The Align Your Purpose Program

STEP ONE: ENQUIRER

HOW TO SEE THE SIGNS
Here you are, at the start of a new journey. Perhaps you have a specific goal or idea in mind. Maybe you have a venture or business you want to start or take to the next level.

You might even be here to change the world.

So what’s the first step? Where does Richard Branson begin when a brilliant new idea pops into his head? And how do the spiritual masters recommend we proceed when our goal is to awaken consciousness, or to enlighten ourselves?

Surprisingly, whatever your aim, your starting place is the same. We begin here with how to better understand your world – through the eyes of the Enquirer.

The Enquirer is the part of you that is willing to step off the ledge and into the unknown. You become willing to do this because you deeply trust your faculties for observation and so you develop a sense for what will happen when you leap (or you completely relish the fact that you don’t know what will happen!).

With the Enquirer you activate curiosity... an innocence or Beginner’s Mind willing to observe truth and see things as they are.

We will also explore the various skills inherent in the Enquirer and how to activate them in your life pursuits, as well as how to use them in your day-to-day living to harness opportunities and better understand the multiple layers and dimensions of your world.

So to begin... what precisely is the Enquirer within you?
AWAKENING THE ENQUIRER

The Enquirer within you can be thought of as your inner detective or sleuth. It’s the part of you willing to ask all the questions, who is open to real answers – even if they’re not the answers you think you want.

This part of you is also a seeker. When you awaken it, you step into an innocent and daring curiosity. You accept that you are a beginner at the start of a new journey and you embrace the adventure of the unknown. Because of this, your journey lightens up! You have more fun. And you release any judgments for how things must be... hence opening you up to a more accurate sight and clarity for seeing how things truly are.

More specifically, you activate certain skills natural and inherent to the Enquirer...

- Curiosity and ‘Beginner’s Mind’
- Witness Consciousness/Neutral Awareness
- Sensitivity
- Openness to What Is so that you can accurately respond
- Knowledge of External World
- Knowledge of Self

“Life’s all about not necessarily being an expert on the answer, but it’s about being an expert on the question, and I think you can go through life and almost be fearless, but have the ability to ask the right questions.”

James Caan, 00:41:30
Choice Point Film
We are often taught that curiosity is the domain of the fool and will deliver you unwittingly to ruin or needless risk. Yet what if you could utilize an intelligent curiosity that actually tamed risk and allowed you to more daringly and accurately pursue your desires and goals?

It used to be that those with curiosity and thirst for the unknown were revered. In ancient esotericism, as well as in medieval courts, The Fool (or Jester) was highly respected for his keen awareness and honesty.

Though he used humor to round out the sharpness of his words, The Fool was often the only person who could tell his king a truth he didn’t want to hear – without losing his life as a result.

What we can learn from this is that things are rarely as they first appear, and this is the first awareness necessary for understanding your world. It’s also worth noting that sometimes the wisest of us are those willing to look like fools.

The Enquirer is the first step because we need this brand of fierce curiosity... this willingness to leap into the unknown and be a beginner... in order to start any new journey. And so though there is risk with any worthy venture, the idea here is that intelligent curiosity can actually tame that risk, because your leaping will not be blind if you are willing to ask questions – and you know which questions to ask.

But what if you’re not quite what you’d call “curious by nature?”

Not to worry! This sort of intelligent curiosity can be developed simply through practicing what we call Purity of Spirit. Basically you want to practice stopping to smell the roses... ;)

Because curiosity is simply an innocent willingness to know what is and having a heightened awareness and presence that is open to experiencing what is. To be more specific, when you practice purity of spirit you practice:

- Openness
- Spontaneity
- Lightheartedness
- Adventurousness
- Playful Innocence
- Perception

This is why children are inherently curious and tend to notice all sorts of details we’d never see, let alone question!

They allow themselves to experience the world in a state of play.

And such a state is worth exploring when you begin a new journey, a new project, or you feel the weight of the world on your shoulders because you want to fulfill a specific purpose.
Purity of spirit is also about shifting your energy – in your body, in your awareness and in your entire being – to a state of expansion. Because oftentimes, when we begin to feel stress or even the tension of excitement that is present with a new project or goal in life, we begin to constrict our energy. And that’s like putting blinders on, or creating a sort of narrow tunnel-vision so that all you can see is what’s directly in front of you.

Activating the Enquirer in you is all about opening that vision back up... expanding your field of awareness... and the easiest way to do that is in a space of intelligent curiosity or directed play.

A great way to invite this intelligent curiosity and playfulness into your life is to break out of your routine. Take a new and different way home or to work. Do your errands in the next town and use an application/website like Yelp or Urban Spoon to find new restaurants, shops and things to do around town. Maybe join a few local Meetups too!

Inquiry is a risk with great rewards. It is a leap into the unknown with an openness and innocence that aids in the journey, being naive yet absorbing of what you are about to find out. It is the start of the journey, often carrying with it the feeling of a spiritual traveler. We are driven to its destination from deep within. Each of us is a seeker on a quest for truth and knowledge to gain fulfillment. Inquiry is the starting point on that journey!

Dr David Hamilton
THE SCIENCE BEHIND SEEING SIGNS

What does it actually mean to “see the signs?”

Well first, let’s look at the broad science behind our experience of the world. When we look at the world, we can observe the repetitive cycles of nature. These repeating, cyclic patterns in nature are fractal – that is, the same patterns repeat themselves. This means that the pattern exists in the smallest fraction of the whole... and repeats itself as it scales larger and larger.

In other words, the pattern of an entire leaf is wholly contained in each small fraction of the leaf as well.

Because we are part of nature, we can see many of nature’s patterns also inside our own bodies: the cyclic beat of the heart compares with the cyclic rotation of the Earth, which is responsible for the cycle of night and day... the spiral nature of DNA is comparable with the spiral motion of galaxies and even the spiral movements of water currents... blood vessels resemble river deltas... and neural networks in the brain resemble super clusters of galaxies in the cosmos.

The overall oscillatory nature of life and biology can even be seen to compare with the oscillatory behavior of subatomic particles.

But here’s where this gets interesting for our purposes here:

When you learn to view your own life in terms of fractal patterns...

... you’ll find that many of your personal experiences also fit into cyclic, repeating patterns.

More importantly, you see that as fractal patterns, they also scale with each iteration.

This is why, for example, a person who chronically chooses bad romantic partners finds that each relationship tends to worsen in terms of crisis, damage and result.

An escalation occurs – within a pattern that stays relatively the same in terms of ultimate outcome.

Therefore you can see why being able to see ‘the signs’ is such a vital skill to develop! Because if you’re currently living a pattern that will continue to scale larger – and it’s scaling toward experiences you don’t want to have – then it’s important to identify the pattern before you land in a big crisis or suffer extreme negative results.

“As we understand these patterns and cooperate with these patterns then it’s like you get to dance through life rather than be dragged through life.”

Jack Canfield, 00:33:38
Choice Point Film
The science itself can also shed light on how your inner experience interlinks with social patterns (like the economy, social preferences, the rise and fall of nations, etc.) and natural or global patterns. This is very useful in understanding the world and how it works at the high level.

To begin with, as we mentioned earlier, you as a human being are subject to nature’s cyclic influence. To take one example, your body chemistry is affected by the cycle of night and day, which is a consequence of the Earth’s rotation. This gives you periodic changes in the hormone melatonin, for instance, which regulates sleep. And so as nature runs its patterns, we can expect similar kinds of patterns in our lives as a result.

In addition, we can see how the cycle of seasons affects social patterns in villages that farm and harvest. Not only is the entire village’s work cycles affected, but their holidays, celebrations and patterns for rest and renewal all coincide with the cycle of seasons.

So whenever we seek solutions to personal or global problems we must always look at the cycles and patterns that influence the situation. And through awakening our Enquirer we learn to appreciate how the outside world is linked to our inner experience.

One thing I’d like to point out at this juncture is that it’s very easy to talk about stepping into inquiry and it can even sound like a wonderful idea. Yet even so, for many people, it requires crisis (i.e. necessity) before they will step into inquiry and a deeper understanding of their world.

“Necessity is the mother of invention.” ~ Plato

Why is inquiry often so hard? Because inquiry calls on us to question everything we always knew (or believed) to be true.

It requires of us to accept that we do not know a great many things, and also that those very things matter.

Voluntarily maintaining a state of inquiry is one of the most fundamental differentiators between the Visionaries we interviewed, who each achieved enormous success in their lives, and many others we speak to who feel stuck in failure or struggle.

And so, to begin your journey here, it will help to choose to become the Enquirer. Whether it seems necessary right now or not.

You’ll also want to maintain the Enquirer within you even when any sense of crisis fades. Because though we begin here with inquiry, we never leave this part of ourselves. Neutral awareness is always a key foundation for any successful transformation and achievement – at least if you want to experience personal joy and peace along with that achievement.

Asking questions and always seeking to understand your world will serve you in every aspect of your life and can sometimes be the singular difference between success and struggle.
That said, I’d like to take a moment to explain why crisis and inquiry tend to be related before we’ve come to cultivate the Enquirer consciously. My hope is that if you do happen to find yourself in an opportunity that feels like crisis, this will give you some interesting insights and hopefully some bit of comfort.

As we mentioned, each of us is living in a variety of cyclic patterns. These cycles move through time and as they do, they carve out spirals so that each new cycle contains within it the seeds of a new stage in life. So as a cycle repeats, there is pressure in life to move upward. To evolve. To rise.

You could refer to this as our evolutionary impulse, present in all life, the planet, and in the expansion of our galaxy and the universe.

Here’s the rub though. What happens when a part of you resists change?

Or what if one cycle you’re in is spiraling upward... while another cycle you’re in is keeping you stuck, or worse, spiraling downward or in a different direction?

This can happen when you feel a lack of meaning in your life, or when parts of you are wedded to old views of the self or life.

You’ll feel it when you bump up against those familiar fears, “am I worthy of this,” “what if I fail?” These thoughts and beliefs are actually part of personal and even social patterns you’re in. And so when one force or evolutionary pattern is pressuring you to grow or evolve... and another pattern or force is holding you hostage, keeping you stuck... voila: you’re in crisis.

Luckily, within these crises lie huge opportunities for growth and personal transformation. The key is to determine the nature of the worlds you’re living in. We do this naturally in such moments, and that’s why we almost always find ourselves in inquiry during a crisis.

At the end of this lesson we’ll give you some easy tools for beginning this inquiry process. But for now, just allow yourself to move deeper into the mysteries of life.

See that in even more fundamental ways than you may have first expected, the entire universe is interconnected.

This is described through the phenomenon known as entanglement. We are in constant interaction with the world. We exchange energy and information with it in every moment. Every choice we make is a powerful expression of information that we send out.

Therefore it is valuable to remember that our choices – no matter how small – have consequences not just for ourselves, but also for the world at large.
THE KINDS OF SIGNS YOU’RE LOOKING FOR...

For our purposes here, we define a ‘sign’ as any piece of sensory information that can be used to forecast approaching opportunities or challenges, as well as to identify current (or immediately impending) opportunities and challenges so you can act immediately to harness or circumvent them.

We are specifically dealing here with sensory information (what you see, hear, or otherwise physically sense with your body). In Lesson 7 we will deal with how to receive intuitive information, which will also help you identify and harness opportunities and Choice Points.

In other words, we’re focusing on how to tap into your body’s natural intelligence and it’s ways of communicating that intelligence to you.

HOW TO ACCESS YOUR BODY’S NATURAL INTELLIGENCE TO SEE THE SIGNS AND TRANSLATE THEIR MEANING...

The big secret here with seeing the signs isn’t necessarily how to see something outside of yourself with some special skill or insight. Rather the key is to notice your subtle sensory input and physical responses and identify what they mean.

Your body can actually be (and was designed to be) your closest confidant and informant.

It can tell you just about anything regarding your internal processes, such as your emotions... the energetic vibration of your thoughts (due to how your body feels when you’re thinking them)... and whether you’re grounded and in neutral awareness.

Your body can also reveal a wealth of information about the state of your external space.

In fact, once you learn how to receive its information, you’ll discover your body is talking to you all the time. And when you begin to listen to what it has to say, you wield a wisdom and power few ever discover or use in their lives.

This is the same power our Visionaries demonstrate – though many of them stumbled on this wisdom unconsciously... we’re going to teach you how to activate it intentionally!
So to get started... here are some simple steps for accessing your body's intelligence to help you see the signs:

First, know that understanding your world is a practice in *intimacy*. Knowledge is meant to be personal. Meaningful. Acted upon and engaged with.

Those who most powerfully wield the information they receive do so because they are in active relationship with that information. They understand that through their own insights and actions they are constantly interacting with and engaging with the world around them.

I know that we are mostly trained to reduce intimacy to within the realm of romantic relationships, but consider this:

The definition for intimacy is “a close association with or detailed knowledge or deep understanding of a place, subject, period of history, etc.”

Quite literally intimacy means to have a deep understanding of your world or a particular piece of it. Intimacy is also connected with other potent expressions like vulnerability... genuine connection... honesty... and things that can reach right in and capture your heart.

What might it mean for you if you began to relate to information you receive in ways that express or allow vulnerability? Or in ways that inspire genuine connection and honesty? How might it help you catch and act upon signs in your world if you engaged that world everyday with the intent to interact with the information you receive... rather than just passively storing it for later use?

**Technique For Developing Intimate Relationship to Your World**

Okay, we try to keep most of our techniques and exercises fun, but this one might stretch you a little outside your comfort zone...

(But hey, the reason most people miss signs is because they’re in their comfort zone on auto-pilot and not paying attention!)

You know those days where you receive feedback or criticism or some kind of bad news/result that just completely deflates you? Yeah, these moments are never fun. However you can turn such moments into enormous activation opportunities with this single technique. In fact you’ll be surprised how often you’ll begin using its various elements in all your decision-making and information gathering. It’s that powerful.
Here’s what you do:

The next time you receive bad news, criticism or any kind of feedback that upsets, disappoints or angers you – particularly if that feedback seems to mean you’re not worthy of the life you want or the people you love – I want you to...

a) Take a moment to breathe, and be mindful to take your body out of any sense of panic or overwhelming emotion. Make sure your breathing and heart rate have normalized and you feel seated deep in your body, rather than feeling all your awareness and energy frantically moving around your head.

b) Now write down, or speak into a digital recorder, the facts about what has happened and the information you’ve received. Try your best to stick to what happened... not what it means. For example, “Jane told me today that the project I was in charge of failed and cost the company $109,500. She’s said that the CFO wants to have a meeting with our project team next Tuesday.”

In this scenario your brain and emotional response will likely trigger you to include in the “facts” that you’re about to get fired or demoted or reprimanded in a way you wouldn’t wish on your worst enemy. But try to keep in mind here that these are the meanings you associate with them that need an outlet and deserve to be acknowledged... however it’s important to separate them out here.

c) Now, on a separate piece of paper or in a separate recording, go ahead and get out of your system an expression of your emotional response and the meaning you receive from the facts you’ve just stated. By separating these out we’re by no means reducing their significance or value.

It’s just important for making decisions and accurately processing information that we categorize what is the information being received (the facts) and what is your information in response (the meaning you associate with the facts and your emotional response to that meaning).

d) Once you have explained the facts and separated them out from their meaning and your emotional reaction to them, I want you to again take a separate piece of paper or recording and now state what useful information you can glean from the facts (and just the facts).

For instance, using the above example, you have accessed some very useful information, including:

- You have a meeting with a C-level executive on Tuesday where you have a chance to present your informed responses face-to-face, regardless of the outcome.

- The project failed. Regardless of what that means, the more important question is why? Not to point fingers, but rather to figure out solutions that you can present on Tuesday. Now you have a starting point for taking meaningful action. Research why the project failed. Understand that project’s world.

Even if it can’t change the outcome, wouldn’t you want to know? And wouldn’t you want to give your company a chance to correct the problems whether you’re there or not?

I know your emotional response to those questions might be no... and that’s okay! However this is about accessing your highest faculties for receiving information... and that requires high frequency states that are often triggered by genuinely seeking benefit for the highest good.
• The project lost a specific dollar amount: $109,500. Again, why? How can that be corrected? And what are some immediate ways you and the company can take action to recoup that loss or otherwise create that revenue?

e) Once you’ve completed your research, develop a solution plan and present it at your Tuesday meeting. And here’s the key. Be vulnerable. Accept responsibility for the part you played and acknowledge that there’s a problem and you understand the problem. Then present the solution with genuine communication that is heart-felt and personal – face-to-face between you and your CFO (and whomever else is present).

Now let’s review what you’ve accomplished with the above technique:

First, you can imagine that in light of a detailed and genuine presentation of a solution – complete with a plan of attack that clearly demonstrates a deep understanding of the problem – most companies would choose to keep you simply because you’ve shown you understand it best.

However at a higher level, you’ve activated a neutrality and also a vulnerability and intimacy that opens you up and expands you. If you go into that meeting instead trying to justify your actions, argue that it wasn’t your fault, and fight to keep your job... not only is your anxiety and anger constricting your energy... just as importantly you’re exuding a force designed to push against the force of your CFO’s judgments about the project.

As Newtonian Physics tells us, every force has an equal and opposite force. And because everything is energy your words, thoughts and positions have a force to them. This is why arguments escalate. When you push the force of your position out toward the other person, they’re forced to push equally in return to maintain their position.

When you remove that aggressive force from your positioning and instead become magnetic... when you open up, let them in and say, “I’m not going to disagree with you. You’re right. This, this and this fact did happen. We lost that much money. And let me show you, after deeply researching this, why it seems that happened, and precisely what we can do about it to not only recoup our losses but also get this project where it was supposed to be in just another 3 weeks...”

You’ve invited them in. You’ve flipped the switch on your magnetic ability to create the result you want (keep your job) by shifting this possible crisis into a powerful Choice Point. The key choice you will have made here is to understand the world of your project and to present that information with intimacy.

Also when using this example in your imagination, go ahead and run through a scenario where – instead of the above vulnerability – you go into your boss’ or client’s office to fight for your job. To assume you’re about to be fired and attempt to prove why you shouldn’t be...

Imagine that confrontation and notice how your body feels. What is it telling you? Does your heart rate go up? Do you feel tense or stressed? Perhaps as though you’re about to launch into fight or flight mode?

Now run through the above example with the presented technique and see if your body feels differently. Might it still be nervous yet feel grounded and centered because you’re coming from a place of personal power? Is your heart rate more steady... or do you feel more like you’re about to launch into a race, rather than run for your life?
This body awareness will help you determine where you’re coming from in any situation. Because the more often you can interact with your world, environment, other people and the information you receive – all from a place of grounded, neutral awareness – the better you’ll be at creating the outcomes you seek.

CONCLUSION

We’ve covered a lot in this lesson. Not all our lessons will be quite this robust. It seems that at the start of any journey there are many questions and plenty of foundational material to cover.

I recommend that as you sit with this information you engage it both in a passive state and an active state.

Passively, allow the information, images and archetypal persona of the Enquirer to stir within your conscious and unconscious mind. Allow it to awaken within you over the coming days and weeks.

Actively, also begin to experiment with the skills of the Enquirer and keep this part of yourself in your conscious awareness as you go about your day. Ask yourself how you can embody and express its skills of playfulness, perception, openness and spontaneity? Review the key techniques and tips every day or so and try to remember to use them in your day-to-day life.

As you do so, you will experience the Enquirer blossom and awaken inside of you. And (s)he will reveal to you a secret world. ;)

“You have to make the leap, and jump on at any point... because any point is better than not making the leap at all.”

Tom Denney