

True Fundamentals of Life



*Inevitable principles for a
successful, rich and peaceful life*

This Product Is Brought To You By

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Preface

I have attended many programmes and read numerous books on self development, how to succeed, how to get rich, how to lead an abundant life etc. After having done considerable research and experiment, I ultimately pinned some true fundamentals of life.

Once I realized these fundamentals, the theory of life got totally unfolded in front of me. I was immediately full of eternal peace. How to lead an abundant and successful life became crystal clear to me. I got all answers to my spiritual seeking.

If we get aligned to these fundamentals, we get immersed into deep peace immediately. Success becomes unstoppable, getting rich becomes evident. Ignoring these principles, nobody can achieve long term peace, success or get rich.

These fundamentals are quite easy to follow for anyone. You don't need to be extraordinarily to be successful.

This book is written in a very concise manner, each sentence and word having deep meaning. I request you to read this book with due attention in a slow pace so that we both are connected.

Very truly yours,
Sanjay

Introduction

The purpose of Nature is to evolve, or grow. Trees grow. Animals, birds and human beings grow.

The world grows through us. It wants us to grow abundantly. Still, most of us lead a struggling life. Growing, succeeding and getting rich seem things we have to fight hard to achieve.

Why does this happen?

It's because we have not understood and are not aligned to the true fundamentals of Nature. We don't understand the purpose of life. Our perception of the world is far from reality.

People who understand the purpose of life and perceive the world rightly always live in peace and abundance. Abundance not only in terms of money, but in every aspect, such as health, wealth, time, love and all that one can imagine. These people are also called the enlightened people, who are always at bliss, and are highly effective in all that they do.

This world, if perceived rightly, is the heaven. Otherwise, it may look like hell.

Unless you are enlightened, you may get skeptic here. Read on. This book presents some true fundamentals of life, which would break your illusory perception. Your mind will start seeing the reality.

You are at your gateway to abundant peace, growth and enlightenment.

Purpose of our life

To live with satisfaction, it is quite important for us to understand the purpose of our life and why we are here.

To normal eyes, it seems that Nature is just there without any purpose, but if you observe carefully, there is a definite purpose of the nature – to evolve or grow.

Trees grow. Animals, birds and human beings grow.

Life evolves in the world, in term of both volume and intelligence. One living being gives birth to many. When organisms attain more intelligence than can be expressed by their design, new species are originated.

You have not come here to do this and that. You are created for being used as a tool of the nature to make yourself and the world evolve. God wants to grow by utilizing you. It is you who need to say yes.

Nature wants you to make the most of yourself, for the growth of yourself and for others.

That is your purpose.

Many people believe that acquiring eternal peace is the purpose of life. If eternal peace were the purpose of Nature, there was no need for it to grow up to this human era. Peace loving animals were enough.

Growth is the primary purpose. All others are derivatives or requirements. Whether to grow is not your choice. You are designed to grow. Your body is the proof – which grows irrespective of your conscious wish.

Sometimes we would use the more specific term "World" instead of "Nature."

Human beings have a special capability compared to animals – apart from just being a part of the world, and getting utilized by the world, they can make conscious steps to make themselves and the world grow.

So, your purpose is to make yourself and the world grow by taking conscious steps to the best of your potential.

Integral growth

Integral growth means the net growth of the world. Integral growth is the purpose of the world, and getting utilized for this divine purpose is our individual purpose.

Integral growth happens through creation. Creation can be either creation of a new species, a great scientific invention, or just a tiny value creation.

A simple example of creation is a shopkeeper in a village procuring goods from a nearby town and selling with an amicable profit. It adds value to all – to the shopkeeper as well as the villagers. The net value of the world is increased.

Creative transactions, as the example cited above, increase the value of the world – thus contributing to growth.

Destructive transactions diminish the value of the world – they waste effort and resources. Using your marketing skills to sell goods which actually does not add value to your customers are examples of destructive transactions. Never think in terms of discreet growth – growth of only yourself, or your family, or your organization. Think only in terms of integral growth – growth in totality. Do not become selfish, even while seeking God. Selfish people can never get abundance. There are many examples where people think selfish. Paying a competent employee less than his worth, just because he is simple enough and does not know his own value, is selfish. Paying less than the worth of an item, just because the vendor does not know the cost and agrees to your cost, is selfish. This attitude fires back.

Negotiation is exchange of information to come to a consensus about the value of a product or service. It is not trying to convince others, trying to make others agree. Never think making somebody agree to your point as a piece of success.

Now, let us talk about competition. Pure competition adds no value to the world. Integral growth comes from creation, and not from competition. Competition misutilizes our abilities.

Opportunities of creation, when executed, give birth to more opportunities. Quite opposite to the common belief that the world has limited resources and opportunities for which people are competing, the world is infinitely evolving.

Take an example. Raw iron metal is of little value. But somebody took the opportunity of making bi-cycles out of it. People took the opportunities to use bi-cycles to go to their workplaces. Work moved faster, giving birth to further opportunities.

Like this, in the creative plane, opportunities are multiplying in this world exponentially.

Some people believe that the amount of wealth in the world is limited. In contrast, what we pondered above clearly implies that the wealth in the world is exponentially growing. Why should there be an upper limit?

As you sow, so you reap

As you sow, so you reap is an unquestionable principle of the world. It never fails.

You can observe people around you and find out the truth in this statement. If you see somewhere some exception to this rule, than your knowledge about that scenario is limited.

This principle directly indicates that you grow by contributing to the integral growth of the world. Businesses grow by adding value to their customers and other stakeholders. So, your key to grow is to contribute to the overall growth of the world.

The more you create, the more you get. There is no upper limit.

One of the keys to increase your creation is by multiplication.

A book is written once, but multiple people can get benefit out of it simultaneously by reading different copies of it. This is called multiplication of value. All businesses try to multiply their creations in various ways to get the most out of themselves.

When you are creating, you are flowing along with the divine purpose, and life becomes full of abundance. The more you create the more rich you become, in all aspects.

Path to abundance is that simple.

Then, why there is scarcity? Read on.

Why there is scarcity

A majority of people of the world experience shortage of money, time and peace. This is because of many factors.

Some have not understood life's purpose. Some are not confident of the principle *as you sow – so you reap* and think selfish.

Some of us, who have not tasted the satisfaction of creating, make mundane pleasure as our goal of life and suffer in the cycles of pleasure and sorrow.

Many of us focus on God, rather than focusing on the duty He has created us for. These people normally seem to be intelligent and peaceful under conducive environment, but actually become victims of the real world many a time. Your boss would not require you to adore him or know about him. He would rather like you to focus entirely on your duty. He would admire people who do their duty properly, and not who pray him.

For many of us, the main purpose of our life has become protecting and strengthening our ego. We do not think above ourselves. Instead of working for integral growth, we lose our energy in protecting our ego.

All of these people are not bad people. They simply lack the knowledge of the reality, and are in *Maya*. Once they come to the right track, change is painless and fluent for them.

Moving towards abundance

Moving towards abundance needs us to utilize ourselves to create as much as we peacefully can.

This can be easily achieved by following with sincerity a time driven action plan aimed at fulfilling a purpose with clear vision.

The purpose should be creative and not competitive. You should not have a purpose such as “I want be the next prime minister of India,” or “I want to top some competitive examination” as these are competitive purposes.

The purpose should be aligned to your talent and interest. The action plan should be realistic.

Live example of such a purpose, which is the current purpose of a software company in which I am involved, is “Students all over the world should be having instant knowledge of all the upcoming training courses of their interests in their locality.”

Self-centered purposes too work well, as long as it is achieved through creation. Choose whatever motivates you most.

A self centered purpose can be - “I will be a specialized behavioral consultant, earning USD 1000 per hour.”

A bit of caution – do not be overenthusiastic. I have seen a lot of people pursuing infeasible projects for not being able to foresee hidden risks. Do proof-of-concept and incremental action plan. Theoretical opportunities are mind made – there are high chances of errors. Proof-of-concept tests the opportunity practically. By planning for incremental growth, you get the chance to be guided by the nature more often. Also, you taste success early, boosting your confidence.

For those who are employees of some organization, the purpose can be directed towards exceeding their job expectations. In fact, there are high chances of growth in jobs then in entrepreneurship for a simple reason – apart from getting the intangible support from Nature, you are under tangible support of your organization. While you start exceeding the expectations, you start overflowing from your space, the organization grows and it gets compelled to reward you and push you up. If the organization is not able to hold you, new organizations welcome you. It is like Nature creating new species whenever the Life from

existing species overflows.

One of the mistakes many people do is aiming to please superiors, colleagues or friends. Remember, if your aim is something else instead of creation, you will get back the same thing whatever you produce. Along with pleasure comes sorrow, and you will be dived into that cycle.

Once we set up a specific purpose and express our willingness to pursue it, all the divine forces start working in our favor. You know the reason. By now you have understood that you are not working for yourself – you are actually making yourself available to Nature to use you for its growth.

How do you express your willingness to pursue your purpose? By visualizing more and more details of the desired result. Visualize how the world looks when the purpose is achieved. How everybody is getting benefited. How you have been gifted with abundance. You have become rich, driving a luxurious car, staying in a beautiful bungalow.

There are many books and teachings available on setting and achieving purposes, and that's why we will not ponder more on this here.

Average talent and hard work is enough to be useful. You need not be sharply talented or a hard worker. Do not pressurize yourself and work. A tortoise can also be quite useful. In fact, slow movers are good planners. Only thing you need is to surrender to your purpose unconditionally. Underutilization is sinful.

Your action plan should be divided with sufficient granularity. One good way is to break it into years. The first year can be broken into quarters, the first quarter can be to months, the first month can be to weeks and the first week can be to days. Even days can be broken into hours.

It is a must to write down your purpose and action plan. A mind mapping tool is highly recommended to manage these things. I use [FreeMind](#), which is a very good tool for free. If you are new to mind mapping tools and their usage, you can get considerable material over the Internet. <http://www.fortunewell.com/fwpowermember/books/tpomm.pdf> is a free eBook on the subject.

Do not spend your energy to revise your action plan while executing, unless quite necessary. You may wander here and there and miss the target.

Your action plan should include expanding your knowledge in the field of your work by acts

such as studying and meeting people. Meeting people in the same field gets us excellent inputs.

Your action plan should also accommodate continuous study of motivational stuff. Do not forget to read this book often. This is the most important chapter. Do not take these sentences lightly – follow these and you will be rich beyond doubt.

A major hurdle in following the action plan could be the resistance getting generated from your illusion. Your ego might be afraid to meet tough customers or be afraid of a strict boss.

If you start working in the line of your action plan with confident vision, you will be in connection with the reality and the illusion will go away. Your ego will learn that the situations you were afraid of are actually not difficult, but encouraging.

So, do not apprehend about your capabilities. You shall be rising above your self. As soon as you start the work, you will find positive changes in your capabilities and attitude.

In following chapters, I will share some of the valuable lessons to make your job smooth.

Conducive attitude

Attracting abundance is SIMPLE. Be confident.

While following your actions plan, whenever you are stuck, keep in mind that you will find out better ways in a while. Everybody experiences this many a time. Remember your past experiences when you were stuck.

Give an impression of increase. All in this world wish to grow. Customers and colleagues will like you if you radiate an impression of increase, if you talk about mutual growth.

Be still. Stillness gives us power as well as peace while performing genuine work. Noisy people can only enjoy mundane pleasures and do common tasks. There is a chapter on stillness later in this book.

Do not believe your emotions. They are from your world - far from the reality. There is a separate chapter on this.

Accept the world, people, yourself and your colleagues as they are. Find out ways to utilize their strengths and circumvent their weaknesses. Tortoise too in the right direction is fine. The primary aim is integral growth – not developing self or others. Self development is an automatic byproduct.

It is quite important to keep your body fit. Do regular exercise. Eat good food. Along with fitness comes stillness. I cannot hold my stillness when I do not feel fit, all my wisdoms going away. Most physically challenged people can also feel fit with recommended exercises. Consult experts, do some hit and trial to find out what works best for you and stick to that.

It seems vegetarian light food attracts more stillness for my body. Find out which food makes you still.

Energy leakage is one of the common problems today. We waste and leak our energy by judging things out of our influence and interest – we form opinions about politicians, friends and colleagues. This results in leakage of focus and energy. Do not leak energy. Your ego gets mundane pleasure from judging. While you are involved in genuine work, you are beyond your ego, dived in divine peace.

As we shall see in later chapters, we cannot change our attitude from the front – we have to expand our understanding of the reality and illusion will automatically be removed. That

happens fluently when you get involved in genuine work.

Next chapter onwards I will share some of the simple realities of the world where a common man can get wrong, thus letting the work suffer.

Understanding the reality

Understanding the reality is important to all of us. Unless our understanding is proper, our actions will not be proper.

You cannot locate a place in India holding a map of USA. You cannot succeed in the world by just holding an illusory perception of it.

Your world is based on things like your past experience, environment, society and culture.

How does your portion of these compare to so much of versatility in this real world? Is not your narrow base a small bubble in the ocean?

“Is the world so different from my world? Are not there the same doors, windows, animals in both these worlds?” - You may ask.

Although there are the same objects in both these worlds, the objects in your world are embedded with your feelings.

Whenever you see an object, say a person, you generate a feeling. All the people generate different subtle feelings seeing the same person.

Let's do some exercise. Read each of these words below, and after reading each word, observe the minute feeling in you. Realize that the feeling is only your feeling, and different people may have subtle different feelings by reading the same words.

Gathering

Love

Death

Salesman

Presentation

Wife

Tube light

Fan

Mark that even tiny objects like tube light or fan generate minute feelings in you, which could be different for others.

The feeling comes from our world, which is a layer of perception above the real world.

Problem occurs when you believe your perceptions to be the absolute, which most of us do. Your actions become biased, going tangent, or becoming counterproductive many a time.

Our belief that our perception is the reality hides the real sacred world from us. We continue to remain in our world, which could be quite different from the real world.

The causes of all our problems lie in our world, that is our perceptions, but not in the real world.

You can change your world just by changing your perceptions. This means, you can play with all your problems just by altering your perceptions!

You can instantly experiment this. Take a close relationship, try altering your perception at it and see how the problems change shape. For example, perceive your wife or a close friend as your customer, and see what happens!

Is changing perception easy? Yes. Understanding a few fundamentals and doing some practices put you onto the track of the beautiful and peaceful voyage. Follow this book and your perception will sail towards the reality.

Once you start perceiving the world properly, you realize a total shift in you. You always remain at peace. Your actions become peaceful, enjoyable and highly effective. You experience enormous abundance in all aspects.

Until you taste the experience, you can't imagine it. It is not something which can be described and understood through mental imagination.

The first step towards entering the real world, which you have already taken, is realizing that your perception is not the reality. World as visible to you is a very narrow one based on your perceptions built upon things like your background, circumstances and past experiences.

Next time when you get a mundane emotion, such as fear, sorrow, happiness, remember that it is arising from your world, which is just your layer of perceptions, totally different from the perceptions of others. Everybody in the scene would be sensing an entirely different world. Yours is neither visible nor of any significance to others.

The real world does not generate any mundane emotions like fear, sorrow or pleasure. It is the heaven - it can give you only peace.

Our emotions and actions

By nature, the emotions and actions of all living beings are instinct based. It is difficult to control them. They intuitively flow from our subconscious mind, which is built by our perceptions.

The ideal way to get right actions and emotions flow through you is not by controlling them. Your tiny mind has neither the intelligence nor the capabilities to guide or control your subconscious mind.

Your subconscious mind is your layer of perceptions. You can change it by changing your perceptions.

In turn, you can change your perceptions by understanding the reality.

Understanding the reality can be done through various ways as discussed in this book such as getting involved in the real world through genuine work, by gathering unbiased knowledge about the reality and by mindless observation.

Mindless observation

Switching on all your senses and switching off your mind is called mindless observation.

Enlightened people remain in this state most of the time.

You might have experienced this many a time. Shocking incidents take you to this state instantly.

Shocking inputs to mind are like invalid inputs to a computer. As a computer cannot divide a number by zero, your mind cannot process shocking inputs, or rather raw realities from its illusionary base, and stops working instantly. Of course, it then gradually revives, making its own illusions of the inputs.

Mindless observation gives you the chance to sense the reality, thus making you closer to the reality. It gives enormous power and peace.

Mindless observation is opening all your senses to the present moment, coming out of the time scale. Do not confuse mindless observation with closed eye meditation.

You can try mindless observation anytime, anywhere. Forget all your responsibilities and stop judging things for a while. Sit, stand or lie still, with so much comfort that you would not feel to move. Try to see and listen whatever is in your surrounding. If you are in a marketplace, see people in front of you. See how they are moving. See how the cow side-by is slowly strolling. Listen to the marketplace sound. You had come to this market many times but never had this extraordinary feeling before. If you are in a room, see how the walls are standing, fan is moving. Listen to the sounds. Observe how humbly they are doing their duty. Even the brightest color seems humble. You have never felt so much peace before!

If you tried this but did not feel anything, do not worry. Whenever you start implementing the learning in this book, you will automatically develop the feeling.

If you want some reference on mindless observation, there are numerous teachings on this topic. I liked [The Power of Now](#), [Stillness Speaks](#) and other teachings by Eckhart Tolle.

Using the intellect

One of the obvious truths many of us miss is that our intelligence consists of two parts – our mind and our intellect. Some people call our mind as the left brain, and intellect as right brain.

The intellect is also called the inner guide or the inner voice.

When you do some mathematics, say $2 + 2$, you use your mind, because, our mind is logical, knowing things like mathematics, science, logical reasoning.

But, most of the times in the world logic falls short, and we work by our experience, intuition or our intellect. For example, when you ride a bicycle and take a turn, you tilt. You do not tilt by mentally calculating the degree at which you need to tilt. It just comes of your experience, or your intellect.

Intellect is beyond logic. It is all your past experiences accumulated from this birth, inherited from your parents, and if you believe in reincarnation, from all your previous births.

Many a time you would have marked that you felt good or bad without anything visible in your five senses. That feeling comes from your intellect.

Our intellect is much more intelligent than our mind. Mind does not have intelligence to do bigger things. Mind does not have intuition. Intuition comes from the intellect.

Mind does not have the capability to measure somebody else, or even our own self. Mind is just limited to mathematics and logic.

But the problem in many of us is that we give more importance to mind than to the intellect, and we take many decisions from our mind, dominating the intellect. Sometimes we feel like going somewhere, but logically we do not find any reason, and do not go there.

Let's take an example how intellect is dominated. Suppose, there is a repair work at your house, say some plumbing work, and you have called a plumber. Plumbing being a common thing, you also have got some common sense of plumbing.

The plumber is trying to do the job in his way, and you, being over enthusiastic, are trying to direct him in a dominating way. So, what is happening is that your mind is guiding him. His intellect is much more intelligent than yours on that subject. But your mind is sharper than

his, and thinks that you are intelligent than him. It is actually disturbing the intellect of the plumber.

But, you being logically sharper, the plumber obeys you.

Intellect can't prove itself through logic, and hence it loses before a logical mind. That is why our intellects are in a dormant position today.

So, when you say something to the plumber, from your mind it goes to the plumber's mind, and from plumber's mind, if the plumber's mind is not confident enough on the solution to reject your ideas, it flows to the intellect of the plumber. Then, the intellect of the plumber gets confused and goes dormant. The plumber prefers to do the work at your instructions, resulting in the suffering of the work.

This happens in our daily life between us and our spouses, us and our superiors or subordinates, us and our children.

This comes from a basic illusion that many have – things can be approached in this world logically, and our mind is intelligent enough to logically know what is right and wrong.

Actually, the reverse is the case. If you get driven by mind, then your effectiveness will be limited to your conscious knowledge. Instead, respecting your intellect will use your subconscious knowledge, which is much deeper and vaster. The only exception is when you do not have experience. A new driver can't drive a car from his intellect. He has to depend on his mind.

Compared to mind, intellect is much more powerful to deal with the problems of the world.

There is definitely a value of mind, and mind and intellect are complimentary things – but we misuse both.

Respect the intellect of yourself and others. All your actions like walking, talking, dancing is taken care by your intellect. Do we know which muscles to utilize when we walk, and how much tension which muscle should have?

So, never try to dominate the intellect from your mind. Never try to judge people from your mind. The mind is very small. When you see yourself or others, try to see the intellect in them.

The person who tries to activate the intellect in him and in others is much more effective than mind dominated people.

Let's try to see what is the responsibility of mind, and what is the responsibility of intellect. Your mind actually has got an important responsibility - which it does not care much about.

Mind has got the responsibility of selfless observation. We should engage our mind in selfless unbiased observation, using the most of all our senses. This becomes valuable input to the intellect.

The intellect has the responsibility of taking decision and action. The intellect should take the decisions, because it can take much more intelligent decision than your mind.

Mind should be the input media for intellect. But actually mind thinks it has to take decision, and it neglects its actual responsibility, that is selfless observation.

If you follow this correct way, you don't have to take pain to work. Your actions will be painless, effective, matured and peaceful.

Next time when you see somebody doing something irrational, do not get irritated, or feel uneasy. Try to observe selflessly and then let your input to him flow as information rather than suggestion.

Intellect does not understand suggestions. It works on inputs. For example, suggestions like "come to office at 9 am tomorrow" may be understood by the intellect as "I am not liked if I come late tomorrow." Saying "to help me take a decision, I would need the production report from you by 9 am tomorrow" would be easily understood by the intellect.

Everybody in the world is unique, and has a unique way of doing the same thing. Don't measure the way. If you need to measure, measure the output, which is what you are concerned with.

Do not try to rectify others. You don't have the capability to know what is good for someone else. I get afraid even to suggest people to give up bad habits, because without availability of proper rehabilitation information, it might worsen their situation.

Stillness makes intellect to act, while noise makes it dormant. So, be still. Stillness is discussed in more details in the next chapter.

Stillness

To contribute to this world, to remain at peace and in abundance, an important attribute of a human being is stillness.

Stillness flows in grave situations like a graveyard, or in the operation theater of a hospital. You will feel stillness flowing there, and your mind will not deviate here and there – will not think about what you would eat that night, or what movie would be the next blockbuster. You will forget all animosity, who is bad and who is good in these situations. It is because at serious situations or for doing big things you need stillness.

So, if you face every moment with stillness, you can be a great contributor, thus attracting abundance in the life of yourself and others.

Stillness is very well explained in Eckhart Tolle's book [*Stillness Speaks*](#).

How to be still? Our mind is so noisy. It does not get anchored. It takes us away from stillness. While we are in some grave situations like being in a graveyard or seeing somebody dying or waiting outside the operation theater, we experience stillness because our mind is not making noise. But again when we come to our normal world, mind starts making noise.

We fail to realize that actually every moment is a grave and serious moment. We need to deal every moment with stillness to get peace, knowledge and wisdom and to increase our effectiveness dramatically.

Mind is just like our enthusiastic child who remains quiet in serious situations, starts jumping and playing in normal situations and keeps suggesting us while we are working for lighter things. Thinking that it needs to help us, mind takes extra initiative to help us, dominating our intellect. But because it has limited knowledge, it actually takes stillness and intellect out of us and causes us damage. Correct decisions and right thoughts come to us when we are still.

So, how to practice stillness is the biggest question. In order to practice stillness, we need to calm our mind.

It is really difficult to calm our mind just by taming. I have seen people practicing closed eye meditation for years without much results. Closing our senses just tries to create space for the reality to flow in. What is primarily needed is to provide input to the mind about the reality.

Mind has many illusionary perceptions based on which it feels restless, afraid or happy at different situations. Once these illusions are gone and the mind grasps the reality, it stops making noise.

Mind receives input at great bandwidth while we are doing some genuine work with all our senses open, or are in mindless observation. That's why it is commonly said - "Duty is God."

While doing your duty or in fact while doing anything, keep all your senses open. For example, while I work on computer I try to remain open to the surrounding sounds such as the sound of the fan. I try to remain conscious to the periphery of the screen. This way, I have found that I remain stiller and produce more effective results.

Mindless observation is a great tool which automatically injects enormous amount of input directly onto our subconscious mind, making us still. Do practice mindless observation as much as you can – whenever you are working, whenever you are not working.

World as a system

Most of us think that the world is flowing freely without any specific objective and things happen accidentally. But in reality, world is an organized system. All what happen are linked and they happen with some goal.

World is serious and focused. You cannot take it for granted.

Let us compare the world with a factory. Although the world is not comparable to a factory, but just to give an idea of what I am meaning, let's compare it with a factory, a huge mechanical factory where production is taking place.

Huge machines are running and people are working with the machines. The people and the machines are a part of the system. Everybody is occupied, working seriously. By seriousness, I don't mean that people are working in tension or people are uncomfortable. People are focused, but internally they are relaxed and comfortable. People have taken their work seriously. People are grave and fully concentrated.

There is huge comfort and space within them. There is no time and space for low plane mental attributes like fear, anger, greed, jealousy. All these things are not there in their minds. They are focused into their work. They do not compare themselves. Everybody is doing his part. All are complimenting one another. They are not competitors. Everybody is a vital part of the system having an important role. If one person does not do his duty properly, the whole system gets affected.

Now come back to the world. The world is like that factory. It is not a casual place where things are flowing aimlessly and you also flow along, dashing here and there. You have been given some assignment in this world. Like a labor in the factory who is focused in his duty and who is a vital part in the system, you are a vital part of this world. This world is running like a factory. The more focused and concentrated you remain in your duty, the more you contribute to the system and that is what is wanted of you. You have no time and energy for low plane mental activities like getting angry, trying to change somebody else, trying to preach somebody, trying to motivate, trying to drive others in your way. These are not required of you. Neither you have intelligence nor you have energy for these things.

You have to feel, and not just understand, what I am saying. Otherwise some of you may ask: "Okay, I understand that this world is a system and all that you said, but I am doing my duty properly. My duty is to go to office, take care of my family, society which I am doing.

How to be more serious and focused?"

Mindless observation and working with all your senses open will help you feel this.

The system is slow, steady and serious. Step by step, step by step, things are moving. There is enormous space and time in this system. It feels very much comfortable and relaxing to be a part of the system and working for it.

Once you feel the momentum of the system, you will suddenly see a shift in you. You will not have time and energy for low plane mental activities. You will be totally engrossed into the system, working for it. Good thoughts and decisions will flow through you automatically. Wrong thoughts will not find space. You will suddenly see a shift in your productivity, personality, character. Your way of dealing with people will change, you will change.

Many people try to control thoughts, productivity, personality, character from the mental level. It is too difficult. But you have found the formula – it is painless and automatic for you now.

You don't have to put effort to change – you just have to feel the seriousness of the system. Every moment is serious, having enough space and time for action and no space for reaction. Moment by moment, moment by moment, you will grow and move towards abundance. But future abundance will not be your aim – you will find enormous peace in the present moment itself, in just feeling the system and working for it. What I am saying might be difficult for many of us to understand immediately, but I recommend you to try practicing this and see what happens.

Happy landing to the real world, full of peace and harmony.

Expanding our understanding

Many times in our life we come across situations where we have to put considerable effort and take pain to act or decide on something. Some of your subordinate is not performing up to your expectations. Your wife does not deal with people the way you want, the way you think it is better for the family. Your close friend is behaving eccentric to you. These kinds of situations often come in our life.

Even some tiny or small situations also sometimes make us crazy. Say you wanted some fixture to be fixed in the north corner. While you were absent, that got fixed in the south corner in the presence of your wife. These kinds of things happen in our lives.

Most of us take considerable pain to handle these kinds of situations. In the earlier example of your subordinate not performing to your expectations, what do you do? You appoint another, try to improve him, send him for some training, or what do you exactly do? First of all you never know if you tell him that he is not performing well in a straightforward way how he would react at you. These types of crazy situations come in our lives many a time.

There is an interesting way to deal with these situations, which is quite effective and painless.

The key is to expand your understanding of the situation. Try to observe more and more. Try to discover different viewpoints, facets, paradigms of the situation. You might have experienced it before - many a time in our life problems gets over just when we are told of the other side of the story.

I would quote an example from the book *The Seven Habits of Highly Effective People*. In a local train suddenly one person got in with his children and sat besides Stephen, while the children got busy doing all nonsense things like shouting and pulling the papers of other travelers. All the people were getting irritated. When Stephen could not bear it anymore, he suggested the person to take care of his children. That person, coming to sense from a lost mind, apologized, revealing that his wife had just died in a hospital and neither he nor his children were yet conscious enough. Suddenly Stephen and others in the train became quite helpful.

This was a simple example of how things get solved just by expanding the understanding.

Whenever you are surprised, whenever you are thinking this is wrong, this is right, whenever

some reaction is coming to your mind, immediately you try to expand your horizon.

You may be thinking that it is possible only in rare cases as in the previous example, but in your case it would not work. You already know your subordinate very well and there is limited scope for expanding the understanding.

Actually, the reverse is the case. You do not know many of the facets of your subordinate. Your mind falls too short to know somebody. Try to observe him. Try to see him dealing different situations. Do mindless observation. Try to see different facets of him.

These are the things we can consciously do and let the actions flow automatically through us. It is difficult to adapt our actions. We should not attack a problem at action level. We should expand our understanding, and let the actions flow through us fluently.

So whenever you think you are trapped, puzzled or are surprised about how to deal with a problem, immediately try to expand your understanding. Try this and see how powerful but peaceful actions flow through you fluently. If you are putting effort in some action or you are reactively doing something, there is a problem in your understanding. Once the understanding is expanded to a certain level, you can do the same thing fluently. Observation is the key to right actions flowing through you. The more right actions flow through you, the more will be your contribution, resulting in abundance in your life. The immediate gift you will get is that you will not have to apply force or take pain to act, whatever difficult the situation may be. Your life will become full of peaceful actions. Whenever you feel your peace is disturbed, expand your understanding.

Summary

This world, in reality, is heaven. But instead of understanding the reality and true fundamentals of life, we stay in our own perceptions, and hence the world seems hell to us. All our emotions and actions flow from our perceptions, which have little relevance.

To make our life heavenly, we need to understand the reality. Understanding the reality can be practiced by pursuing the lessons in this book such as doing genuine creative work with mindless observation, practicing stillness and gathering genuine knowledge.

The most important reality we need to understand is the purpose of our life. Some say it is to get peace, or to lead a peaceful life. But in reality, we are here to get utilized and give our best for the growth of the world - for the growth of ourselves and others.

To attract abundance to our life, we need to maximize our contribution to the growth of the world. Growth comes from creation, or creative transactions. In the creative plane, opportunities are exponentially increasing. So, succeeding is really easy.

Additionally, having conducive attitude eases our job. We should use the intellect of ourselves and others, remaining always still. We need to understand that the world is an organized system, working firmly for its purpose.

Whenever we are in trouble, we can expand our understanding and experience the problems getting solved automatically.

By making the most of yourself in the creative plane and expanding your understanding, you can have enormous abundance. This is an unquestionable principle of Nature.

Welcome to heaven.

Moving further

In this book I have shared some of the true fundamentals of life. I have so many more things to express, but neither am I a professional author nor do I have enough quality time nowadays. Sometime in future, I would be focusing on writing a more detailed edition of this book, which would go deeper and cover more facets of the reality.

More importantly, if you have gone through this book seriously, you will expand your understanding day by day. You will not need another book. You yourself can write volumes. Whenever you have a feeling, try to expand your understanding, and you would have learned a lesson. It is that simple.

The philosophy presented in this book is the building base of some of the public and corporate programmes conducted by me. While this book is quite terse, the programmes cover the matter quite deeply. Visit www.truefundamentals.com for more details.

I have set up a Google group at <http://groups.google.com/group/sanjaypatel>, meant for discussions on the topics I talk about. Also, personal questions, suggestions, feedbacks and comments can be mailed to feedback@truefundamentals.com.

I will love to get your comments to know how these fundamentals are working in your life. A few comments are posted on my website, which work as valuable information to new people. Comments can be either posted at <http://groups.google.com/group/sanjaypatel>, or mailed to feedback@truefundamentals.com.

We are soon going to plan an online system for tracking your lifetime progress, starting from showing interest till succeeding and beyond. Till then, let's bear with these email communications. Keep checking www.truefundamentals.com for updates.

About the author

Sanjay is a corporate and business leader, holding key positions of and providing strategic consulting to multiple organizations. Apart from having considerable technical and leadership expertise, he also has in depth knowledge and experience on applying spiritualism to real life.

More about him can be found at <http://www.sanjaypatel.name>.