# Introduction

Wealth for free! How can that be? It's closer than you think. It's always there, costs no money, and can vastly enrich both your work and private life. The thing is, we're sometimes looking outside of ourselves for this wealth: we want to be seen, to be successful, to be special. We direct ourselves towards acquiring material goods or we look for enrichment in a certain lifestyle. Of course this can be satisfying. On the short term. But usually this feeling of satisfaction is only temporary, and after the thrill is gone you're back to searching again. Until you realize that the wealth you were seeking has actually been inside yourself this whole time. But how to mine this richness? Through becoming aware of ego, soul and spirit.

In our daily lives, we usually rely on one dimension: ego. We hardly use soul or spirit in our work and private lives. And this is unfortunate, because every dimension can deliver enormous value. Your ego is namely that part of yourself that you use to profile yourself, to protect and to stand up for your own interests and needs. We see soul as a deeper, more authentic layer in yourself of your uniqueness, passions and talents. Spirit we see as a dimension that can bring clarity and connection in your work, relations and far more.

Our vision is that people and organizations can create a world of authenticity and true connection by being both individually and collectively aware of ego, soul and spirit. This book offers new insights, recognizable practical situations and useful tips.

### What can you expect?

To inspire you with our vision of authenticity and true connection we offer three goals in this book:

- 1 To make you more aware of your ego, soul and spirit
- 2 To show you the impact of this knowledge on your life and work
- 3 To give you tools to work and live from your ego, soul and spirit

This book will allow you to gain insights into what these three dimensions can mean for you. You will gain tips on how you can recognize your ego, soul and spirit and how you can use them in your daily practice. Because this book deals with universal principles, it doesn't matter where you work or what you do. Whether you work in a company, with the government or a non-profit organization. Or if you're an executive, manager or professional with an organization, you have your own company, or you're looking for new opportunities. If you want to expand your horizon with new insights and enrich your life, then this book is for you.

#### About this book

As facilitators of innovative learning experiences for organizations, we discovered how becoming aware of ego, soul and spirit can get to the core of the matter. The idea of the combination of the three dimensions has come to us during a journey of discovery lasting roughly twenty years, where we've lived and breathed these insights. It has become a new way of living and working for us, as well as for many of our clients and associates. The time is ripe to share these insights via this book. Our journey of discovery ran through four phases, and you will find this development also in the book. The first two chapters we take you on a journey to the tropics, where you will discover how ego, soul and spirit are present in you. You also discover how to become more aware of yourself, so that you can make more effective use of the power of ego, soul and spirit.

### The power and pitfall of ego

In the third chapter you will become acquainted with the power of ego, how you can recognize your ego if you've gone off the rails, and how you can deal with this more effectively? Ego was our first focus during our voyage of discovery - the first phase. We first examined closely the question of how ego works and how can you deal with ego in a healthy way. We discovered that you need your ego, for example, in order to address issues and to shape them, to stand up for yourself or to protect yourself in difficult situations. We also discovered how you can tap into the latent qualities of your ego. The only thing is, if ego becomes dominant, it can block your development. Without noticing it you're always driven to perform, running around like crazy or feeling insecure wondering if you're doing things well or if you're good enough. Maybe you think: my ego is, after all, who I am? That is

actually the question. If you live and work only from your ego, you have no knowledge of the other dimensions that are hidden inside you.

#### Authenticity of the soul

So what else is in you? This question brought us to the second phase. This is based on questions such as: how about uniqueness, purity, passion, inspiration and enthusiasm? Isn't there beyond your ego also a deeper layer that has influence on your life? Yes! There is a deeper, more original layer in all of us, that which we call soul. If you work and live more often from this layer, you are doing more of what inspires you or what you're naturally good at. Your talents, enthusiasm and pleasure all get more room to develop. In the fourth chapter you read how you can recognize your soul and how you can make more room for it in your own life.

## Clarity and connection through spirit

Is there perhaps still more than ego and soul? This question led us to the third phase. As valuable as your ego and soul are, you can't only focus on yourself. It can't only be all about you, can it? Before you know it, you've become a sort of 'Me, Inc' that must be strengthened, inspired or maintained. In this way you can miss the connection with others, experience dissatisfaction or feel yourself cut off from the world around you. This brings us to the influence of the third dimension that we call spirit. From spirit you experience that you're more than only your ego and your soul. If this dimension is given more room to develop, you can see very clearly what's going on in your life and how you can most effectively deal with it. You see new possibilities for connecting in the constantly changing world around you. In the fifth chapter you see what we mean by spirit, how you can recognize spirit in yourself, and how to take advantage of it.

#### Three dimensions at work

The journey of discovery to insights went further and brought us to the fourth phase. If you can find every dimension (ego, soul and spirit) inside of you, all three can enrich you. Then all your behaviors and choices are not influenced by only one independent dimension, but by a combination of the three. Every dimension is present in varying degrees at any particular moment. Sometimes your ego is in the forefront and your soul in the background, whereby inspiration and dedication

#### Wealth for free!

play a lesser role in your work. If spirit comes forward, you suddenly see crystal clear how your ego has brought you to a particular situation. In addition to a healthy dose of ego there is also room for inspiration and connection with yourself and with others.

In chapters six and seven you see what impact the three dimensions have on your style of communication, your leadership or your view of happiness, to name a few aspects. You also see how you can use all three dimensions in your daily work and how to make a transition to a well-balanced ego with more soul and spirit. Finally, you discover how a group of people and organizations can contribute to a transition from a me-orientation to a we-oriented world.

#### What makes this book different?

This book gives a renewed vision of awareness of people and awareness in organizations. The insights differentiate themselves because they can enrich not only your work and private life, but also strengthen the connection with others and your environment. In comparison to many other books that cover areas of awareness and development in organizations, this book brings you further than just looking at your individual competencies, skills and behavior. It zooms in on the driving forces that determine both your work and private life, namely your ego, your soul and spirit. This book is distinct from other books, because it shows the influence of the combination of ego and soul and spirit and makes clear the powerful interaction between the three dimensions. We've named this insight Ego-Soul-Spirit-triad ©Circumference, and we've translated these ideas into daily practice. By using recognizable situations you see how you can practically apply our insights in your own life and work. You develop your potential more, you become more effective in your work and much more. We wish you an adventurous journey through this book. We hope that your work and private life are enriched and that you're able to inspire others as well.

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