

# IMPACT

## MODULE 1
## GROUNDING & CONNECTING THE DOTS

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innerverse GLOBAL ACADEMY

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# OVERVIEW

## Welcome to Module 1 of IMPACT

In Module 1: GROUNDING & CONNECTING THE DOTS, I share the grounding at the heart of my work and how it helps in business.

Over the last 13+ years, pointing business clients to who they are beyond their conditioned mind, their pasts, their achievements or their personalities has led to some of the most fulfilling work of my career.

When clients SEE the connection between their inner world and their work in the world, they experience transformative shifts. When they have an understanding of the mind and their essential core nature, it empowers them to approach their leadership and business with enhanced clarity, creativity, presence, and well-being.

There is no place where this understanding cannot help or benefit.

Our ability to bridge the profound and practical allows us to guide leaders and their organizations toward higher-quality outcomes while experiencing more ease, well-being, and connection.

As you engage with this module, see what it inspires in you. When you see with insight, you will naturally be able to carry this into your work with others.

I'm so glad you're here. I look forward to hearing from you along the way.



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# GROUNDING

## WHAT WE SHARE

In this section, you will hear what I consider to be the foundational understanding that helps our clients.

Ultimately, how I share and what I say to clients is shaped by the moment and what organically arises. As we'll discuss throughout the training, sharing what is embodied is us, always has more impact.

- ### Our Inner Climate

We experience the world inside out. That moment-to-moment internal experience shapes how we show up, what we see, and how we respond. The relationship between what's happening inside informs and shapes outcomes. When we help clients see this connection, they can pull the right lever. Rather than trying to fix all the external circumstances, they start within first and from there experience high-quality outcomes.

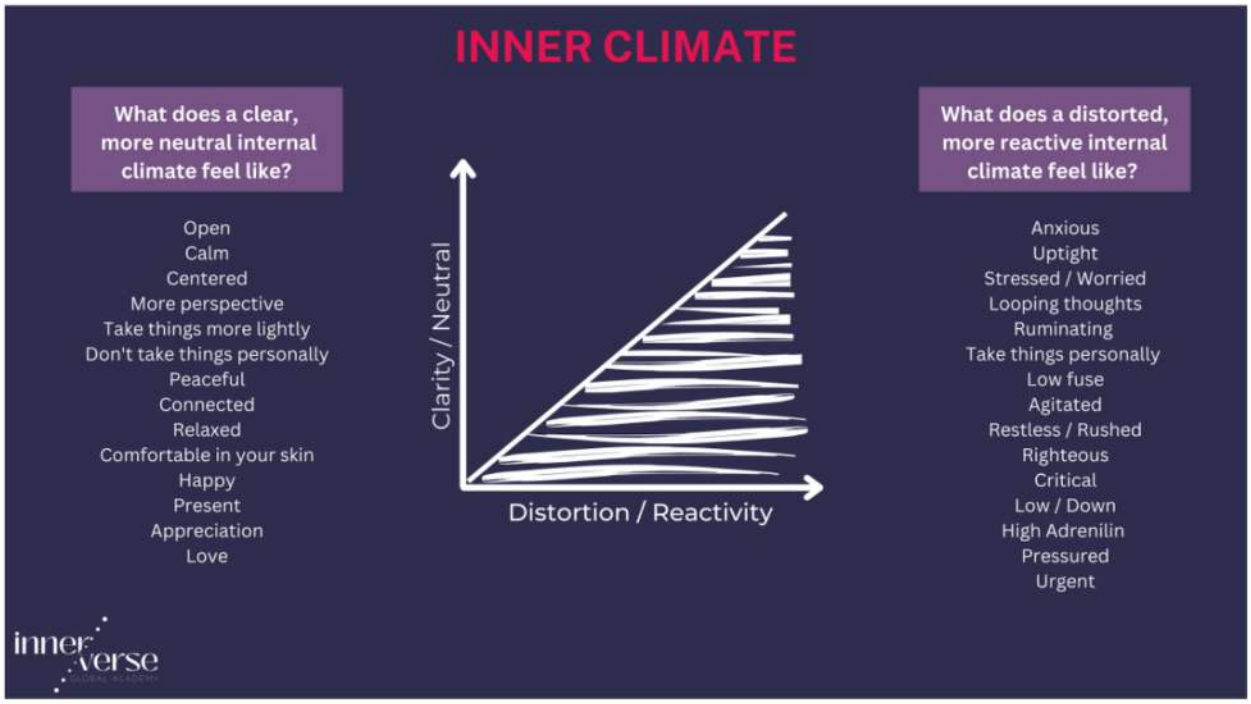
- ### What Creates Our Inner Climate?

Thinking + Feelings = Our Internal Experience. Helping clients get a feel for their clarity of mind or their levels of reactivity gives them more agility. They find their bearings. They can learn when they are leaning into thought or getting more present. When they understand the nature of thoughts and feelings, they have a different relationship with them. This is where freedom lies.

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# GROUNDING

## WHAT WE SHARE



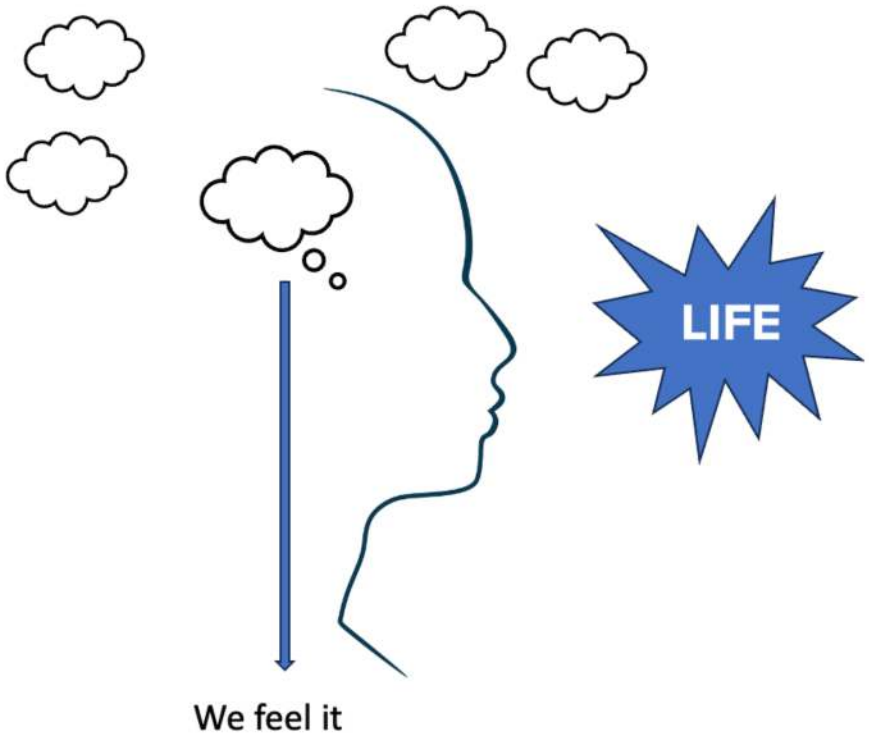

- Your inner climate is shaping your experience
- Your inner climate is shaping what you see and how you respond
- Managing your internal state – your inner climate – allows you to bring your best self to any situation.
- Your inner climate is influencing the climate of the exchange

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# GROUNDING

## WHAT WE SHARE

**Thoughts + Feelings = Inner Experience → Behaviors**




- We are experiencing life inside out.
- We are experiencing what we're thinking about
- Thought and feelings come together to create our inner experience
- Life happens, and then we have thinking about what happens
- We can have any thought about any situation at any time, and it will influence our perception and our responses
- We have the innate potential for new thought, fresh perspective, and insight – these shifts alter our awareness and give us new possibilities in our responsiveness and approaches to life and each other

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# GROUNDING

## WHAT WE SHARE

- ### The Innate Capacities of the Mind

  What is the nature of thought? How does understanding this help? When we see the fluid nature of thought, what does that do for us? The mind is designed to clear, to problem-solve, and for imagination. Left to its own devices a mind clears. When we appreciate these and other innate capacities, we stop interfering and creating more noise. We realize that we can get in over our heads, that we do well in the unknown, and can let go of the grip of thought.

  How has seeing and understanding the innate capacities of the mind served you in your work and life? How would you speak to this?

- ### The Innate Capacities of Our Deeper Nature

  Do you know who you are? Do our clients know who they are beyond their past, personality, strengths, weaknesses, education, etc. When they begin to see that there is something else at play for them, they let go of believing it's all up to their will, determination, or control. We all come to our work with this essential core nature, and it has innate capacities that allow us to transform and rise to the occasion. This animating life force animates us and is the source of creativity, new insight, and deep connection.

  How has seeing and understanding the innate capacities of your deeper nature served you in your work and life? How would you speak to this?

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# CONNECTING THE DOTS

## BUSINESS IMPLICATIONS

**How does an understanding of the mind and our essential nature help with...**

- **Leadership Presence**
  - Distinguish between focusing on thought or dropping into presence
  - When we are in a free, present, open mind, we are better listeners, we connect more powerfully, and we respond with more insight and wisdom.

- **Communication & Feedback**
  - Rapport, connection and listening are all amplified or derailed by our inner climate
  - Navigating difficult communication is enhanced when we see our inner climate and know how to adjust and where to go to find our bearings in a conversation
  - We can give constructive, honest feedback from a place of neutrality

- **Sales**
  - Trust is essential in sales. When salespeople show up present, less attached to the outcome, and focused on listening to understand, they build strong relationships and hear what's important to the potential clients.

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# CONNECTING THE DOTS

## BUSINESS IMPLICATIONS

**How does an understanding of the mind and our essential nature help with ...**

- **Team Dynamics**
  - When team members let go of the assumptions they have about each other, they are able to listen and draw out the best in each other
  - Seeing where the quality of a conversation or a meeting is headed, helps redirect when needed
  - Creating synergy and openness, and collaboration versus being guarded or competitive allows for new innovation and creativity to emerge

- **Productivity & Decision Making**
  - Stress, pressure, and the feeling that something is at stake compromise our thinking and the quality of our work.
  - Stress and pressure lead to mistakes
  - When we enter into our work in a freer, more present mind, we tap into natural states of flow.

- **Innovation & Problem Solving**
  - We are designed for creativity and fresh thinking.
  - When we understand the mind and our innate nature, we allow the creative potential of our mind to serve us
  - When we take things off our minds, we create the internal space for a fresh insight or fresh perspective

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# CONNECTING THE DOTS

## BUSINESS IMPLICATIONS

**How does an understanding of the mind and our essential nature help with ...**

- **Resilience & Wellbeing**
  - Resilience and well-being are available at any time in any situation.
  - It is not dependent on circumstances.
  - When we know where to look, we can find our peace of mind
  - Resilience is innate. We naturally bounce back.

- **Change**
  - We are made to be agile. We adapt naturally.
  - We can handle hard things
  - When we realize we are ok no matter, we learn to thrive in uncertainty.
  - We know where to find our bearings.

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# MODULE 1

## PROMPTS & STARTERS

- **Connect the Dots for Yourself**

  What occurs to you? How would you say it or share it?

| BUSINESS ISSUE | LINK TO UNDERSTANDING |
|---|---|
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# NOTES

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