

LOI Definitive Series Pt 4 - Getting Time on Your Side

Time, Competence + Context, Relationships, and Consciousness

By David Mills

The link to watch David Mills' *LOI Definitive 4* webinar:

https://www.youtube.com/playlist?list=PLsMVtiwJ63D0BGnl_tmum2RnXnxI9uiik

Read-along with this full transcript while listening to the webinar.
The slides are included, and it has been edited for readability.

David: We're continuing on with the *Definitive Series*. We have the overall scheme. We first started talking about bottlenecks and seeing life as strategy, which is not optional, and then understanding that strategy must be looked at in terms of bottlenecks, especially given the expansive meaning of the term bottleneck that I use, where it's not just the thin neck of a jar or the part of the assembly line that's going the slowest. It can also mean a lack of inertia, a hill that we need momentum to get over, a false path if the right path is hidden. So, we have to look at life in terms of strategy, we have to look at strategy in terms of bottlenecks, and then we need to work our way to foundationalism.

On the way to that I talked about something that may or may not have hit people very hard immediately, but is absolutely crucial, which is the idea of quarantining conclusions, which is to start getting used to not rubber-stamping your mind's conclusions. That was just to start things. Over time, that'll make more and more sense, and then make an absolute ton of sense. We'll see that that's really where our power lies -- our conscious personal power.

Then we need to get to foundationalism. On the way to that, in the last webinar we talked about different levels of success philosophies. And foundationalism gets even deeper than just having a paradigm shift. We want to get to ideas that we can somehow know are absolutely solid that can serve as footholds or places to stand or places of comparison, where we absolutely know something has to be wrong if it directly contradicts something that we know has to be right.



Today toward the end of this webinar, I'm going to get to the idea of beginning with consciousness in terms of building our understanding of the world, and show how that's a totally different and opposite starting point than how our minds normally build an understanding of the world, and how it's critically necessary.

Among other things, it'll be necessary to get ultimate perspective on the sub-idea that we'll talk about today, which is *getting time on your side*, and understanding in essence life and happiness and effectiveness in terms of getting time on your

side. But ultimately to do that fully, we need to be able to step all the way back to something very foundational, a real foundational understanding of who we are and how things work.

Then in the next webinar, I plan on talking about communicating with your mind and that will be critical for next webinar, the idea of beginning with consciousness and understanding ourselves that way and then the world that way. Then it brings up the question of how we interact with our mind, because when we begin with consciousness, we'll come to understand even better that we're not our mind, but that our mind is so crucial, and our mind does all our thinking; and so, how do we interact with that?

Normally, when people think about programming their minds, it ends up being one part of their mind programming another part. So, we need to be able to step all the way outside of our mind and our perspectives, and then we can properly ask and address the question that emerges and obviously is very important, which is, "How do we communicate best with our mind?"

Is it Fear? Or a Cost-Benefit Analysis?



By the way, just a little interjection here about something that came up in the last webinar a month ago, with Elias talking about what he called "fear." I was thinking about it and I haven't delved into that deeply with him yet, but I don't know that for sure that this is what he was getting at or what the issue was.

He talked about being feeling stuck at making ten thousand dollars a month and wanting to go past that, but feeling a certain type of fear was holding him back. There's a usage of the word *fear* that's not exactly being afraid. It represents it in a way that if we don't realize what we're doing, it can obfuscate the matter regarding fear, which is actually our mind doing a certain type of *cost-benefit analysis*, and feeling like something's not worth it.

Let's say there are certain actions that our mind calculates are necessary to take in order to get past ten thousand dollars a month. It might be incorrect in doing this, but correctly or incorrectly, if we feel like *fear* is holding us back, then we're presuming that there's an incorrectness somewhere.



We have this double-mindedness, or what is called *cognitive dissonance*, where in this example, we feel like we want to do certain things that will take us past \$10,000 a month. We want to accomplish that, but then we feel like we're not doing all we can, or that we're hesitant to do certain things, or it doesn't seem worth it, or we might call it lack of motivation.

But if we look at what it *is*, its root is more of a cost-benefit analysis that our mind is doing correctly or incorrectly; and somewhere, there's an incorrectness if we feel a cognitive dissonance with it. So, it's not exactly fear, depending on usage or semantics.

The word “fear” is used in different ways, and that's one of the usages. It brings to mind J.P. Sears who has a good number of followers on YouTube. He's pretty funny, and one of the things he talks about is vaccines. He's not necessarily an anti-vaxxer, and I'm similar in position with him, but not exactly the same. In various places, you'll see people talking about wearing masks as if it shows fear. I'm not trying to talk about masks or vaccines right now.

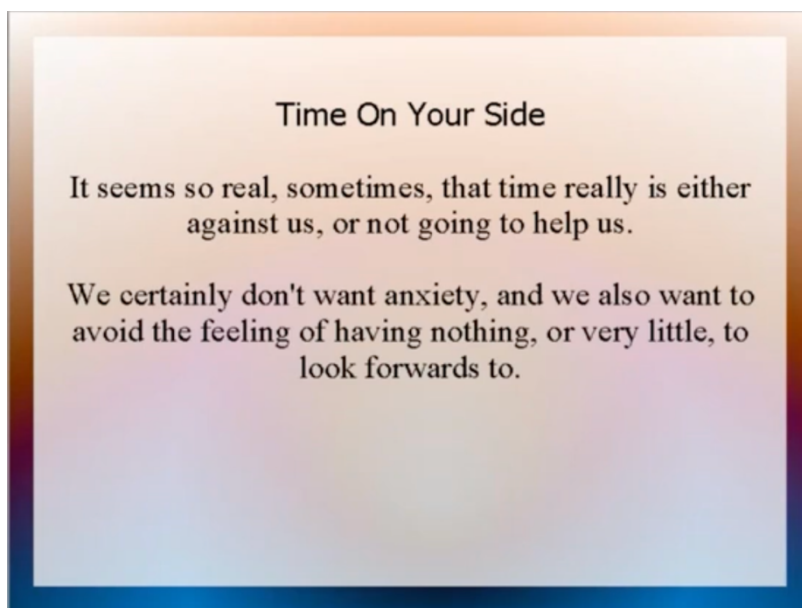
I'm using his example that it isn't necessarily out of fear that someone might wear a mask or take a vaccine or not; it's more of a *cost-benefit analysis*, which is different than fear.

With a pandemic in general, it's reasonable to make a cost-benefit analysis in various ways, and one of them might be that you wear a mask sometimes because you could characterize it as, “I'm afraid of the virus.” But you can also characterize it as a cost-benefit analysis of the drawbacks of getting the virus and how that would affect myself, my family, and other people. Then my best guess is about how well a mask might mitigate that in some way. You're making an educated guess; you're eyeballing it as a cost-benefit analysis. So, characterizing that as fear oversimplifies it. That's an example about of what I mean about fear and a cost-benefit analysis, and not trying to discuss the virus.

The solution to that is that whenever we have an issue where we realize we're calling it fear, but in some way it's a cost-benefit analysis of my mind. This could happen with spending, or it could happen with eating where we might feel like, “I want to lose weight, but I feel like eating this and it's hard not to,” it's like a cost-benefit analysis. Our mind will calculate that the benefit of eating this food outweighs the benefit of having slightly less weight down the road.

If we guess that our that our mind is making a cost-benefit analysis that's *flawed*, then the way to deal with that would be to take actions that help the feedback loop get more accurate with your mind about cost-benefit. That's where actions like counting calories or weighing yourself or writing down how much money you spent over the course of a month, and reflecting on what the benefits were, those things all can help. It'll adjust the cost-benefit analysis and give your mind feedback that it didn't otherwise have.

Getting Time on Your Side



Let's go to the slides and talk about *time being on your side*. I'm talking about this because it is one of the things that in practice is going to be foundational for your happiness and your success, as well as foundational in the sense that it's going to be a solid place to stand. I'm not trying to judge here whether something is ultimately foundational or where it's the deepest concept or not, but it's one of the pieces of

the puzzle, and it's a major one. It's a concept that I'm aware of very consistently and use on purpose.

I'm quite convinced that a certain aspect of our happiness revolves around whether we have a feeling that time is on our side. If your mind calculates that time is on your side, that's going to be critical for a certain type of happiness or absence of it.

There might be different major things in our happiness like I indicate on this slide. If we feel like time is against us, then we're going to feel anxiety. If we feel like we have a bunch of things to do and we don't have enough time to do it, or we might not have enough time to do it, with a vague sense that if we don't do these things, then it's like when you were little and your parents are like, "All right, that's it!" and you feel a vague sense of threat like you're scared.

I think we have that as adults, too; but our mind does it to us. We're not sure what'll happen, but whatever it is, it's bad and we don't want it. If we don't do enough things that we're not sure if we can do by a not very clear deadline, there's a certain sense that the window of time is closing, and we've got to get it done. That's going to give us a certain type of anxiety that's going to be the opposite of an aspect of happiness, like if you imagine fully feeling that time is on your side one way or the other.

On the next slide I'm going to get to where time on your side doesn't have to mean full automation; it doesn't have to mean that you sit there doing nothing, and everything keeps on working out in your favor in your world, and the world in general just keeps getting better.

What we can do is get a sense of competence, flow, and semi-automation, where it's very doable and inherently, you can just keep doing it. That's what it would mean, and that's part of the equation of time being on your side. So, in case it seems like I'm implying that we don't need to do anything once time is on our side, that's not necessarily the case.

If you can imagine that as time goes by things are going to get better and better and that's the way things are going to be, then imagine how that would make you feel? You couldn't really be anxious at all. Or if you were anxious, then you could step back to the more fundamental truth that we're stipulating. I'm saying, "What if?" which means we're *stipulating* something, which is that time really is on your side.

Just imagine if that's the case, that time really is on your side. Imagine being a competent professional in any area, like carpentry, or building a house, or fixing things, or being a lawyer, or whatever it might be; if you know that you can do your job and it's pleasant for you, you can do what you need to do, and you know the conditions are such that if you do what you already know how to do that it's going to be pleasant for you, then everything will work out in terms of your career, or whatever you're trying to do, that's what I'm talking about.

I'm not only talking about your career though. Imagine if you felt that way about your various relationships or your love relationship, and specifically, if you felt that doing what was going to come easily to you inevitably would end up where everything was just going to keep getting better and better in your relationship, think about *how would that make you feel?*

If that was true, then if there was an occasional blip when you lost perspective and felt like time *wasn't* on your side, then it would also be true that you could simply take a quick moment to get perspective for two reasons. One is, it's *true* that time is in your side because I'm stipulating it, and the other reason is that, practically speaking, you'd be in the *habit* of time being on your side and *feeling* that way, so you would notice right away if something was off.

For example, my long-distance vision is not good; I can see and read without glasses, but for long distance, it's obvious if I'm not wearing my glasses. I'm so used to seeing clearly by wearing my glasses that I'm quickly going to notice when I'm not wearing my glasses. I'm not going to get in the car and start driving without my glasses; it would be too obvious to me that it wasn't working.

Similarly, if you're used to the reality that the time is on your side, then if something comes up where you feel like it's not for a moment, then it'll be obvious to you that, "Oops, I need to get perspective." If the true reality is that time *is* on your side, you could reorient yourself to that correct truth. And again, you would be correct because I'm stipulating that time is on your side. So, imagine how that would feel in a specific situation in your love relationship or your career or just overall in your life? – then you would always have peace of mind.

There's a second thing in life; I don't know if there's a third; but there might be something in terms of caring about other people and how they're going to be, which might be related to what we might call joy.

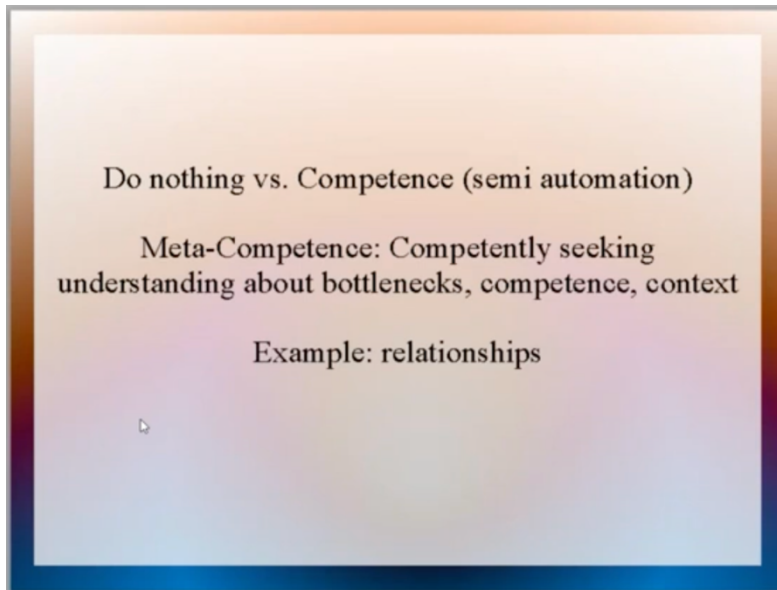
But there's a sense of something to look forward to as well, and so we could fold that into time being on your side. If you feel like there's nothing to look forward to, and we could come up with a different term for it if we wanted to, but I'm not going to get into that right now, but for me, they all end up going together.

I have plenty to look forward to in life and in existence overall, and also, I feel like time is on my side. It's like that with the glasses; if I temporarily feel like it's not, I can reorient myself to it being on my side. So, I pretty consistently have a peace of mind that is really integral to a major part of happiness.

However, it's also really good for strategy, as we'll see. It helps you make effective decisions and it helps you figure out how to deal with your next bottleneck as well. So, it's not just about feeling better, but it's there's a snowball effect where it'll help you strategically.

There's a *meta-competence* that you develop with getting time on your side, that will then help you have time on your side, which then makes you happier, and then you gain more understanding of the nature of having time on your side, and it's a whole snowball effect, and then you're making good strategic decisions.

I acknowledge that it can seem so real that time is against us or it's not really going to help us. The "not really going to help us" feeling is related to boredom or that we don't have something to look forward to, where you feel like, "It won't help if time goes by because I don't have anything to look forward to." That's the idea of people living lives of quiet desperation. Maybe they're anxious or maybe not; they may have a career or work in a cubicle, which is a stereotype, and feel there's not much to look forward to for somebody. In my understanding it all goes together.



Let's continue to the next slide. In a slide to come, I'm going to take a look at the absurdity of the proposition that time is actually against us. We'll take a look at the opposite of time being on our side, and we'll prove or gain understanding of how time *must* be on our side.

So, it must be a matter of both perspective or a deeper understanding, a foundational understanding *and* strategy if time is not on our side. We

just need to develop a better meta-competence at getting it on our side, and it's doable.

The idea that time is out of our control, that time is against us, and all we can do is fool ourselves – this *isn't* the case, but if a person without realizing it thinks that time is against them fundamentally, they would then intuitively feel like they need to *fool* themselves in order to believe that time was on their side in some way. That's not the case; it's the opposite. You actually have to be fooled or deceived in order to conclude that time is against you.

Ultimately, time is on your side. Regarding particular issues in your life, you can iron them out so that some combination of perspective, making good moves, and gaining competence with getting time on your side will iron out the middle stuff where time is partly against you currently.

For example, if someone is having serious money issues and debt, then they can do a combination of getting perspective where ultimately time is on their side, but also dealing with the short-term emergencies confidently, which will take some doing and actual thinking and making good decisions and climbing out of a short-term mess. I'm not trying to trivialize any real issues that we have in our lives.

What we are seeking and what it looks like to have time on your side is what I already alluded to, that things are not fully automated. To picture an example of what I'm saying, it's not that you need to build a website or a business that operates fully without you in order to have your finances in good shape where time on your side financially.

Instead, what you want to shoot for is where you're doing something you know how to do, you're able to do, and it's reasonably pleasant for you; especially it's pleasant in terms of that cost-benefit analysis I mentioned where you still need to build up money for your life, then that's going to make you *feel* a reward for doing something that you're competent at.

It's different if you don't need money, or if you don't need to date because you're already with someone long-term, that's great. Then dating might feel like it's pointless because it is. It's the same thing with money; if you already have all the money all you'll ever need, then making money might feel pointless, and the thing that you're competent at to make money, you might not want to do. There's a reason for that – there's no reward because you don't

need it anymore. But to the extent that you do need it, then you'll just naturally feel rewarded and motivated for doing it; so, it will feel pleasant because it's necessary.

You're going for a type of *semi-automation and competence*. You're asking a great question if you don't have a good picture of what competence looks like in a particular area in terms of a love relationship or career situation, then you now know that one of the great questions to ask and to seek understanding of is, "What does competence look like in that area?" for example, regarding health or weight loss or getting physically fit, which is different than weight loss, "What does competence look like?"

Full automation would mean you'd never have to do anything physical in order to still be in in shape for the rest of your life. That doesn't make a lot of sense to shoot for. It's very possibly impossible for that to be the case. Instead, you get a sense of, "Okay, what might competence look like for exercises or other fitness-related activities, like stretching, breathing, or drinking water?" In terms of fitness, that would be one of the major questions to ask.

So again, competence looks like it's semi-automated. "I can easily do this. Once I have the skills of being competent, I can go do it."

But competence alone is not enough; it's half of the equation. It's critical. And the other part of the equation is *having some type of context on your side*. We can go to our usual mental picture of context: If you have a car that's working, and you can drive just fine, then you only need to be on the right continent and have directions in order to get to your destination. But if you're on the wrong continent, then you need to be able to realize that and get on the right continent.

But in a *meta* way, time is still on your side before you discover both the context that's necessary regarding any particular sub-topic in life, like relationship, career, or fitness. In order to have time on your side with any of those things, you need to figure out the right context. It's doesn't only mean a starting point.

Context might be that you have a certain critical mass of clients or prospects or a way to get prospects; and then **competence** might look like you know what to say to those prospects or clients, or what to do within any field in which you have clients and you service them to get referrals. One way or another, you're getting enough new clients to whatever degree you might need new clients based on the industry and retention, and you're servicing your clients in a way that you can do where you're making enough money.

Let's say that someone knew how to talk to prospects, knew how to get them to buy, and knew how to service them once they became clients. Let's call that *competence*. And then you would need a foundational *context* or *frame* where you had enough prospects in the first place, where you had enough traffic or potential prospects that you could reach that had enough of a positive eye. Then what you could confidently do after that would work.

Interestingly enough, you can do this in whatever order you like, or you could partly do one and partly do the other. What I mean is that if you get a sense of what a competent sales pitch sounds like and what competent fulfillment looks like, then if you're not making enough money, then your problem would be *context* – you have to find a pond to fish in.

If you're clear on the fact that you're fishing properly, you have the right lure, and you have the right fishing rod, if you're still not catching anything, then you're fishing in the wrong

place. You need to figure out how to identify and get to the right place. That's what I mean by *contextual foundation*.

Contextual foundation + Competence – you need to discover what *both* of those look like. If it takes ten years to discover what those both look like and you're 25 when you start, you might feel stupid and that it's taking forever or that something's wrong with you. But then, you could be a millionaire at 35, and it turns out that you're incredibly ahead of the game by 20 or 30 years. We want to notice when these come back up, which I'll get to as it's coming up.

Meta-competence in this case that puts time on your side overall, is *realizing* this and getting better at it, which then creates an upward spiral. The more you focus on what I'm talking about here, the better your meta-competence will be of figuring out *how* to figure out what *competence* looks like in a particular area, and how to find the right *foundational context* in a particular area; at which point you'll get time more on your side and you'll also understand more of the meta.

The meta and the specific applications of the meta will work together in a virtuous cycle.

You'll get better at the meta, you'll get better at the specific places in life where you're applying the meta; and you're in an awesome place. Then you're more aware of this whole situation with the virtuous spiral in your life and with getting time on your side, which then makes you happier and feel like you're more in control of things; and you *are*.

For example, **with relationships** it's well known that people fall out of a certain type of honeymoon phase. In relationship advice, when people are counselling couples about long-term relationships as opposed to dating advice, in most cases they tell you to accept the idea that the honeymoon phase goes away, but then you'll enter into a different phase that they'll rationalize as "good."

So, what does that look like? People talk about communication or respect, but you might notice that advice about what's foundational for communication in relationships is a lot like talking about perseverance. So, communication and respect or a little bit like recommending perseverance and focus in success. it's correct, but it's more of a symptom than a cause.

For example, if you figure out competence regarding a particular area, and you also get yourself fishing in the right pond, which means the right contextual foundation, then focus and perseverance are going to follow, and they're going to be on the surface. People say, "Oh, you focused and you persevered." Of course, you did because you were on a virtuous cycle with both competence and being in the right place.

So, *what does competence look like in a relationship?* If we can identify that, then we could think, "What *context* would allow that competence to take us to the finish line, or take us infinitely in an upward spiral?" That's the type of good question to ask.

Once you can picture competence with a *client-based business*, or when you can picture, "I know what to say if I'm talking to a reasonably positively-inclined prospect or someone who is at least listening and replying to me, even if they're skeptical. I know how to talk to them to get a decent percentage to become clients, and I know how to service a client."

Once you can picture being able to do that, then it becomes a lot easier to figure out what context would be correct if you put that competence into it, where everything would work

out. You could also picture if the context was lacking, and how that that wouldn't work if you didn't have prospects.

What comes up in love relationships, and then we can think about business relationships too, because they're fairly similar but a little bit different, and we can give two examples. It's pretty predictable. By luck we can avoid any bottlenecks in life. We could just not run into any particular bottleneck because we got super lucky. But in a long-term love relationship it's unrealistic to get lucky non-stop.

So probably, something regarding sex, which is a difficult topic for people to talk about, you might meet someone and the intimacy and sex might go great, but there are all sorts of potential issues. People tend to not want to insult the other person if they have an idea of what might be even a little bit better for them. It's worrisome to suggest anything. Either you might feel judged or you might worry that the person feels criticized regarding something to do with sex. That's of course a common place where people easily can feel bruised with their feelings or egos. So, that is a common thing that can be difficult. There's probably going to be a bottleneck with that at some point.

A bottleneck isn't a wall, it's just a bottleneck. It's not like you automatically sail through it. So, would that be the sort of thing that a contextual foundation would remove? If that were the case, you'd be looking for someone where from here to eternity where you'd never have a bottleneck or an issue with that. That isn't the case.

So, dealing with that type of bottleneck, where at some point some type of communication about sex probably is going to be helpful, but difficult, but it might be ideal to have it. People might go through an entire relationship and not bring up certain things regarding sex that they wish they could. They might fear being judged or they might fear offending the other person's ego.

So, do you need to find someone where everything's perfect from the beginning where you'd never have to talk about it? That's doesn't seem ideal. This is a good example because it shows how we can see that isn't the type of thing where it's ideal to deal with that in terms of the foundational context as a starting point. It's hard to work through every nuance of these examples ahead of time. Let me just skip ahead for a second and then I can backtrack.

The starting point that I realized for myself prior to finding my wife and getting married, I realized we would want a strong starting point in terms of *chemistry*, by which I mean a physical attraction.

I didn't have much money at the time. There are some women, (there are some men presumably, too) and it's more common in various cultures, who can really feel more physically attracted to a guy if they're wealthier. But the attraction is not purely money. It usually goes along with a certain type of confidence, success and personality.

It isn't that they just want their money but they find the guy disgusting, which is also a stereotype of a gold digger, but where it's actually what amounts to being physically attractive. The money and success have something to do with that, but it's a real type of attraction. There can be women who feel that first for someone.

It's all somewhat perceived, but in terms of a certain type of intellect or where they have a physical attraction based on that, there can be various things; and then, there can be

physical things that someone has an attraction for as well. I'm not trying to state opinions here.

I'm trying to illustrate what I mean by *chemistry* and a physical attraction where you genuinely both find the other person attractive. Chemistry doesn't mean you have to have a lot in common. I realized that was more of a red herring. But what you do need is a certain type of strong initial attraction.

You probably don't want an attraction that's based on trying to solve some issue with your parents. That's a stage people go through with relationships and ideally come through, where they're no longer trying to like have someone treat them terribly so that they can work out issues with their dad, for example. Things that are counterproductive in terms of attraction, you might want to try to work through on your own if you have those.

Another example would be people that need someone to reject them or *not* be interested in them in order for them to feel attracted, because that makes them feel like the person must be higher status than them or have something great about them. That same type of person with that issue might feel less attraction to somebody who is very attracted to them, because they feel like, "Well, there must be something wrong with this person that they're so attracted to me," or "They must be lower status if they're so attracted to me." You want to work through that.

You want to be able to have real mutual attraction with somebody else that doesn't come with cognitive dissonance where it's also working against you. So, you want to have a type of *mutual chemistry which is a type of foundational* context that is critical.

You also want to have a situation where the other person's not going to totally shut down communication about something. All of this I'm explaining is an example relating to how to have time be on your side in general, and I'm giving the example of how to have time be your side in relationships.

If someone really shuts down on a particular topic and declares it off limits, or if they do something that ends up with that type of result however they do it, making you feel like you're wrong for talking about a certain thing, or trying to understand a certain thing about them or yourself, or you're trying to communicate how something feels for you, without implying that you're right, if you say how you experienced it is *different*, rather than saying that you experienced it correctly.

If they really shut you down about something and start acting like you're being immoral for continuing to talk about that topic with them, or behave like you're violating them, then that is a contextual foundation for a relationship that is *not* going to work.

This example also reminds us of semi-automation, if on the other hand, you find someone who's never going to be offended by you talking about something. You're not going to be able to talk about things that are difficult without someone getting a little touchy, but you need to be with someone whom you can get through that with over the course of some time. Maybe it's a bit upsetting for a day or so, but then ultimately, you want to be together. You may have come to the point where you care about each other and love each other.

Another example of the contextual foundation is *if people can step back to a place* where they can remind themselves that they want the other person to be happy. People tend to confuse love with a more extreme version of liking, where they really like how the other

person makes them feel, right up until they don't like how that person makes them feel; then everything falls apart.

What love enables people to do, if it exists, is to give them a place to step back to. It might take a little time before someone steps back to that place in terms of minutes or hours or a day or so. It doesn't need to be much more than that, but they have a place to step back to where they can reorient themselves to, "I actually both want to be happy in this relationship and I want the other person to be happy. I care about understanding things that affect the other person's happiness."

Once you are able to recognize that in life, then you'll stop thinking that you love people when that doesn't exist, or when they love you when that doesn't exist. But a lot of people exist in a limited understanding, where they are unable to really recognize if someone actually cares about them or if they actually care about somebody else. And again, that gives you a place to step back to. So, there's this combination of *enough* love.

Love is a continuum, it's not a threshold because love is about the other person's happiness having *weight* with you, where it affects your own happiness. It has a currency with you. It's worth a certain amount of you spending resources or doing something that you wouldn't otherwise want to do, but you actually want to do it because the other person is happier. Once you view it correctly that way, you realize that love is not a threshold. It's not like you love somebody or not, it's *how much* you do, because it's how much you're going to sacrifice for someone else.

That can't really be infinite, or maybe it can be in some cases with a love relationship. It's possible with having a child that people will claim that's the case, although I'm suspicious because around the world mothers and fathers don't care enough to understand themselves or be willing to be wrong fundamentally about who they are and seek understanding. That's too much of a sacrifice, so it must not be very infinite with their kids.

But sticking with a love relationship example, it can't really be infinite; there's a certain amount you're willing to sacrifice for someone else.

What you want to look for and build during the dating phase, when you're building it and looking to see if you're building it, and looking for it to exist, is where the person loves you *enough* that they're willing to understand something new that might even involve finding out that they weren't already perfect.

You basically need someone who loves you enough that they can deal with not already being perfectly awesome, including about something where they feel like they need to be. Even if it's a political viewpoint, if someone needs to believe that they're perfectly awesome about that, and they're not willing to entertain the possibility that they're not perfectly awesome with their political viewpoint, then how are you going to marry that person or have things become long term?

If they don't love you enough to open up the question of whether they're perfectly awesome about something, then you're in a certain type of prison. Whatever they decide, or the balls bouncing around their brain decide, "No, I need to be perfectly awesome about this particular topic," now you're screwed. There's nothing you can do about that particular topic. You just have to suffer it for the rest of your life. Communication doesn't help in that case, because you're deemed immoral if you try to communicate about that topic or investigate it.

So, you want to have that chemistry, and then you want to have this combination of enough love, and enough inherent *openness* to examining ideas and improving and filtering ideas, that you can work through things that are relevant. Maybe you can deal with certain areas that are off-limits because they don't really touch on your love alliance in a certain sense, where you can have enough happy intimacy.

If you're talking about a marriage, then you're looking at possibly dealing with having kids, and not having something that you feel needs to happen in terms of raising kids and knowing they're closed off to it, and you're immoral for bringing up, and they're not willing to address it in terms of them being awesome.

You're dealing with finances and you're dealing with sex. If you have those things, then there's another thing to consider, which is how many other activities you'll need to do that the other person expects. There's a catch-all bucket of "You're supposed to do this, that, and the other thing, whether it's chores, or going out to the movies, or going out to concerts, or whatever.

There's this catch-all bucket of *expectations of duties* in a relationship. So, there's duties, sex, finances, and potentially any deal-breakers regarding kids. You can think of other things, but a love relationship at least needs to be those things. It's nice if in general the person has a *meta-frame* where they can ultimately address whatever needs to be addressed in terms of thinking about it and being able to confront not being already right about a particular topic if it's going to touch on the areas that are critical for your alliance.

I use the word "alliance" because it's not wrong to think about relationships being limited in scope, even your marriage or love relationship.

It's certainly true for business relationships. You don't need to be able to reach a business partner within every area of life; you just need to be able to reach them in the areas where you intersect. It's the same with friends. That's all part of the *foundational context*. And then you can ask, "What would *competence* look like in terms of this relationship?"

One thing has to do with being able to get outside of your own intuitive feeling about what's important, whether it's moral, or just something the other person likes or dislikes. You need to be able to hear and address and be willing to give a certain amount of weight to it. Not necessarily full weight just because someone feels that something's important. It doesn't mean that you have to deal with it; although you do want to get a sense of certain things that are particularly important to somebody, or else you're going to be swimming upstream if you can't.

There's a general competence with relationships, and then there's a specific competence in terms of your *match* with a particular person. You need to be with someone where it can be in a *semi-automated* way; not just when you're all excited about them and you just had sex and they just told you how awesome you are and you're super feeling motivated.

Even when you're feeling less motivated for a number of reasons – maybe work has taken over, or you have school or there are other things going on. You need to make sure that in a semi-automated way and competent way, and where it's reasonably pleasant for you, that you can address and do the things that they think are very important or critically important, and also *not* do things that are critically important for you or your partner *not* to do.

You need to *not* be with someone where you can't competently deal with those things. As a *meta-competency*, you need to be able to hear and feel what's competent to them, without projecting your reality onto them to have a meta-competence with relationships, and then specific to your partner or potential partner, you need to match up that way.

You need to be looking for someone who can competently deal with and address what's very important to you, too. You might be able to let go of some things that you may have thought were important, but maybe aren't that important. But whatever really is important, you have to acknowledge that and make sure that the person you're with can competently deal with that; and not just when they're on their best behavior or not just when they're on vacation or when they're super motivated.

The thing with the honeymoon phase ending is that it can be a double whammy in relationships where the hyper-motivation ends on both sides, and then there's a spiral where corners start getting cut. You find out in reality what the person is competent at addressing in terms of what's important to you, and also what you're motivated to do regarding them, which can change.

Now you're dealing with both the initial dopamine rush being over, combined with being less motivated, and therefore, doing less for each other. Sometimes that can plateau out and people accept it and aren't all that enthusiastic, but they're fine and they're dealing with it. Or, it can become a downward spiral of pulling away.

Another part of competence is dealing with not getting what you want in a relationship, and dealing with the other person that you're in a relationship with not getting what they want from you, and addressing that. So, everything you're learning as we go through this series in the *Law of Implication* is going to make you very differently competent, because you're going to be able to get underneath it. You'll have a place to stand to see outside of and underneath this idea is of importance.

Once you let go of this fragile ego thing where it really comes out in relationships, where people need to be already right about a number of things, then the less you need that and the more you can see outside of that, the more you're just in a way better place.

That's when time is on your side, and then you can get in a place where you are pleasant and romantic day in and day out as your normal default way of communicating. Then if someone doesn't communicate that way or act that way, it's easy to notice and you can get back to that place, mostly by ignoring it and continuing to act in the good way. Then they'll probably get right back to the good way, too; or possibly by bringing it up and saying, "Hey, why don't we get back to a place where we're tender and romantic and pleasant to each other?"

In practical terms, you probably are going to need to frame that in terms of where you've made that mistake as well, like you both got into that. Normally it'll come across like you're just being critical even if you're correct, if you are implying that the other person is solely at fault. Even when they *are*, you want to do your best not to imply that, unless you're with a super enlightened partner. I use "enlightened" lightheartedly, by the way. I don't talk about enlightened as a non-lighthearted term. So that all gives an example of what competence might look.

In a business relationship, you no longer you have to worry about sex, which is a whole can of worms that makes life easier. Part of the competence in business relationships is **the**

ability to realize in a useful way, how narrow the *overlap* in your lives needs to be. In a certain way, it's the same thing even with your love or marriage relationship, you still can limit the amount of overlap.

That's also part of the competence in relationships, this idea that people have to have a ton of things in common, which isn't necessarily the case at all. You just need to have *overlap* where it's helpful and necessary in terms of a love relationship.

For example, traditionally, you're not going to be having sex with other people; therefore, sex is an important area of overlap, along with general romance, intimacy, and the emotional intimacy you're going to have like exclusively with that person, in most cases. You can do what you want in life; I'm not telling you how to do things, but if that's the case, as it commonly is, then that overlap is going to be very relevant to have in your love relationship, that you're excluding yourself from having in other places.

Similarly, in a business relationship if there are places where there's something exclusionary about the relationship, and it may well be relevant, such as an exclusionary relationship with a vendor or a client or a joint venture partnership, where they aren't going to be doing the same type of joint venture with someone else. In some cases, they can, unless there's a good reason why that's not the case.

I both look to limit overlap or exclusionary situations where it doesn't need to be the case and it's unnecessary. People don't always realize that they'll try to have these exclusive arrangements when they don't need it.

Skipping back to a **love relationship**, if you're limiting the social activities that the other person in your relationship can do – for example, since I'm a guy, let's say that I'm limiting the social activities that my wife and I can do. There might be certain realistic limits about the dating type or romantic type of things with guys, that it's not realistically going to have to be a lot of one-on-one stuff with other guys where it's overly familiar. This doesn't come up, so it's not really an issue of mine.

I don't have like an exact place to draw the line because it's just not a struggle in my particular relationship. But there might be a place where people will sometimes be limiting their partner, maybe not overtly, but by their habits, how they check in on someone, or how they complain about how much they hang out with other friends, for example.

If you do that, then the flip side is that you're going to need to do a whole bunch of social things that perhaps you don't want to do just to keep them occupied so they're not going out with other people. I'm so clear about it that I'd much rather my wife hang out with her friends, both for her own happiness and also to keep me from having to do a lot of stuff that I don't necessarily want to do. Then it's easy for me.

But people can walk into that trap where for various reasons they try to limit their wife or their husband's social interactions; but if they were to reflect on it, it might not really be helpful. Again, there may be places where it is useful, where there's some limit to social engagement. Also, if it's intruding where there's too little time with each other intimately, then of course, that's relevant. But just like with any boundary, getting it right can be helpful.

It's the same thing with business relationships, getting the overlap right, both in terms of exclusion and not exclusion, both where you *do* want things to overlap or be exclusionary, which aren't quite the same thing, and where you don't.

Let's say that a business partner or potential business partner might want to talk about things that aren't really necessary to talk about, but they're turning your business relationship into a social thing, so you might want to limit that somehow. Or you might not; that might work for you. I'm not saying that you need to limit it, but again, this is where you try to figure out this overlap for yourself.

My point is that part of *competence with relationships* is being meta-aware of where the overlap is and where it isn't, and getting the overlap right. You don't have to get it exactly perfectly right, like you're obsessed about perfectionism, but basically getting it in the right place. I'm very meta-aware of this realistically in my relationships. I pay attention to this, so I get the overlap in a place where it's good for everyone, including myself, to the best that I can. People can easily overshoot overlap in some areas and undershoot it in other areas, and get the boundaries wrong, so that explains what I mean.

You can picture in a relationship of any type that if you get the contextual foundation on your side, and you're able to competently deal, then given that contextual foundation, that starting place, then that starting place implies a *context*.

If you're fishing in the right pond, you could say that you're starting in the right place, but the place is contextual. It's not like you're in one *point* that's right, but you're in a point within the right overall context of the pond that's right. So, it's more like a *frame* than a starting point. A *starting frame*, or a contextual foundation is a reasonable way to say it, too.

When you combine that starting frame with competence, it doesn't have to be hyper-competence. It exceeds competence if you have to constantly get things exactly right all the time in a way that is difficult. That's *not* competence. Now time is *against* you because you're having to *struggle* to keep things from blowing up. Competence is where you can be in flow and semi-automation.

Hyperactivity or a massive effort might be relevant and important in order to get to the right contextual foundation. It's like what I say about, "*Win before attacking*," but you don't want to struggle. I'm pointing to what I'm talking about right here more explicitly, or at least from a different angle. You win first or you win at some point.

You might even figure out competence in order to figure out how to get the right contextual foundation. You can put massive effort into getting the right contextual foundation if you need to, but then you don't want to struggle in an ongoing way, where then time is against you, because you're going to lose the struggle at some point.

If you're having to figure out exactly the right way to act and talk in order to not have the person whom you're dating go ballistic on you, or punish you in some way, or not give you what you want, or withhold, or be actively punishing or passively punishing you -- if you need to *struggle* for that to be the case or to avoid that, then time is against you.

That's a *signal* to ask, "Oh wait, what's wrong? Is the contextual foundation wrong? Or do I not have the competence right? Do I expect it to be automated where everything just falls into place so I can be incompetent and negligent and have everything work anyway?" No,

you're not going to find a contextual foundation good enough typically in life or overall in life where you can be incompetent or absentee or neglectful and still have automation.

If you're *struggling*, that's a *signal* that one or the other is off -- the contextual foundation or the understanding and practice of competence. That's what I mean by "don't struggle." It's not to be interpreted as "don't struggle to get the right contextual foundation."

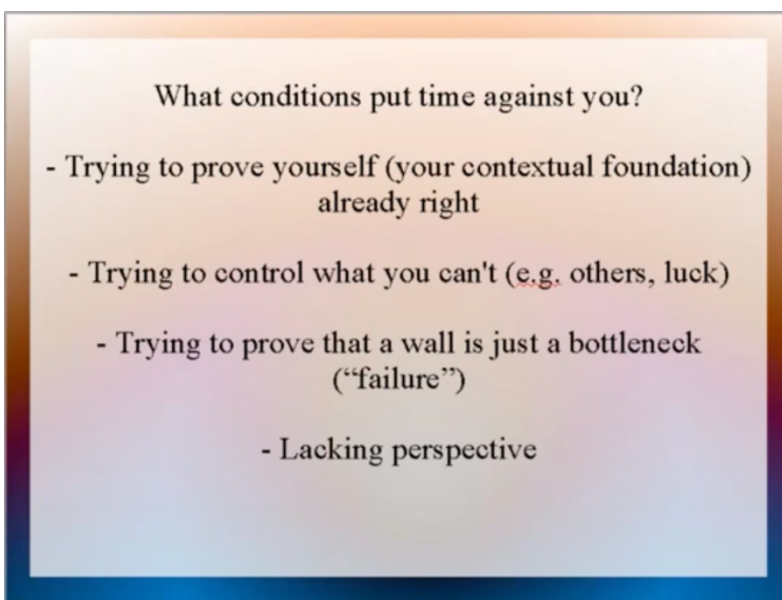
However, looked at in a meta way, you don't need to struggle in a meta or ultimate way. Until and unless you have a contextual foundation, and you have competence figured out, you will struggle; but the more you the more you figure out competence in any one area of life, the more you can see parallels and get faster at guessing what it's going to look like in another area. Your meta gets better the more you figure out what competence looks like.

Ultimately, you're not struggling, because even if you haven't yet figured out one of those two things in a particular area, you're at least working on your meta-competence or you're coming from a place of some amount of meta-competence, with the meta-idea of seeking out what competence and/or the contextual foundation are for that situation; and no matter what, time is on your side with understanding.

We never want to lose sight of the simple but profound idea that one full frame, or way of looking at *Law of Implication*, is reframing progress to understand that ***gaining understanding is progress***, period, end of story; as opposed to feeling neurologically closer or associatively closer to your goal, which is normally what the mind thinks is progress.

Once you understand and make the paradigm shift, or the more you make the paradigm shift to you leading your mind to feeling that understanding *is* what is progress, then time is always on your side. As you understand that, you can always gain understanding, and therefore, make progress, then you *are* making progress. So, if you're making progress, then time is on your side.

Let's take a look at it from this angle: **What conditions put time against you?** How do



people get into this trap of constantly thinking that time is against them? They're anxious, rushing, and making decisions from the wrong place, and the strategy goes out the window or gets done incorrectly.

The biggest one is *trying to prove yourself already right*, which is something I'm always trying to attack, or helping you dissolve or see properly, so you'll do the opposite or get the opposite paradigm.

Your "self" is like your contextual foundation, whether this is learning something and feeling that you have to prove that you can learn within a certain time period, or else someone is wrong.

This is a constant issue in love relationships. You're going to constantly run into things where the other person or yourself needs to feel like you're already right about something. You can't face the fact that you might not already be right about your ability to do this, that, or the other thing in terms of a love relationship, or that you're not a good enough this or a good enough that.



Anytime you're rushing with anything, or you feel anxious, it's because you feel like you have to *struggle* and do something before a certain time or before some doomsday clock ticks, or if it's the case that your mind believes that you need to struggle before the doomsday clock ticks.

Let's say you're raising a child and you're worried that you're behind with one of a million pieces of their development, or lack thereof, then there's a feeling like the longer it goes, the harder it is to fix. So, there is either a doomsday clock or there's a feeling of a slippery slope, where every day that goes by that you haven't solved this problem, it's going to be harder the next day. There's a moment in time that's a deadline, or it's harder to fix the longer you don't fix it. You're getting further and further behind in the sense.

First of all, *you treat this feeling like a signal*. If you can see that in a situation where you have the right contextual foundation and the right understanding of competence.

Competence is attainable in almost any area of life. It's mostly just doing the basics over and over. You can also get the contextual foundation right when you realize that competence is essentially doing the basics consistently, and the basics are something that you can easily do because you're used to it and you've practiced it. Then you can go all in on getting the right contextual foundation.

If you think "Well, this is going to get harder," – let's say you're dealing with your child and you're thinking, "If they don't learn this now, it's going to be even harder for them to learn it next year," or "If they keep this bad habit up now, then it's going to be even more ingrained and it's going to be harder to fix later," like if they have too much screen time, or not enough exercise, or not this, that, the other thing; there's a never-ending list of things that would be more ideal for your kid to do, or habits, or whatever.

Method: One thing you can do is to step back further and further conceptually, perspective-wise, until you get enough perspective. Here's an example. At some point your child is going to grow up and they're going to be 20 or 30, and they're going to deal with these issues on their own, or not. But it's going to be *their* problem, not yours. And at some point, they're going to die, and then it's no one's problem; then their problems are all solved. You can say, "Well, is that morbid?" No, it just gives you context where you're worrying about something that ultimately is just not going to be a problem. It's just temporary.

And then, we can go down to number two [on the slide], **trying to control what you can't, like other people.** People end up in this place all the time where they think, "I need to control this thing. It's easy to see with a child; it's easy to see with other relationships too, but probably most obviously with a child, but it might not be. A number of you might not

have kids, so it's not an immediate thing that you deal with. But we've all been children, and we can picture it fairly easily.

These four points are all related. If we look at number three [on the slide], which is **trying to prove that a wall is just a bottleneck**. What I mean by a wall, using this in an expansive way, is that there are some things in life you can't do. They're outside of your control. They're someone else's decision ultimately. It involves somebody else. It's luck that you can't control the entire universe around you.

It's only a bottleneck if you can break through. A bottleneck is something that you can break through in life. I didn't really mention that before. If it's a wall, then you just have to get around it somehow, if it's something within your context that you can't control.

Mental image: A random example is if you get two legs blown off by an IED (improvised explosive device). Let's say you're a soldier in Iraq and you've lost both your legs, then the bottleneck is not that you don't have legs and you're trying to get normal organic legs back. Instead, you need to work around the fact that your organic legs are gone. You're not trying to break through in a way that's outside of your control.

This will come up all the time with parenting, where you decide that something needs to be a certain way because it would be better for your child. Someone else's child doesn't have this problem. But just because someone else doesn't have a certain wall doesn't mean that you don't have that wall. Sometimes, you don't know if it's a wall. You can treat it like it may be a bottleneck that you can break through.

But over time, you'll come to where you can make an educated guess or maybe you're certain in some way that's correct, somewhere between knowledge and perfect understanding or imperfect understanding, but you have more of a basis for making an educated guess based on what you *do* understand. You'll think, "Well, this isn't a bottleneck to be broken; this is just something to be worked around. I just have to accept that it's outside of my control or it might be, so I need to stop treating it like it's inside of my control," and just acknowledge that something might be out of your control.

When you feel like time is against you, it's invariably going to be the same mistake, where you're trying to prove that something is within your control that might be outside of your control. You're trying to prove that you *know* it's inside your control, when in fact, you don't know it is. It might be and you can come up with stories or things in history or something someone else has done, that are motivational stories where they can be presented as someone else who broke a certain bottleneck for themselves, but that doesn't mean it's not a wall for you.

Just because it's it was within someone else's control, or just because someone else raised their kid in a certain way, or won the Olympics, doesn't mean that you can do the same thing. It might be outside of your control to accomplish that in life. That's not pessimism and that's not giving up.

Recognizing a wall as a wall and not a bottleneck is not giving up. Ultimately, time is on your side; ultimately, you're fine. That's why we need to understand the basics of fundamentally who you are and what's going on in life.

If something is a wall, if it's outside of your control, then you actually don't need it in order to get to where you need to get to in life and in existence. So that points to that we're

ultimately lacking perspective, but it's okay. If it's a wall, stop thinking that you can do it because someone else did it, meaning it was a bottleneck for someone else, but it might be a wall for you.

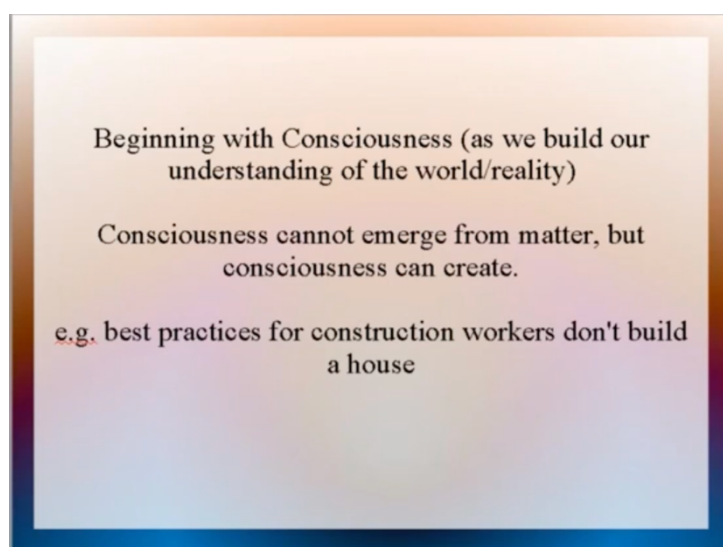
Sometimes you just have to guess or make your best judgment on where the best bang for your buck is going to be. You're trying to deal with bottlenecks. Strategy is about bottlenecks, and then it's about allocating resources according to your best ability. You have limited knowledge and that's part of what we can foundationally understand in life.

You're trying to operate in a way that you embrace the fact you have limited knowledge and you have to make your best guess on where to allocate resources. As you allocate resources according to your best guess, if you have the right meta-perspective, you're going to be gaining understanding. The more you quarantine conclusions, and the more you can separate raw experience or raw data from conclusions, then the more you will gain understanding. As minutes and days and things progress and you get feedback in life, you'll get understanding. If you jump to conclusions, that'll get in the way of your understanding. You'll learn something; you'll learn that a conclusion is true, but that might be wrong.

The more you quarantine conclusions and are able to look at things as they are, then you have *pieces* of knowledge and pieces of raw experience and raw data and pieces of the puzzle. If you *respect* those pieces, you respect those places you can stand, those points of comparison, those points of certainty as what they are, then you can see better and guess better. But if you try to prove that you don't have to guess or that you know when you don't, then you're going to get back to the place of anxiety, and time is against you.

All four of these things are going to have to be operating together in order for the illusion of time to be against you to be happening. Anything outside of your control, you don't need, because you can ultimately understand that you can get to where you want to or need to get to. You can be happy in existence.

And if the world is stacked to where we can't be fully happy in this world, then that means this world is not all there is. We just put one foot in front of the other and we continue to gain understanding. We'll then maximize what we can get out of this world, whatever that might be, and we'll continue on with whatever else there is. It's all good.



I don't have too much time to deal with this slide, but I'll introduce it. We're going to be fundamentally confused about the world consistently, until and unless we **understand to *begin with* consciousness in terms of building our understanding of the world.**

I've alluded to this idea previously in this series, but you might have questions about it. Think about it to the extent that you're willing to of what I mean by what's on this slide.

I wrote, “Consciousness cannot emerge from matter, but consciousness can create.” Matter itself is actually like an analogy that works. There are *reasons* – that is what matter is made up of ultimately, which we can come to understand.

Consciousness is only fundamentally and impossibly confusing to understand if we don't *start* with it. When we start with it, it's the easiest thing in the world to understand, and then we can understand everything else.

Matter and the outside world are *not* confusing to understand once we start with consciousness; but when we *don't* start with consciousness, we actually end up with a wrong idea of what matter and the world are, and what our self-identity is. We come to the wrong conclusions about everything -- the outside world, our identity, ourselves, and our mind. We start out with fundamental flaws in things.

We start with a model of the world that's flawed, but it *works* enough that we think it's right. It works right up until it doesn't work. All the problems you see in the world are symptoms of the flaws in starting from the wrong place.

All the things that people do right, like tie their shoelaces, make some money, and feed themselves – those are symptoms of the correct overlap between the model that people have of reality, of who they are, their mind, and matter. Again, it's an *incorrect* model, but it has so much overlap with a whole bunch of things that we can do. We can tie our shoelaces, we can feed ourselves, we can make money, we can get someone to marry us, and so on. We can do all sorts of things with our model of reality by default.

But all the *problems* that we have in our relationships, all the problems we have feeding ourselves, making money, being happy, and of course, society-wide issues – those are all symptoms of the *lack* of overlap and the *flaws*. We can't correct those flaws if we start at the wrong place, at the same level of thinking as what created the flaws.

Once we learn to start in the right place, everything will make sense. So, I'm going to start doing that, with us building our model of reality in the right way, starting with the basics. Then in the next webinar, I'll get to the next practical question of, “How do we communicate with our mind?” We can ask that question the right way and address it the right way only when we start in the right place, which is beginning with consciousness.

It doesn't matter if people think competently, because they all start in the wrong place. They don't begin with consciousness properly. They start with an understanding of the world based on matter and the physical world, and themselves as their body and mind, so, their thinking is doomed. It's the same as if you start with the wrong contextual foundation of a relationship, then being competent won't be good enough to make it work.

So, books on how to think, even if they mostly explain logic correctly, don't matter because those same people that are explaining logic correctly are so wrong about all sorts of basic things in life. Those same people probably can't often make a relationship work extremely well.

That's why learning rules of logic doesn't get people very far, so they think that won't help. It's actually very helpful, and we can identify what logic is and how to go about it better, like I did in that Part 2 of the *Law of Implication Explained* video on my channel.

We'll get to building by beginning with consciousness, and we'll get to addressing the question of communicating with our mind and how that's going to work. We can we can

throw out our previous ideas that we might have learned from Tony Robbins about communicating with our mind. He gets a lot of stuff correct, and he's brilliant, and I applaud him for what he's done. I don't mean that derogatorily toward him, but we can rebuild it.

We can rebuild our understanding of communicating with our mind, and *then* we can incorporate things we learn from NLP and neuro associative conditioning, or the various iterations of what other people have learned from that, and made their own version that they call their own way. We can throw it out to begin with, and then we can take it back in.

It's the same thing as quarantining a conclusion. We don't need to start with that; we can let it go for a moment, whatever we think we know about communicating with our mind, and then we can incorporate it back in once we have the right frame and foundation, and once we build the right model of how things really are foundationally.

Again, you just want to get the overlap where it's good, where it where it works for everyone, and where it's ideal or in the right place, just like getting boundaries correct with children.

These topics are difficult, but I'm working to overcome. Clarity needs to happen regardless of whether it's difficult. How do I get the clarity with this series to whatever degree I'm getting it? I worked hard at figuring out how to *start* in the right place, like with bottlenecks, and continuing from there as I've done.

The work is getting the contextual foundation for explaining *LOI*, and then the clarity flows from there. I'm not really working harder to get clarity; I'm more working to get the contextual foundation to prioritize clarity, because that's critical for new people or for people who have been with *LOI* for a while.

At this at this point in the *Law of Implication*, the bottleneck for people is the *clarity* as opposed to other things might have been the bottleneck earlier, like discovering the information and getting it out once.

It looks like I can end the webinar here, and we have another great piece that we all need at this point with the *LOI Definitive Series*.

Through all the years I been I've teaching, in this particular webinar I've said some things that are new, with new clarity on things that we might have touched on before. It looks like it's all fitting together. We're hitting it. If we didn't hit it, it would be fine because time was on our side. I would have gained understanding one way or the other.

I still might have a webinar that I schedule as being a *Definitive Series*, but it turns out that it isn't very clear and it's just something on the road to getting clear. Those types of webinars tend to be very helpful for me; not that I aim for having an issue, but the next webinar after that tends to work out pretty well.

It doesn't mean that we're making negative progress if there's a webinar that doesn't feel very clear. No problem, we'll get to it; and there's no problem with you telling me that something in a webinar felt unclear. I'm not trying to prove that I already have the contextual foundation right, I'm just trying to get it right and I'll inevitably get it right.

Time on our side is a practical idea and a meta idea, a virtuous cycle between any particular place in life that you're getting time on your side and developing your meta-competence at getting time on your side. Combining competence, which explains the "win, then attack" idea, versus struggling, versus trying to have automation or neglect.

Competence combined with the right foundational context, like fishing in the right pond, combined with getting the basics of fishing right. We're continuing with piling on metaphors. Fishing competently is like being able to talk to your potential prospects in a certain way that you'll get enough clients, and then be able to service them competently, but you still need to fish in the right pond in order to have that all work.

Great, take care, and I'll see you all soon.