

“Man’s mind is a mirror of a universe that mirrors men’s mind.” – Source Unknown

THE TENTH PRINCIPLE: Project your inner business

Mirror Mirror

If you have lots of angry, unreasonable customers and members, take a look at yourself. Are they mirroring you? An aspect of all our Principles that will surface again and again is that we are mirrors of each other. What we believe creates an image of ourselves that is reflected back to us. This is of great importance because of the impact that it has on our lives and work.

If there were two things I would ask you to remember after reading this book, one would be to always choose a loving thought and response over fear, and the other, to always recognize that we are mirrors of each other. Choosing love takes us to a place of greatness and into embracing our own essence by connecting with our eternal Source. In that place, we mirror the Divine in others as well as ourselves. Our light is real. Our darkness is only an illusion.

If we possess the tendency to blame other people, places, or things for a dilemma, that seed of contemptuous judgment pulls us down deeper and deeper into dark feelings about ourselves. If we are feeling another’s anger, criticism, or coldness towards us, it merely means these are issues we need to resolve within our own self. Whenever I have a problem dealing with someone else, I know that this person could be my greatest teacher. We have a lot of great teachers in our lives. We always will.

The Miracle Partner

For several years, I have partnered my sailboat *Miracles* with another sailor. I owned the boat and my partner helped pay for the expenses and upkeep. He also invested his labor in preparing the boat for launching in the spring and in maintaining it through the season. In return, I shared the boat for the sailing season.

Before our partnership, I was ready to sell my boat. I already had a "For Sale" sign printed to put up on the transom and an ad to go into "Soundings" boating magazine. The amount of time, effort and money it took to maintain *Miracles* was dragging me down, becoming an anchor, and keeping me from building our business and being free to travel. In the early spring, right after returning from a trip around the world, I sat down with friends for dinner at the Fisherman Restaurant, our Friday night meeting place. A fellow I had known through my other sailing friends asked me whether I would be interested in sharing *Miracles* for the season. It seemed the universe was telling me that it was not yet time for me to let go of my boat. This friend was known to be a highly experienced sailor. We put together an agreement and began our partnership.

From the outset, I found my new boat partner to be extremely compulsive and demanding. He was bound and determined to get the boat ready and in the water before Memorial Day to take it to the Mystic Seaport for a rendezvous. I was not interested in sailing until the beginning of June because the water is really much too cold in the Long Island Sound before then.

I found myself under pressure and experiencing feelings of anger and guilt over trying to meet his demands. A lot of old tapes began playing.

Being extremely fastidious, he found new places to stow everything on the boat. He announced that he wanted the quarter berth cleared of all the gear that I had been stowing

there since I had bought *Miracles* in the spring of 1995. That had become my junk room. Every time I came on the boat, I found gear re-arranged and put away in a different place. Although he wanted the boat ready by his deadline, he had himself so overbooked with other commitments that it was hard for us to coordinate time to work on the boat together. It was so hard to plan, that by the time the boat was launched and it was time for him to take her for the first weekend, we had not even sailed together. I ended up giving him a visual dockside checkout on *Miracles* and turning him loose with her, which was in clear violation of my good sense. All of these things created a great deal of upheaval and aggravation on my part.

As I discussed these issues with my romantic partner Sue—his compulsiveness, demanding persona, fastidiousness, and tendency to overbook himself—she cast a glance back at me that exclaimed, “Now who does that sound like?”

Right. Me! The very things that were aggravating me about him and our partnership, were the unhealthy patterns I had developed in my own life.

Anybody who has ever worked with me knows how demanding I can be. Compulsive? I can be the definition of compulsiveness. I have driven more than one girlfriend crazy with my mania. If anyone is a neatnik, I take the cake. Everything has to be in its place or I feel out of place.

I extend myself more than anyone else I know.

For the past four or five years my New Year’s Resolution has been to take my *To Do* list and cut it in half. The chapter on *Focusing for Success* is for me. Actually, every *Principle and Practice* in this book is for me as much as for anyone else.

Does this sound like a relationship that you are in right now? Is it causing you stress? Is your nemesis a mirror of yourself? And by seeing this, can you reframe the situation and your reactions to it in a more meaningful way?

Although my boating partner and I continued to disagree, I finally realized that he was right to want to get the boat ready and in the water early in the season. All the hard work, changes, and innovations he has made on the boat have created a vessel that is more shipshape than ever before. As a matter of fact, at the end of the season *Miracles* looked better inside and out than she normally did at the beginning. He found nooks and crannies to store gear that I had never even considered. Even my toolbox that had been sitting on the floor inside the cabin for years has a place in the hanging locker. The quarter berth is clean and neat. So much of the junk that was on the boat is now neatly stowed in my basement. Now, I am even stowing things away at home that would have been left about.

Because he has taken expert care of *Miracles*, I never have to worry about the boat being returned to me in disarray. Even though I have not sailed with him, I have learned from his sailing knowledge and techniques.

I thank my boat partner for being a mirror of myself and helping me to see things differently.

Revelation At Interfaith Fellowship

I am continually reminded that my actions, attitude, and state of mind determine how and what I see. The people who are the closest to me are clearly a reflection of myself.

Years ago, I was estranged from my twenty-one-year-old daughter Sandy. One Sunday, I attended a service at Interfaith Fellowship in New York City. This particular

morning, I came in early to listen to the choir practice and mingle with my friends. A woman friend asked me if I had seen my daughter. With remorse, I said, "No," and added, "Sandy is probably not in a very good place right now." I related some of the hardships she had been through. My words were empathetic, but my tone was obviously critical, because she said, "When are you going to stop judging your daughter?" Those words came at me like a bolt of lightening. I actually felt myself recoil as if I had been struck. Struck by the truth.

During Diane Berke's (one of the two ministers) beautiful meditation and all through the service, I thought about my feelings toward my daughter and our relationship. At the end of the service, the congregation stood hand-in-hand forming two healing circles—one inside the other. I faced a partner and sang a beautiful chant by Donna Marie Cary that is so familiar to me. "I am willing to open my eyes, to see your innocence, to see the child you are, a mirror of myself."

When Diane asked us to put those we needed to heal within the circle to be blessed, I heard my voice utter softly, "Sandy." At that moment, that marvelous instant, a feeling overcame me that I will never forget. It was as if someone had pulled a plug and all the judgment I had, concerning my daughter and our relationship, emptied out of me. It went down the drain. I felt light and gave a sigh of relief. Within two weeks, my daughter and I were together. I am not sure whether she called me or I called her, but it happened and for years, I relinquished all judgment of her.

Then, I had a relapse and allowed my ego to take charge of my thoughts about Sandy once again. Our relationship went sour and only near tragedy brought me back to my senses.

Since then, we have grown closer and closer. Now we have a relationship that is not just father and daughter but truly loving friends. Sandy is really herself in my presence and

her beauty and essence just shine. I am so proud of her and I try to tell her that often. I only wish I could have the same experience with other loved ones in my life who mirror the condemnation I harbor toward them.

We project our inner business. What we see is not what we get but what we project. Change the movie and we create a different picture and result. That result begins with the images you loaded into your mind. If they are not happy thoughts, choose again.  [See *Endnote*]

This concludes the first section of Miracles at Work. Now you have the firm foundation of the Principles of Upside-Down Thinking to support your entrepreneurial vision as we move on to the Practices of Business Success. *Be prepared to learn some very different ways to grow your business from the inside out.*

“The evidence is in, and you are the verdict.” – Anne Lamott

*“What lies behind us
and what lies before us
are tiny matters
compared to what lies within us.”*

— Ralph Waldo Emerson