



Create a World That Works

Tools for Personal and Global Transformation

by

Alan Seale

Acknowledgments, Foreword,
Introduction and Chapter 1

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To be present is an act of creation.

*Your presence—
how you show up to life—
no matter how powerful or subtle,
impacts what happens in your world,
just because you are there.*

*How do you choose to show up?
How do you choose to engage with the world?
How do you choose to make a difference?
How will you help create a world that works?*

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Acknowledgments

Each of my books has brought its own process of creation and discovery, learning and development, and has been a gift to me in its own way. Yet somehow this book feels different. It feels as though I had to take the journey with all of the others in order to be able to write this one. And so first, I am grateful for this extraordinary journey of life. Not a day goes by that I don't learn something new, understand something more deeply, or experience being touched by life's richness.

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Finally, to you who read this book and embody its principles, thank you for all you are and all you do to create a world that works.

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Foreword

by Cheryl Dorsey, President, Echoing Green

“What would you attempt to do if you knew you could not fail?” That’s not only the question that I pose to myself, but it’s also the Robert Schuller quote that adorns my office wall as graffiti art and the sleek silver paper weight on my kitchen table. It’s my internal monologue that prepares me for each day and challenges me for every tomorrow. It has been that persistent whisper that escalated to a scream until I was finally prepared to listen.

There is a unique path laid out for each of us, yet it is not certain that we will complete nor even begin this journey of self-understanding and fulfillment. My particular road map laid out three important lessons that took many years to explore and embrace. And I think they may be of some use to the readers of this important book. First, *you* are enough. And not only are you enough, you are an abundance if you have the courage to embrace your unique gifts and talents and are not afraid to unleash them on the world. Second, failure is not a dirty word, a socially unacceptable outcome that has to be talked about in hushed tones. Reaching for something that seems so improbable, and may be, but means everything to you, is the very definition of opportunity and even the lifeblood of great social change movements. Finally, failure is ultimately nothing more than a state of mind—your state of mind. It’s so easy to fall prey to doubts and fears. By building a community around you that will love you, stand for you and be your fiercest champion, you will find opportunity in every two steps forward and one step back.

Each of us has a threshold, a turning point when the way we are living doesn’t work anymore. The ultimate choice then becomes do you continue with the way things are or do you change. For me, this shift happened when overwhelming loss forced me to redefine my relationship to the world. For Alan Seale, during a lovely afternoon in France, he truly embraced his soul’s call to once and for all claim and live his own powerful magnificence, wisdom, and awareness as never before. On this expedition, at that moment of obligation, there can be no turning back, no more gap between what you know and how you live.

With every fiber of my being, I believe that our core identity—who we truly are and what we are meant to do in this world—is as intrinsic as our DNA. Yet for most of us, our very reason for being remains as invisible to us as those molecular building blocks

because of self-imposed limitations, societal expectations, and just the relentless stuff of life. But it's there. It is etched in our soul and it is ultimately our job to figure out what it is.

Create a World That Works: Tools for Personal and Global Transformation is your travel guide in becoming a Transformational Presence—someone who lives in an attitude of discovery, accesses potential, and learns from the future. In the subsequent pages, Alan makes real three big concepts—the Four Levels of Engagement, the Vertical and Horizontal Planes of Awareness, and the Potential-Based Approach. Through exploration of and inquiry into transformational presence, you will be able to implement these models of deep consciousness.

For most of the past two decades, I have had the great privilege of working with and learning from some of the world's most impactful social change agents. These social entrepreneurs are pioneers of innovations that benefit humanity, pragmatic visionaries with innovative solutions to society's most intractable problems. They matter to all of us, in part, because of their narrative power, the importance of their public example as societal catalysts. Historian Doris Kearns Goodwin once noted that it is the magic of leadership that allows a leader's example to reach down to people's self-definition and change it. Bottom line—these individuals walk the walk of transformational presence. They embody and personify the power of individuals to get involved and make a difference.

In watching closely how these societal change agents walk through the world, I am fascinated how aligned their make-up and actions are with Alan Seale's transformational framework. Whether they are tackling gender inequality in the largest slum in Africa, leveraging the capital markets to promote business opportunities for poor shopkeepers in Latin America, or confronting the achievement gap in America's classrooms, these visionaries exhibit a worldview, a sense of purpose, a focus on impact and power source that propels them each day to ever greater levels of awareness and action. They answer through their very being the questions infused throughout *Create A World*: How do you choose to show up? What is my relationship to change? What if?

As you begin your process of transformation, please remember that while not common, transformation is ubiquitous. It happens throughout the universe in beautiful and profound ways. One of my favorite examples is courtesy of biologist Elisabet Sahtouris. Dr. Sahtouris studied the metamorphosis of a caterpillar into a butterfly. In metamorphosis, small cells called imaginal discs begin to appear in the body of the caterpillar. Since they're not recognized by the caterpillar's immune system, they are

immediately wiped out. But as they grow in number and begin to link up, they ultimately overwhelm the caterpillar's immune system. Its body then goes into meltdown and the imaginal discs build the butterfly from the spent materials of the caterpillar. This process is a natural articulation of what is possible when we let go of what no longer serves us and once and for all embrace our emerging potential.

Our future and world demand no less. For as truly global citizens settling into the twenty-first century, we now find ourselves living and operating in turbulent and challenging yet interesting times. Old models of consumption, allocation and expenditure no longer pass muster. New sustainable models for living are sorely needed; fortunately, social entrepreneurs, and other visionary leaders are in the vanguard of this new way of being. As Alan Seale rightly points out, the future belongs to those who are creative, innovative, and original. He is speaking to you and inviting you into a sacred space. I'm so happy that you have accepted his invitation and committed yourself to this process of exploration and engagement. Shift happens, because you make it so.

Cheryl L. Dorsey
President, Echoing Green

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Introduction

Creating A Context

Instead of looking for heroic leaders to save us, each of us needs to be a hero or heroine. The call today asks for courageous and authentic people to connect with one another, to convene others, and...to bring form to the creative potential of the times in which we live.

—Tom Heuerman, PhD, Leadership Consultant

We live in a time that calls us to claim responsibility for our lives and the creation of our world in ways never witnessed before. If we are to thrive as a human race, we must chart a new course. We must seriously consider what it would take to create a world that works. What would that world look like? How would life in that world be different? If we are the bridge between all that has been in human history and all that is yet to be created, what kind of bridge are we?

Few would argue that these times are tumultuous. Yet these times can also be transformational. Everything that we are, do, create, and think influences our present and future. How we approach our current circumstances—whether we focus on solving problems or creating a new world, whether we give energy to old paradigms or live in emerging potential—will determine what we create going forward. The choices and decisions are ours to make. The future is ours to create.

Those of us called to make a difference must be clear and intentional about how we “show up” to life. Regardless of whether we feel called to make a difference locally or globally, these times demand that we know and understand the power of authentic personal presence, understand life as energy in motion, and embody a personal presence that calls forth transformation in both ourselves and in the world around us. Indeed, our presence itself must become transformational.

Being a **Transformational Presence** means that we live in an attitude of discovery, access potential, learn from the future, and close the gaps between what we know and how we live. Transformational Presence is rooted in expanding conscious awareness and inviting others into that space simply by being who we are. It is a way of living, leading, and serving that is built on cocreation and enlightened action. My purpose in writing this book is to offer first practical tools for developing Transformational Presence and, second, tools for envisioning and creating a world that works. These

tools and concepts are not yet in the mainstream consciousness, but they are emerging on the periphery. They just need stewards to help them cross the bridge from concept to form.

Transformational Presence work means developing our greatest potential and the vast potential in everyone with whom we work. That development begins by tapping into soul—the human soul, the souls of our communities and nations, the souls of our businesses and governments, the soul of the earth itself, and even the soul of the universe. Transformational Presence calls us to get in touch with the authentic essence of life—an evolutionary intelligence, if you will—and let it guide us. Transformational Presence work starts with paying attention to the callings of our souls and the emerging potential in our world and having the courage to respond.

The word *soul* is showing up everywhere now—in advertising and branding, in literature, in numerous and diverse spiritual contexts. Its proliferation in our mainstream vocabulary reflects a huge spiritual hunger on every level of our society, a yearning for meaning and a connection with something bigger than ourselves. However, our culture hasn't been willing to fully address that yearning. Instead, it prefers buying its spirituality ready-made, adopting the latest fad, or taking a crash course in enlightenment. This desire for quick-and-easy spirituality is also evident in the rise of fundamentalist religious and/or spiritual beliefs that tell followers exactly what to do, think, and believe so that individuals don't have to sort things out for themselves.

Neither the spiritual fast food of popular culture nor the force-fed fundamentalist ideology (in any guise) is truly nourishing and empowering for individuals or the overall culture. In fact, both create a culture that does not think, feel deeply, or engage from the soul. Spiritual fast food engages and soothes the ego by letting it *think* it is doing something soulful. Fundamentalist beliefs at either end of the conservative-liberal spectrum engage our fear and judgment; dictate hard, fast, and inflexible “truths”; and leave no room for another opinion. Both keep us distanced from any true sense of responsibility for the creation of our world and from finding a centerpoint that can truly serve a greater good.

What we need is *sustainable* soul food that nourishes and supports us at every level of our lives. We need people who live and lead from the soul, as well as from a sense of presence and grounding within the greater whole. We need people who are skilled at seeing both the big-picture view and the close-up detail at the same time. We need people who are willing to commit to visions and creations that may not, in fact, be

fully realized in their lifetimes. We need people who are able to transcend the boundaries of personal, political, religious, and philosophical belief systems to find the places where we all can agree to meet. We need people who understand the power of Transformational Presence and are committed to developing their own Transformational Presence to its greatest potential.

It is time for each of us to claim our individual responsibility for the realities of our present and the unfolding course of our future. Some will lead their lives quietly and unnoticed, yet will still impact their community, region, and world with their choices and presence. Others will stand in front of the public by leading businesses, holding government offices, or becoming leaders of movements. No matter where we live and work, we have an unprecedented opportunity to participate in the evolution and advancement of our global civilization. Through leadership and service at whatever level, we can help people tap into the greatest potential of themselves, their companies, their families, their countries, and the world, and live that potential for the greater good of all. Transformational Presence work is another next step in the evolution of leadership and service.

In his book *Synchronicity*, Joseph Jaworski wrote:

True leadership is about creating a domain in which we continually learn and become more capable of participating in our unfolding future. A true leader thus sets the stage on which predictable miracles, synchronistic in nature, can—and do—occur.

The capacity to discover and participate in our unfolding future has more to do with our being—our total orientation of character and consciousness—than what we do. Leadership is about creating, day by day, a domain in which we and those around us continually deepen our understanding of reality and are able to participate in shaping the future. This, then, is the deeper territory of leadership—collectively “listening” to what is wanting to emerge in the world, and then having the courage to do what is required. (p. 182)

Jaworski is speaking of leadership as cocreation with potential. Transformational Presence invites us to discover new levels and practices of cocreation. In the past, we might have thought of cocreation as a creative process between two or more people. Yet these times invite us to expand our concept of cocreation to include partnering with an idea or a potential to create something new. Everything that comes to us—whether it is a feeling, a comment, a circumstance, a challenge, or an outcome—is an opportunity for cocreation. Everything, whether or not we thought we wanted it, offers an opportunity

to choose what we wish to create. Therefore, our first questions in any situation or circumstance must be, “What is the opportunity here? How can I accept this opportunity and work/play/create with it rather than resist it?”

One of the rules of improvisation, in theater or music, is that all participants must accept everything that is given to them from their fellow actors or musicians and continue to create from there. If one of the players refuses what is given to her, the whole performance becomes awkward and disjointed, and it is at risk of completely falling apart. In a similar way, martial arts use this principle. As your opponent comes at you in attack, you accept his or her energy and transform it through your body into personal strength and power.

When we adopt the same rules for life, we become empowered by everything that happens around us. We take whatever comes and work with it. It’s not about liking or disliking or passing judgment on what comes to you. It’s about being completely neutral to whatever comes and accepting it as a starting point from which to create, transform, and discover. When you embrace rather than push away, you can transform the energy of the situation. From there, you can usually find a way to move forward. However, if you refuse or form quick judgments on what comes, you are likely to miss the opportunities.

The fundamental principle of the universe is that everything is made up of vibrating energy. Energy cannot be created or destroyed—it can only be transformed. Cocreation is all about partnering with the energy and potential that is present and choosing how you wish to work with it—either in its present state or by transforming it to something else. This expanded understanding of cocreation is essential for transformational leadership and service. And it is essential for creating a world that works.

From where we stand today as a global civilization, creating a world that works is without doubt a complex and complicated undertaking. Even coming up with a picture of what that world would look like in the most basic and practical terms can be challenging. However, several characteristics come to mind as a place to start. First, when I speak of a world that works, I do not mean to imply a perfect world. Our civilization is made up of billions of individuals, each of whom is on their own learning path. At times on that path, the learning curve gets pretty steep, both for individuals and for the collective. In a world that works, we acknowledge the challenges that come with learning, growth, and development and stand committed to working *with* one another instead of against one

another.

To that end, in a world that works, people talk with one another, and perhaps even more importantly, they listen to one another. There is open communication between cultures, governments, and businesses. There is a willingness to hear and consider different ideas, approaches, value systems, and ways of thinking, and there is an understanding that no one has the whole truth. It takes the perspectives of everyone involved in a particular issue to be able to see the entire picture. In those dialogues, sometimes it is easy to find the common goal and a path that everyone can agree on. At other times there is disagreement and conflict. The many cultures of the world hold vastly different value structures and are in different places in their own evolution. Therefore, each culture is learning different lessons and working out different issues at different times.

In a world that works, there is a common understanding that everything is connected and that, therefore, everything impacts everything else. The well-being of one is ultimately dependent on the well-being of all. Therefore, there is a shared commitment to finding the path forward where everyone is served, where everyone gets something, where no choices or decisions are made at the expense of others.

In a world that works, people are willing to feel as well as think. They are willing to feel both pain and joy in themselves and others. They take personal, business, and government integrity seriously and accept responsibility for all choices and actions, both those that turned out well and those that they regret. They are willing to recognize which choices and actions served a greater good and which ones served only a select few, and respond differently going forward with choices that will serve every stakeholder.

In a world that works, there is also a common understanding that everything will not change overnight. In fact, some things may take many years, even many generations, to be accomplished. Consider the beautiful cathedrals of Europe or many of the ancient sacred temples and sanctuaries of the world. Many of them took more than a hundred years to build. Those who were a part of the project at the beginning of construction had no expectation of seeing the completed building. The many artisans and craftsmen just focused on doing their part in the creation of something much larger—a project that would be ongoing for many years to come. They took great pride in their work and in their contribution to the realization of a bigger vision. In a world that works, it is understood that some projects will be completed within months or a few years while others will take much longer. People live in service of a greater good and a

longer vision than might be realized in their individual lifetimes. In a world that works, “cathedral building” is considered part of the natural flow of creation and evolution within our human civilization.

These few characteristics of a world that works are only a beginning. As you read on, I invite you to start creating your own vision of a world that works, and watch it evolve as you read this book and experience its concepts and principles.

My aim throughout all my work has always been to integrate theory and practice, placing greater emphasis on the practice. The same is true for this book. My intention is to present just enough theory to ground the principles and concepts and then move into personal experience, understanding, and practical daily application in leadership and service. You will find “Inquiries” and “Explorations” in each chapter to help you delve deeper into the meaning of these concepts and tools for yourself. The Inquiries offer questions to help you more fully understand the relationship of a concept or principle to your daily life and work. The Explorations are experiential exercises to deepen your understanding and increase your ability to work with the concepts and tools. I encourage you to take time for these Inquiries and Explorations. They are the bridges between understanding an idea and transformative action. You can also find audio versions of these Explorations at www.transformationalpresence.org.

Let’s talk a little more about the comprehension and integration of big concepts. Yasuhiko Genku Kimura, author of *Think Kosmically, Act Globally*, wrote:

Thinking for most people is *information-shuffling*. When they say they are thinking, they are in fact shuffling information. True thinking is not shuffling information. The Japanese word for “to think” is “kamgaeru,” which etymologically means “to return to the realm of God.” The English word “to think” etymologically means “to make something appear” or “to create.” To think thus etymologically means “to create by returning to the realm of God.” Taking it a step further, to *think* means to *create in accord with the kosmic*. To create in accord with the kosmic means to bring forth new identities (concepts and ideas) by discovering new causative patterns through the unfolding of the knowledge of kosmic law or pattern integrity.” (p. 6)

Kimura invites us to take “thinking” beyond intellectual process—to return to the realm of the larger intuitive mind. Intellect is just one small part of your much more expansive intuitive mind. However, it is through the intellect that concepts are applied to daily living. The phrase “you need to get out of your head” implies that you should stop thinking with the intellect, yet doing so undermines the process of understanding and integrating new concepts into your life. Therefore, I invite you to *expand beyond* the

intellect, not leave it behind. I invite you to think intuitively. Your intellect can then still be very present within your newly expanded awareness as the connection between that awareness and your daily life.

This intuitive thinking is a sharp contrast to how we are conditioned to approach life; our Western educational processes teach us to engage the intellectual mind and give little attention to the intuitive mind. However, engaging the intuitive mind is an essential part of transformational leadership and service. So I encourage you to allow your entry point for this book to be through your intuitive mind, and then let this larger mind engage the intellect where appropriate. Chapters 5 through 10 will help you become more comfortable and facile with your intuitive mind.

I also invite you—and, in turn, those you serve—to take intuitive thinking a step further by consciously expanding beyond who you know yourself to be, the knowledge and understanding you have, and the structures that create and support your life. Again, I didn't say to toss them out! Simply expand beyond your present relationship to them. The future belongs to those who are creative, innovative, and original, and at the same time have the ability to walk away from their creations when they become obsolete, forging ahead into the next new creation. Expand beyond what you have created and what you have been taught. Staying within the boundaries of present understanding limits the potential of your experience. As you expand, who you are, what you know, and the structures that support you will all remain in place. The difference is that by expanding beyond intellect, you can let go of your hold on, dependence on, or attachment to those identities and structures so that you are free to grow into a new way of living. As you grow, you will also attract new structures that support your new awareness and understanding.

Finally, I invite you to become a coexplorer of these ideas and concepts with me. I don't consider myself to be the creator of this material, but a steward for it. I've been lucky enough to become aware of this evolutionary movement that is sweeping the globe, and invite some of it to "sweep" through me. You can do the same. So let these pages be part teacher, part cocreator, part mentor, part catalyst—whatever they may be in any particular moment. The result can be much greater clarity and understanding for you and those you serve about how to envision and create a world that works.

And so we begin.

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Chapter 1

The Anatomy of Transformational Presence

The way of the Creative works through change and transformation, so that each thing receives its true nature and destiny and comes into permanent accord with the Great Harmony; this is what furthers and what perseveres.

—Alexander Pope, English poet

Presence is the energy essence that you radiate or emanate, either as an individual or a collective, simply by being who you are. Presence is made up of who you are at your essence plus your thoughts, beliefs, attitudes, intentions, and behaviors. It is how you show up in the world, the energetic space that your being creates, and the energy that you bring to challenges, opportunities, dreams, and visions.

Transformation is a shift from one state of being to another. It happens at the vibrational or quantum level. Therefore, transformation occurs fundamentally as a result of a shift in vibrational frequency. In an individual, transformation means the whole of his or her being and consciousness shifts to vibrate at a new frequency. In the same way, organizational or societal transformation means that the whole of the organization or society—its members, culture, beliefs, and practices—is now sourced from a different vibrational frequency.

Any sustainable difference in our world is rooted in transformation of some kind—transformation of being, understanding, and, ultimately, of practice. Transformational leadership and service involves creating the energetic space that supports vibrational shifts in being and consciousness, ultimately leading to significant shifts in practices, choices, decisions, and actions. When positive transformation occurs, whether for an individual, organization, or society, their presence—how they show up in the world—becomes more powerful and impactful in some way.

Transformational Presence is a result of a state of being in which you live, work, and engage in life from a place of profound alignment—alignment between your soul, its mission or reason for being, greater Consciousness, and the greater potential waiting to emerge in any moment—and of a dynamic balance between power and love. Martin Luther King, quoted in James Washington's *A Testament of Hope: The Essential Writings of Martin Luther King, Jr.*, articulated this balance:

Personal power, properly understood, is nothing but the ability to achieve purpose . . . There is nothing wrong with power if power is used correctly . . . One of the great problems of history is that the concepts of love and power have usually been contrasted as opposites—polar opposites—so that love is identified with resignation of power, and power with denial of love. . . . What is needed is a realization that power without love is reckless and abusive, and love without power is sentimental and anemic. (246-47)

When this alignment and balance are in place, you become an embodiment of evolutionary intelligence in action. You emanate an authentically powerful presence that creates an energetic space in which transformation is likely to occur. This presence opens the door to the greater potential waiting to emerge in any moment, situation, or circumstance and to becoming a steward for that potential to manifest. The more authentic and dynamic an individual or organization's presence, the more effectively that individual or organization serves the positive transformation and evolution of our world.

Transformational Presence is a result of a profound sense of oneness with Consciousness. By Consciousness I mean the matrix of energy that is the creative and sustaining force of all that is. You could also call it God, Spirit, Intelligence, Great Mystery, the Force, or some other term. I use the word *Consciousness* in this book because of its universal nature. Please substitute whatever term works best for you. I also make the distinction between *Consciousness* and *consciousness*, capitalized and not. By *Consciousness* I mean the creative and sustaining force of all; I use *consciousness* to refer to the awareness and fundamental state of being of a group, organization, or culture.

A profound sense of oneness with Consciousness does not mean that we as individuals *are* the greater Consciousness, but rather that we are held within it and are human manifestations of *aspects of* that greater Consciousness. We contain within us *the essence* of greater Consciousness. Our presence becomes transformational as we grow in understanding of how Consciousness works (at least as much as is possible), as we align our lives with our soul essence, and as we enter into dynamic, cocreative partnership with the evolutionary intelligence, propelling us forward as a human civilization in a more than human world.

When you show up to life, leadership, and service as an embodiment of Transformational Presence, you can be much more effective in facilitating quantum shifts within those around you and those you serve. As a result, *they* begin showing up in the world in more effective, productive, inspiring, and empowering ways. Through

helping those you serve understand how they made those shifts and how life works as energy in motion, as well as helping them learn to partner with potential, you empower them to impact *their* worlds in profound ways.

No one can make these shifts happen in us, nor can we make them happen in anyone else. Each person must ultimately do that for him- or herself by being fully present to the moment and its potential and allowing shifts to occur. However, embodying Transformational Presence creates and holds the optimal space for transformation in others and in circumstances to happen. A part of what makes one's presence transformational is holding clear and focused intention and creating the optimal conditions for another's greatness to come through. Transformational Presence means being in an open, creative, and intuitively perceptive space that inspires the right questions and opens the right doors that will allow those you serve to experience and embrace the shifts that are ready to occur. Transformational Presence means holding a space for discovery, opening wide the doors and windows of the mind and spirit for ever-expanding awareness and understanding, ever-deepening knowledge and wisdom. This discovery can ultimately lead to more productive and sustainable actions and outcomes. From inner transformation comes sustainable outer changes of circumstances and ways of living and working. As we call forth the greatness in others and support their personal transformation, they, in turn, learn to do the same for those in their sphere of influence.

While leadership and service certainly can include helping others with the mechanics of how things are done, with best practices, and with specific job-related skills, the primary focus of this book is to help you become a more authentic and powerful presence in all that you do. Through this presence, you are then able to support those you serve in achieving deeper self-discovery, recognizing who they are at their essence, and making clear choices about how they choose to show up in presence and action in the many aspects of their lives. You are able to support them in developing *their* Transformational Presence, understanding their role in creating a world that works, and implementing plans of action. My intention is to give you a greater understanding of how life works as energy in motion and to help you discover how to partner with energy and potential for accelerated and often extraordinary results. As you integrate that knowledge and understanding in your life and work to the point where it becomes the way you live—your default approach to thinking, perceiving, making decisions, and taking action—you begin to emanate Transformational Presence.

The concepts of Transformational Presence can serve as a foundation for all

forms of leadership and service—indeed, for anyone committed to making a difference in their world. Making a difference begins with calling forth the human spirit. It is through the human spirit that the breath of Consciousness moves through each of us. Within this fundamental context, we explore goals, challenges, visions, and dreams with those we serve, regardless of whether we are working in organizations, business, government, or personal development.

Transformational work includes helping people and organizations understand that they have choices in how they meet the world every day—choices about who they are and who they will be; choice about how they will respond to situations, challenges, opportunities, and circumstances; choice about the decisions they make, actions they take, and kinds of relationships they engage in. We help them discover, on a multitude of levels, that while they may not be able to change their circumstances right away, they *can* choose who they will be in relation to those circumstances. And they can make choices and move into action in proactive ways to support the transformational shifts that are trying to happen.

Helping people and organizations understand that they have choices about everything, even when they think they don't, is one of the most important gifts that we can give to the world. From there, we can help them tap into the essence of their being, their soul, and support them in making choices and decisions that not only move them forward, but also contribute to forward movement of a greater good. Every choice, thought, decision, action, and opinion instantly impacts our present-day mass consciousness and contributes to the shaping of the consciousness into which future generations will be born. When we develop our own individual Transformational Presence, we then have the opportunity to help open our present-day mass consciousness to a more expansive, inclusive, and compassionate way of being with one another. In this way we truly create a better world for our grandchildren's children to be born in.

There are many qualities that go together to create a Transformational Presence. However, five fundamental qualities provide the building blocks for all the rest. The first is deep self-awareness at the soul level. You must know who you are at your essence, what is important to you, what makes you tick. You must be aware of when something works well for you and allows you to be your best in the world, as well as when something is not right for you. This does not mean that you must have reached enlightenment or self-mastery. It means that you have developed your awareness to the

point that you know yourself very well and that you are aware of what is going on in your inner world. If you are going to call forth and support others in their own deep self-awareness, you must be comfortable with that process within yourself.

The second quality is living your life in a way that is congruent with your essence. Your choices, decisions, and actions must resonate in harmony with your soul. Again, this doesn't mean that you never again make a decision or act in a way that you later regret. It means that you learn from those experiences and take steps to bring your choices and actions into alignment with your soul as soon as you realize that something is incongruent.

The third quality is thinking intuitively—engaging the intuitive mind in daily life and work. We have already defined the intuitive mind as the greater mind of which intellect is only a small part. When you engage the intuitive mind, you have access to a much greater world of information, wisdom, creativity, and innovation. Intuitive intelligence encompasses all of your intelligences—intellectual, emotional, social—and opens the door to greater understanding and more effective interaction with your world.

The fourth quality is a clear understanding, at both an intuitive and intellectual level, of the laws of energy. This understanding allows you to connect the knowledge, wisdom, and understanding of ancient wisdom traditions with quantum energy concepts. That connection brings a greater understanding of what it means to align thoughts, beliefs, intentions, actions, and habits with soul and soul mission. When you understand these concepts both intuitively and intellectually, you are better equipped to speak about and implement them in a mainstream world. Bringing you this understanding is a large part of what this book is about.

Finally, those with the most powerful Transformational Presence have some form of daily reflective practice. People often ask me what form of practice I recommend, and my response is always, "Whatever works!" What is important is not so much the form, but rather that you have a daily practice of some kind that works for you. The only qualification I make is that silence be kept during at least a part of the practice. For you, this practice may take the form of meditation, prayer, journaling, running, walking in nature, or doing yoga or martial arts. The key is that you have a daily time set aside for reflection, introspection, and connection with your soul and whatever you may call the creative and sustaining force of all that is. It is through introspective and reflective practice that you develop your mentoring relationship with Consciousness. And it is through your ongoing practice in the silence over time that you discover the rock-solid

foundation within you—beliefs and deep understanding—that can support you regardless of the challenges that arise.

Creating a world that works requires exploring ideas, beliefs, and concepts without judgment. It requires listening on many levels of awareness—listening for the voice of the soul, for the words underneath the words; listening for the essence of what is happening and the gift that is waiting to be opened or the opportunity that is waiting to unfold. It requires listening from a place of profound knowledge and understanding of the laws of energy and the nature of the soul. It means helping those we serve streamline their awareness so that they become masters at identifying and partnering with the potential that is waiting to unfold. We begin by learning to do all of these things for ourselves. As we support others in their development, our learning continues to deepen, and we create a new foundation of broader understanding and expanded awareness upon which we build a world that works.

Our journey together through this book is about helping you discover, develop, and refine your personal sense of Transformational Presence, and then helping you develop tools and skills for calling forth the unique and powerful presence of others. Indeed, our work is about calling forth greatness from everyone and every situation around us, first and foremost by how we show up in the moment.

Transformation involves letting that which no longer serves die. Death is itself transformation—a crossing from one state of being to another. If we are constantly growing and evolving, we are constantly dying and being born again to new awareness. In time, our current realities become too tight and hold us back from the possibilities and even greater potentials that await us. If we want to *keep* growing and evolving, we have to be willing to let go of beliefs, habits, roles, and practices when they become too tight. We must be willing to take off our current realities and step into new ones. We must let go of our perceptions of who we have been and step into the next generation of who we are called to be in the service of the larger evolutionary path of our communities, countries, and world.

We can easily say that anything is possible, yet we can also get lost in the vastness of possibility and potential. This book offers tools for clarifying and naming the “anything” that is now wanting to become reality through you, partnering with it, and bringing it into your three-dimensional reality. Transformational Presence is a way of being and perceiving that invites us and those we serve to more deeply and actively engage in and serve the evolution of the human race and of Consciousness itself in

order to create a world that works. It involves exploring new frontiers of human beingness and what it means to recognize the greatest potential of the future and live it now. It calls us to partner with potential and Consciousness, to participate in the ongoing evolution of the collective consciousness and, therefore, in the creation of the world that future generations will inhabit.

We are the stewards of our present and future. We are the hands and feet of Consciousness and potential. We are the ones we have been waiting for. Creating a world that works begins with all of us standing tall in our own Transformational Presence.

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