreading a particular day perhaps a deadline, somehow all the days before that day seem to just be 12 hours instead of 24. But we know that is purely psychological perception, time is constant. So the man or woman who can perceive time the same in both scenarios of great expectation and great fear, will have impatience under control.

LIVING ON CREDIT

“If you eat your tomorrow today, you neither have a tomorrow nor a today” - Rev T.N Philip

The credit card concept first successfully launched in 1958 by Bank of America which has since evolved till date allows users to pay for goods and services on credit without any money in their card. This sort of loan can then be repaid by the cardholder later with little or no interest if repaid within the grace period. But beyond the grace period, this interest can skyrocket and has caused serious finan-

cial problems for many people. It's a good concept for emergencies and unforeseen circumstances but several studies have shown that consumers are likely to spend more money when they pay by credit card. Consumers don't experience the abstract pain of payment which is typically felt when they part with their hard earned physical cash.

The often difficult to manage urge and temptation to purchase anything new we come across is what makes the credit card not good for many. And many individuals and institutions have come to prey on that weakness sending many people into bankruptcy. Living on credit can be described as trying to get today what you can only afford tomorrow. It's living and spending your tomorrow today. The problem that ensues is that you neither live today nor tomorrow. Because instead of enjoying today, you push it aside and spend tomorrow. When tomorrow comes it is empty, because you spent it yesterday, and so you're left with nothing.

Living on credit typically describes the lives of people who chose *to-do*, appearing-like and *doing*, instead of *to-be*, *becoming*. They will go into debt to appear rich and impress people who won't even notice when they die. They want the results of 30 years of work and toil in 1 day and short circuit their lives in the process. This characterizes today the lives of many African youths who chose the paths of online fraud and money rituals to live a life of luxury. There's no questioning their potential to create and generate great wealth legally. The proof is that others are doing it rightly but over time and through the process. But these who take the path of lawlessness inadvertently misuse and abort their great potentials.

Nothing comes for free, it's either you pay the price through hard work and labor in the process to *become*, or you take the shortcut and pay the price with your purpose, potential and ultimately your life. The choice is for you to make, as the saying goes, what lasts doesn't come easy and what comes easy doesn't last.

What lasts doesn't come easy and what comes easy doesn't last

BUILT TO LAST

In chapter 4 we saw the importance of a solid foundation in the process of *becoming*. We saw how the lessons learnt from failure, your beliefs, mindset, values and character contribute in forming the foundation for your success. Anything that will last must be built with solid rocks and piles at the foundation.

What's the difference between a song that transcends time and is still much listened to compared to another that tops the charts for a few weeks and after that no one wants to listen to them again? The foundation of the songs of course. The much sung hymn song Amazing Grace penned by John Newton is more than two centuries old and still much sung as though it was released yesterday. What's its secret? The foundation, in other words the lyrics are directly taken from the oldest and surest manuscript of human history, the Bible. That is what makes this and other hymns timeless and so impactful. So if you are a musician and want to produce a timeless song, I guess you know where to get perfect foundation material.

More than just using the best material for his lyrics, Amazing grace was certainly not John Newton's first hymn. Julius Caesar was not William Shakespeare's first play, neither was Things Fall Apart by Chinua Achebe. The 2008 100m world record of 9.69s set by Usain Bolt was not his first race, first gold title nor first world record. Seven years before that, at 15 years of age he already started setting records at the world stage. No billionaire today made their fortune from their first business venture. The record lasting achievements and exploits in all fields like science, technology, medicine, education, art, sports etc are the results of the same principle. Whatever is built to last is built on a solid foundation of time, work, experience & failure and a good dose of the four necessities (if we can call them *pillars*) we saw in chapter 4.

Don't expect your first time to be a success, rather strive to learn through experience and failure. For that you must be willing to fail as much as possible and as rapidly as possible so you have enough time left to apply the lessons and build on the foundation you've just achieved. Succeeding at first attempt is more often than not bad for you because the human spirit was built for and loves challenges. That's why you quickly get bored with an easy game that gives you no challenges. Success might taste good, but hard earned and well deserved success tastes better.

So your first song won't be great, that's okay, learn from it. Your first job or business venture might not be great, that's okay. Your first relationship might not be great too, that's completely okay, learn from it. And if you seriously do, learn from all the relationships before making a commitment, your first marriage will be great and certainly be your last till death do you part. And if I'm honest with you, this is one of my first official books. Not that I don't expect it to be a blockbuster, that's not my focus, eventually through the process, down the road, the blockbusters will come out. But I hope in the least that someone learns something from it, that it challenges and strikes a chord that helps someone out there become better when they drop it than when they picked it up. And if you've read this far, I could say to some degree of certitude that you're probably that someone, and for that I'm very grateful and satisfied.

So please don't pressure yourself into frantic decisions that will make you appear good on the outside in the now but hollow on the inside forever. Learn the art of patience, take your time and enjoy the journey and the process. All flowers don't blossom at the same time. Do your best and don't compare yourself to others, focus on your lane and timeline. I will say it again, take your time and build to last.

CONTRAST BETWEEN BEING AND DOING

We will suppose that the biggest challenge for both sheep and shepherd will be to spot a wolf in sheep's clothing, in a figurative sense. How can you tell the difference between a *to-do* and *to-be* person? At the end of the day we just don't *become* and end there. We have to do stuff, as a matter of fact, oftentimes the doing is the only evidence that you've *become*.

Let's explore this but one simple distinction is that those who chose to *become* never stop because it is a lifelong journey. They don't get to a point in their life where they say okay now let me stop and start doing. To stay at the top we must continue in the things that brought us to the top. Like someone put it, there's enough room at the top, but not enough to sit. Therefore they manifest or express themselves only when it is necessary. Perhaps this is why the real people who do stuff are mostly never interested in the spotlights. The satisfaction of the journey is more than enough to them. But if you see these amateurs who just managed to make something happen, they won't let anyone rest.



***There's enough room at the top, but
not enough to sit***

PRIDE AND AWARDS

Beware of pride, the moment you start thinking too big of yourself and that you're above a certain level is the moment you start failing. Humility is the hallmark of great leaders who are truly *becoming*. This is because they understand they're servants, and so there's no task too menial for a servant. Pride is a cancer that can spring up from any angle especially when success is involved. "Early Success" is one of those fertile grounds for pride. When people quickly come into success or money (a product of mostly grace) they tend to think it's their efforts, and that they are better than others. But mind you, this is a trap and many have settled in pride and aborted all what they could become after that. Humility will protect you

from disappointment the day you finally realize people never really liked you but rather what they could get from you which is your gift. The *to-dos* smell pride from a distance.

Human ego is an undeniable nature in everyone of us and to ignore it is to deny ourselves. Deep seated in every one of us is a silent crave for greatness, admiration for accolades and celebrations from men. That slight envy or jealousy that surfaces when you see good happening to others. If you're going to *become* great you must not let yourself be controlled by this impulse. Consciously and intentionally disregard and cancel human adulations. Trust me you don't need them even though they feel good. Accolades set bars of limitation to potential, so make up your mind not to consider them. Continuously clean your mental slate so you never feel "you've arrived" like the Apostle Paul (1 Corinthians 9:27), because the day you do, it's over!

Well that's the first and simple test I've just given you for distinguishing a *to-be* from a *to-do* person. You can call it affinity for glory and praise if you like. *To-be* have no regard for titles and accolades unlike *To-do*.

Remember the goal of life is not to make the front page in other words to be seen or recognized, but rather to fulfill the purpose for which you are alive. This may mean you never get noticed at all, and that's okay. As you read this a tree whose oxygen contributed to your life here just died somewhere on the planet. And you will never get to meet nor know that tree, but it doesn't reduce anything from it. It fulfilled its purpose for existence and that's all that matters. You see every purpose is equally important, it must not be grandiose and "world changing" like some of the examples in this book to be important. The little things count and it's thanks to them that the "big" things have an impact. We celebrate the iconic men and women but that doesn't cancel the undeniable contribution of the people in their entourage. Family, friends, colleagues, partners and even rivals all play a role.

THE GLORY OF THE ORIGINAL VS THE COPY

The glory of the expert is in the fact that they proceed with grace and confidence, because they know what they're doing. They're not guessing or simply doing trial and error. Their foundation sits firm and so they can go very far and very high without any trouble. And to some extent the panache with which they execute their tasks makes them stand out as an original.

Consider an original in this context as something or someone who has become (*to-be*) or has gone a great length in the process of becoming and a copy as the opposite (*to-do*), something or someone trying to imitate, copy or fake the results of the original. An aeroplane could soar very well as a copy in the area of flight, but it cannot come close to the panache of the eagles when it soars. The original executes with some grace and excellence that a copy can only dream of getting close to.

This is the reason why I love watching professional footballers play and professional athletes in general. The countless number of hours they've invested behind closed doors in training makes them execute in the public with so much ease it seems anyone could perform like they do. The same goes for virtually every field and discipline. It's not just the genius to be born with the gift, it's the refining of that gift over time that makes the difference. A non-professional (*to-do*) will struggle to manifest and any result or influence they manage to achieve will be short lived.

If you are still struggling to get something done, meaning it's not yet part and parcel of you, it simply means the character hasn't been fully formed in you yet. If you're still craving for attention and the spotlight it means the values of the expert have not been fully adopted by you yet. All these can be traced back to your mindset and ultimately your beliefs and belief system. Habits that are

hard to get rid of are not developed in a day. And often these are the habits that have become second nature, executed thoughtlessly and naturally.

You may whip up some desire and lose a good amount of weight in a week or month, but the test of whether you've truly *become* a healthy living person is what happens after that in the weeks, months and years ahead. You may coincidentally put in the right combination and win the millions. The proof of whether or not you've *become* a rich or wealthy person is what happens after that. You may struggle to resist one or two temptations today, but whether or not you've acquired a new nature will be seen overtime. You may take one big long fasting season to equip yourself spiritually, but how long you can sustain that spiritual surge of connection afterwards is the question. Of course this doesn't mean *to-be* people are perfect, you may make mistakes and miss it here or there but you must not relent nor give up. This is exactly what makes it a lifelong journey. Meaning with some degree of irony, you might never **fully** *become* **till** you die, because there's always room for improvement.

In essence you have no one to impress and please but your Manufacturer the Creator of all things that exist God Almighty. So be your own competition and strive to improve daily and with every challenge that life throws at you. So that at the end of it all you will have no regrets because you gave it all. And may receive the only accolade that really matters which is *well done, you good and faithful servant* when you get to the other side.

IN SUMMARY

- Don't try to lead, become a leader
- Don't try to be successful, become a purpose driven person of excellence and success will be a byproduct.
- Don't try to lose 50 pounds of weight, become someone who exercises and plays sports habitually, then your weight will get in shape by itself and stay there.
- Don't try to avoid sin and resist temptation every day, just become a righteous person (in Christ) and resisting sin will be natural to you.
- Don't try to break records on fasting for health or spiritual empowerment, just become a person who skips meals and lives a fasted life.
- Don't try to score good grades, become a conscious smart student with a vision, working hard will be second nature and good grades will just be a byproduct.
- Don't try to get people to like you, become a likeable person who adds value to others they'll be naturally drafted to you.
- Don't try.. Don't try... Don't try... Become... Become... Become...!
- At the end of the day, why we are human *BEings* and not human *DOings* after all.

PRINCIPLES

- ◇ Nothing comes for free, it's either you pay the price through hard work and labor in the process to *become*, or you take the shortcut and pay the price with your purpose, potential and ultimately your life.
- ◇ One who has *become* executes with a grace and panache that the imitators can only dream about.
- ◇ To outsmart the process to *become* is to deceive yourself and defeat the purpose of what you want to achieve.
- ◇ Living on credit is spending your tomorrow today, which leaves you with neither today nor tomorrow.
- ◇ There is no private life but only personal life, the choices we make affect everyone directly or indirectly. And the repercussions of taking the shortcut always come back to haunt us.
- ◇ The only accolades that should matter to you should be the one from your Manufacturer when it's *all been said and done*.

A WORD TO AFRICAN YOUTHS

What special word can I say to my fellow african youth than to remind them that they are far more special, capable and gifted than they realise. I cannot overemphasize the need for us to believe in ourselves. There is certainly much work to be done, a great continent to build. And the good news is, we are up to the task. We have the abilities, the gifts, the talents and the potential to undertake this noble task. But, you and I must decide today to take responsibility for this. We must make the commitment to not just point out the failures, corruption and lack of values of our fathers, but take up the right values, ethics and principles to correct these failures. Let's uphold character over money and principles over gain. You must decide and take the responsibility to *become* in your passage on this earth, that the change and progress that you bring would be lasting long after you are gone. Forget about competing with your neighbours, you have nothing to prove. Let's put our hands together in collaboration as one people and one army to develop and build the legacy we want to leave for our children. Resist social pressure, the natural ego and desire for glory. Choose to become a servant leader without caring who gets the glory. Pursue purpose, reach your full potential, serve yourself to the world, and long after you are gone your legacy will testify that you truly *became*.

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About The Author

Bodas Djoumessi is a young multi gifted purpose driven leadership trainer. He is an author, speaker, business consultant, content creator and the founder of Wisdom for Dominion, an organization committed to the development of purpose and leadership in youths across the globe and especially Africa. Having obtained a degree in Software Engineering from the University of Buea, Cameroon, he and his team leverage internet technologies to teach, educate and counsel with over half a million people reached on a monthly basis worldwide.

About The Book

In our fast paced connected world today, success has never been more in demand. However, this success has been reduced to material gains and possessions, leading many out of insecurity and social pressure to fake their lives and push themselves to appear as what they're not. In *To Be or To Do*, the author leads the reader to the right understanding of success; authentic, true, fulfilling and lasting success. True success is what everyone really wants, but the challenge is very few know how to get there. This book lays out in clear, practical and stepwise format, the process to free yourself from the need to be what you are not and truly become all what you were born to be. So if you have questions and concerns about your personal success, self-esteem, social pressure, fulfillment in life, and legacy, this book is definitely for you. You will be challenged and inspired to put off the mask society forces you to put on so as to be accepted, and reach within you to become your true self because the world eagerly awaits.

