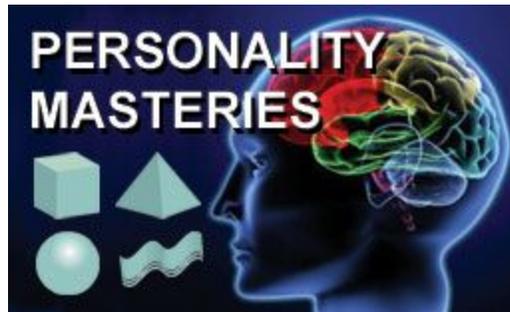


Dimensional Integrity

white paper

Version 1.04

Do people around us have integrity?



~ Interesting Questions & Thoughts ~

Do we lack integrity . . . and not even realize it?

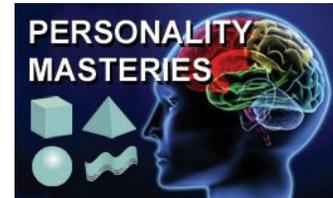
How much does it cost us when we, and others around us, lack integrity? Does even a slight lack of integrity tend to become like a disease, and spread through entire groups of people and the culture overall?

Could this explain how some groups of people seem to have a lot of bad things happen to them?

Most people believe in good choices / good consequences and bad choices / bad consequences . . . or Karma . . . or something similar. Is it possible that most everything that's bad that happens around us, and those around us, is due to us lying to ourselves and others lying as well?

This white paper has been decades in the development and writing. When we read it, it's important to keep an open mind and seek to discover something about ourselves as much as we do about others.

The foundation of this white paper is based on decades of international research into Personality Masteries, www.DNAforPEOPLE.com.



To take a 17 second personality test go to www.Life-GPS.org. Do you lie? Do others around you lie? Is lying good or bad? In this 17 second test, it tests out for 65,536 possible combinations of personalities and breaks it down into two tests and four major personality types.

Each of the four personality types have challenges with integrity for different reasons. What makes it complex, is that depending on the situation, we could shift our personality type. It's complex, but easy; it's fun, but can be painful to see things in ourselves and others that we do not really want to see.

Learning to think in a different way about integrity will help us to make a dimensional jump . . . in all areas of our life.

What comes to mind when you think of the word "Integrity?" Good to write this down in your journal.

Each of the four personality types have very strong integrity and all four lack integrity. It is this lack of integrity that will hold us back from making dimensional jumps.

Will Struggle With Integrity . . .

2	Analytic ~ When EGO is threatened . When we are wrong, we will often seek to find "little details" which make us look right. <i>The Analytic (The Teacher)</i>	4	Driver ~ When things are Out Of Control , we can justify doing things which lack integrity. <i>The Driver (The Navy Seal)</i>
1	Amiable ~ When there is the potential for Conflict , we often lie, manipulate improperly to avoid the short term pain. <i>The Amiable (The Cheerleader)</i>	3	Expressive ~ When we Look Bad in front of others or when things are not FUN we can do things which lack integrity. <i>The Expressive (The Coach)</i>

Integrity Is . . .

2	Analytic ~ Getting all the small details correct. <i>The Analytic (The Teacher)</i>	4	Driver ~ Getting the big picture correct. <i>The Driver (The Navy Seal)</i>
1	Amiable ~ Harmony, getting along, zero conflict. <i>The Amiable (The Cheerleader)</i>	3	Expressive ~ The feeling, the energy in something. <i>The Expressive (The Coach)</i>

To deeply understand Dimensional Integrity we first must understand the Natural Law, The DNA *for* LIFE . . . The *NEXT* Dimension Principle. This natural law applies to every area of our life.

- > <https://www.youtube.com/watch?v=1qAtVxqyok4>
- > http://dnaforlife-laws.com/career-success/#et_pb_accordion_item_13

Did you watch the videos? :-)

Do that or the rest of the white paper won't make sense.

So . . . write out what integrity means to you.

What is your biggest challenge?

As we learned in The *NEXT* Dimension Principle the “Rules Of The Game” so to speak, change with each dimension. This is true with integrity as well. One “little lie” in one situation may reduce conflict in the short term but could destroy us in the long term.

Being “too honest” in one situation / dimension will create massive trust and in another situation / dimension will cause us to lose trust. Being 15 minutes late, with a “good reason” will build trust in some frequencies/personalities because someone will think we have a great deal of integrity. Meanwhile, being 1 minute late for a “great reason” will often cause a high frequency person to lose trust.

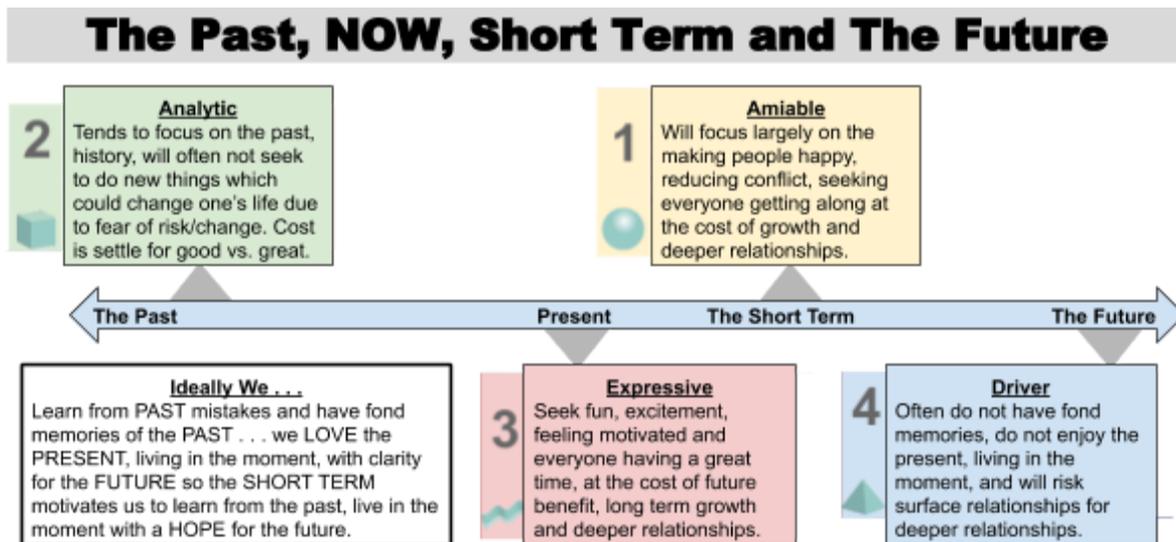
Each personality type will tend to focus on “The Past, The Present, The Short Term, or The Future.” The www.Life-GPS.org mobile app can help us to learn how we view different situations in different ways.



Register for your own free mobile app and share this with everyone you know and even those you do not know. :-)

~ <https://www.dnaforpeople.com/gift-life-gps> ~

When we do not clearly see how we lack integrity (blind spots) and then we often lack courage in facing up to that, when someone with a different personality / frequency points this out to us, we push away from that person. We then miss out on some of the most rewarding relationships which could be in our life AND making dimensional jumps in career, business, financial, emotional, relational, and every other area of life. When we make a dimensional jump in / with integrity we will see dimensional jumps in all areas of our lives.



There was a study done at Stanford University which shows that when someone lies their brain attacks that lie vigorously. As they continue to lie their brain starts to accept that lie as the truth. We will call this a Brain or Mind Path. We can think of this as a path in the woods and every time we go down that path we pave the ground / our minds down on that path. We tend to just lie to ourselves and others without even realizing it. We create a “Mind Path.”

Now . . . mind paths can help us or hurt us. People who are socially autistic, people who “normal people” will say have “no filter” seem to maybe have the highest form of integrity. Socially autistic people seem to seek the truth, even if it hurts, and are willing to share this truth, even to their own short term hurt and/or the short term hurt of those around them.

Hitler said “If you tell a lie often enough people will believe it’s the truth.”

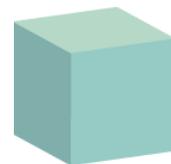
This is not just true in telling lies to others but also telling ourselves as well.

As an assignment, start to observe people who “TALK a lot” but seem to “DO very little.” It’s interesting, when we start to become aware of our own lack of integrity we start to become more aware of others around us. The human brain seems to want to believe people so we tend to desire to take people at their word.

It’s kind of funny, in a sad way, when people “buy into their own press releases”, as they say. Often the **Level 1 Frequency**, the Amiable, says and really believes “I’m a caring person”. . . yet they lie, manipulate, don’t confront the hard situations, and will bring great harm to people. They talk behind people’s backs, they say little things which tend to poison people and relationships, and often seem to think that whatever they say is true, well . . . because they said it. A lot of religious leaders are this type of personality. Seems harsh, we know, but seeing one’s self for what we really are is Dimensional Integrity.



Often the **Level 2 Frequency**, the Analytic, says normally only to themselves, and really believes “I’m a pretty smart person” or will think “I’m a humble person”. . . yet they often are clueless about the big picture, major on the minor and minor on the major, lack vision, and take credit for the work and risks that others take. The analytic often will come up with all kinds of details to support their own ways of thinking which is kind of stupid when you think about it, as they don’t learn. A lot of teachers and those with advanced degrees are analytic. They think they are really smart when in fact they are good at stealing -- or we could call it learning -- what others have invested their lives discovering and learning but aren’t able to come up with an original thought on their own. We know . . . seems harsh :-)) but that is what dimensional integrity is.



Often the **Level 3 Frequency**, the Expressive, is often the best at saying things which are actually kind of crazy, but loves to be the center of attention and create lots of drama. Because of this, they tend to be far more honest and direct. The expressive lacks integrity in the fact that they may misrepresent things . . . may make things look better than what they really are to bring attention to themselves. We know . . . the amiable, and especially the analytic personality, are saying “Yes, finally the truth!” :-)



I mean, the analytic would **never** present the smallest details and make them look larger than life and stop a project because they don't want the risks; but when the expressive drives it through the analytic will take credit for it. That would NEVER happen . . . OR . . . the amiable would never withhold details or so very carefully and precisely just share the details that move people to a position they want. The amiable would never create division and massive conflict and then say “It wasn't my fault” or “I didn't mean to do it”, which kind of reveals their heart and the want to switch the fault to you, the victim, rather than them. That would never happen.



Everyone is probably waiting for the assessment of the **Level 4 Frequency**, the Driver personality. :-) Well sad to say, this is a white paper not a book or a series of books. The driver has the biggest issue with integrity of all personalities / frequencies. They are controlling like the amiable, but it's obvious to everyone what's going on . . . so I guess they have integrity in that area. They are task and profit-focused like the analytic, but they admit to it so hmmm . . . I guess they have integrity there. They are like the expressive in that they will sell something that isn't there, but they will say “They are selling the future”, so they have integrity because they are telling the truth.



Hmmm . . . you're not thinking that a driver wrote this white paper are you? :-)
Nope . . . Michael Ratchford, called the author of this white paper “The Wizard Of Personalities.” :-)

We hope you enjoyed this short white paper. Share it with others and if you have not completed your 30 GIFT minute Strategy Session take advantage of that. It will blow your mind. 3 minute online survey - <http://dnaforsuccess.com/30min-strategy>

**We would like to give a special
thanks to LEVERAGE . . . The Course
and LEVERAGE . . . The Movement
for their massive contribution
to this white paper.**

~ leverage.DNAforSuccess.com ~

LEVERAGE . . . The Course

“The Magical Arts Of **POSITIVE** Motivation & Manipulation”

One would think that integrity is a pretty easy, black and white thing, but most of the time it's not. Integrity, like LEVERAGE, has a good side and a bad side! Often what we think is good, may be bad, and what we think is bad, may be good.

It's not so clear.

Those who go through LEVERAGE . . . The Course struggle a great deal with what is “Positive” and what is “Negative.” What causes one personality / frequency pain, will actually give another personality pleasure.

One personality / frequency will view something as having integrity, while that same thing with another personality will be viewed as lacking integrity.

There are many different types of mastermind groups which discuss these and many other most interesting and life changing topics. If we're struggling through the topic of "Integrity" and if we have it, that's probably a good sign that we are at least moving in the right direction.

OK . . . what's next? Well hopefully your mind is stretched and you have lots of questions. :-)

Enjoy the Q&A and if you have any questions on this white paper connect with the person who passed this white paper along to you or you can call or text 630-649-4059.

Q&A ~ Question & Answer

01. Question: What other white papers would you recommend?

Answer ~ Great question! There are so many which would help you we would recommend that you go to the Life Masteries Institute (LMI) website and check out the free white paper library. <http://dnaforlife-laws.com/cool-free-stuff/>

Glance through all the titles to find one that is interesting to you.

If you have not completed your 30 GIFT minute Strategy Session take advantage of that. It will blow your mind and your certified consultant will help to direct you to which one of the 70+ white papers is best for you.

> 3 minute online survey - <http://dnaforsuccess.com/30min-strategy>

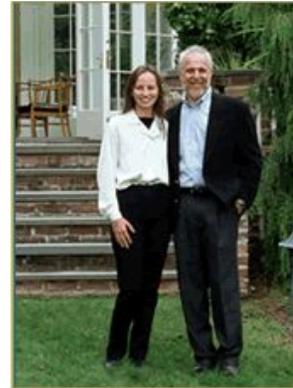
02. Question: Is this all free? When will I be sold something?

Answer ~ Yes, we get that question a lot. See . . . you have never experienced anything like this in your life so it's strange when this happens.

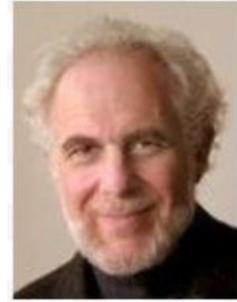
Alan Stein, President of <http://tanglewoodconservatories.com> shared something on the following page that you may find most helpful.

Alan and his wife Nancy have given so generously of their time and financial resources. Alan & Nancy encourage others to give generously to the many causes supported through Life Masteries Institute.

> <https://www.dnaforpeople.com/pay-it-forward>



“Give Generously! You will personally be blessed in the most amazing way. I have never experienced any non-profit organizations more committed to helping me gain a return on what I give. Yes, it’s a gift, but it’s a very different gift. It’s a gift which will give back financially and in everything that you are passionate about and all that your heart desires.”



> <https://www.dnaforpeople.com/pay-it-forward>

Alan Stein,

President of <http://tanglewoodconservatories.com> shared the following:



“For a long time, I “saw” or thought I saw the founders of Life Masteries Institute & Legacy Partners as a business owners trying to make a living for their families, just like all the rest of us are. I thought their primary goals were the same as most people in the world -- to make money so they could support themselves and retire at some point to enjoy the fruits of their labor. Then I started to “see” that this was just a reflection of where I MYSELF WAS AT.

I started to SEE that as being only on the superficial exterior. The DEEPER REALITY was and is something that I am completely unfamiliar with and still struggle sometimes to accept -- that the Founders are coming from a much a different place -- a place that is very different than the rest of us. I do not have much access to this place. It is a place with a different conception of SELF. Where real service to mankind is the driving force, not concerns with my own life issues. Hard to even imagine what this would mean to me if I were to attempt to live so differently. Much has to be done first though before I could even reach the dimension where this could be a reality not just imagination. See, it is not really about making more money, doubling your income or being more successful. I started to catch glimpses of something much, much deeper. Like peering into another dimension for moments. This is what we are really being led to.”

Alan Stein

03. Question: Do the 4 chemicals in the brain affect our personality, our frequency, or how we view integrity?

Answer ~ The four chemicals **dopamine**, **oxytocin**, **serotonin**, and **endorphins** do seem to have some level of impact on the frequency / personality, i.e. how we approach integrity.



Paul Wyner is involved in the most interesting project in a study in how the brain addresses pain.

BIG Picture in this work is “The brain does not know the difference between physical pain and emotional pain.” The synopsis in the brain responds the same way, let’s say to a broken bone as to emotional trauma of fear, betrayal, abuse, and seeing / experiencing something that is extremely traumatic. Paul, and those working with Paul on this project, have a passion to bring integrity into the medical community and to see *treat the core vs. the symptom*. We look forward to further study on this and additional white papers that go into greater depth in assisting people to truly heal rather than just being helped.

Dopamine

The **brain** includes several distinct **dopamine** pathways, one of which plays a major role in the motivational component of reward-motivated behavior.

Oxytocin

Oxytocin is a hormone that acts on organs in the body and as a chemical messenger in the *brain*, controlling key aspects of the reproductive system, including childbirth and lactation, and aspects of human behaviour.

Serotonin

It is believed to help regulate mood and social behavior, appetite and digestion, sleep, memory, and sexual desire and function.

Endorphins

Endorphins reduce our perception of pain and act similarly to drugs such as morphine and codeine.

04. Question: Is there some test which can help me test what dimension of integrity I have?

Answer ~ Yes. From a 1 to 10, how much integrity do we have? _____ Most of us think we have integrity, but do we? Of course we have some level of integrity, but do we even know what Dimensional Integrity is? What's a higher number: a 2 or a 9 as it relates to integrity? Most people will say a "9" of course, because we think in one dimension, our dimension of integrity.

Let's say there are "10" levels in a dimension. Once we reach a "10," we then move to the next integrity dimension, where a "2" in that level is higher than a "9" in the previous dimension. Easy . . . right? Well, it actually is fairly easy to understand the concept and to live it daily . . . but to continue to grow in dimensions as it relates to integrity, that is really hard.

What if you promised you were going to do something . . . and you did not do it . . . but . . . you had a good reason for not doing it? Would you feel you lacked integrity?" "What if you were 1 minute late for an appointment, would you consider that a lack of integrity?" Let's start out with three simple big picture levels.

Low Level ~ Fear / Forced: We must follow through or there are consequences

Mid Level ~ Self Benefit: We do it because we see the benefit to us.

High Level ~ Hurt Us: We do something in spite of it hurting us.

1 to 10, with 10 being the highest, rate how strongly you feel you would respond to each one.

- | | |
|--|---|
| _____ 1. Would not murder someone without cause. | _____ 7. Will do what I say I will do if it's easy to do and good for me. |
| _____ 2. Would not murder someone with strong cause. | _____ 8. Will do what I say I will do if it's hard to do. |
| _____ 3. Would not hate someone. | _____ 9. Will do what I say even when I believe it will bring harm to me. |
| _____ 4. Would not steal out of selfishness. | _____ 10. Will do the right thing even if I didn't say I would. |
| _____ 5. Would not steal for need. | _____ 11. Show up generally on time or close to being on time. |
| _____ 6. Would not desire / covet / want what others have. | _____ 12. Won't be late even 1 minute due to integrity. |

05. Question: Do you believe a lot of the emotional or mental disorders come from a lack of understanding on frequencies and the lack of integrity?

Answer ~ The short answer is “Yes” we do believe it has a large role. It’s not 100% of course, but it’s probably a lot more than 1%. Any time one gets into the mind and disorders, it usually is a pretty charged situation. Those who are highly educated, like medical doctors, or those who have the most education, often seemed to be the most charged.

We have not desired to tick off or upset those who are highly educated in medicine and/or mental health. Obviously we are all human beings and the more we all know, for those who are humble and great students, the more we realize we don’t know.



When we look at the opioid crisis, that really is at the medical community’s feat. Yes, BIG Pharma helped to market this and BIG Government played their role, but in the end, BIG medical / doctors, the entire medical community as a whole, really played the pivotal role in this as they are the highly educated individuals. They are the individuals with the patients that they are prescribing the opioids to, and are the biggest connection to the community. There are many examples where the highly educated, the “experts” as a whole, got it wrong in a very big way. Owning this as an entire community is Group Integrity.

There is a lot more money, in the short term, to HELP someone rather than to HEAL someone. From a society perspective, though, there is a HUGE cost in lost productivity when people become enslaved to a gradual loss of integrity that it seems that everything BIG seems to promote. BIG Business, Government, Media, Religion, Medical, Science...

06. Question: What's the best way to deal with companies who lack integrity and/or their employees do as well?

Answer ~ This is a hard one to know what to do without specifics obviously, but in general it's good to remember that the "Fish rots from the head down." :-) What this means is that employees who lack integrity often are modeled that by the leader. Unfortunately, it seems in today's world, consumers need to use LEVERAGE to gain what should be a default. It shows the true character of employees when they don't follow through with what they say they will do.

It also is reflective of the company as well. If you give us additional info, we would be happy as a network to see if we could apply LEVERAGE to help your friend. Please share with us what your friend would like to happen and your friend's story and we'll do our best. :-)

The Story . . . I have a friend who has been a member of Lifetime Fitness of Warrenville for many years. He was sharing with me how the General Manager, Mike Ballinger, told him a number of times that something would be fixed and lied every time.



My friend would like . . . "Due to the disrespect, the lies from Mike and a number of other employees, and the time and energy my friend has invested he would like he and his family to not be charged for one year for a family membership.

My friend plays basketball and the drinking fountain, outside the gym stopped having cold water probably over nine months ago. My friend talked to many people at the local facility about getting it fixed and was told it would be fixed. My friend went directly to the general manager mballinger@lt.life and brought it up a number of months ago. It was still not fixed.

When my friend approached Mr. Ballinger about this and head of maintenance, they promised it would be fixed in a month. When my friend shared with Mr. Ballinger that he felt that to motivate them to get it fixed they should not charge him his family monthly dues, Mr. Ballinger laughed and mocked my friend and said "You want not to be charged due to one thing not working?"

When my friend said "Yes" Mr. Ballinger asked why. My friend said because you lack integrity because you say you are going to do things that you don't do and that's an issue. Mr. Ballinger said "Well that's one way to look at things." My friend was surprised but not.

Mr. Ballinger seemed to approach the situation as a government bureaucrat **forgetting** that he was getting paid by the customer. Mike seems to forget about values and integrity.

Our Recommendation . . . We would recommend that Michael Putman, the Sr. Area Lead intervene and get the drinking fountain fixed for goodness sake **AND** to give the customer a one year free membership **AND** then to connect with the non-profit organization and ask them to assist Lifetime Fitness with the Dimensional Integrity // Discovery Learning program to turn this into an example for all future employees in how NOT to handle things. If you are not going to fix something then DO NOT LIE or make excuses, fix it. If you're not going to do it then be honest. Discovery Learning will be the best investment your company has ever made.

The Resolution . . . **OPEN / RESOLVED** ~ Dimensional Integrity emailed Michael Putman - Sr. Area Lead mputman@lt.life (630)791-2270 and Mike Ballinger the GM at mballinger@lt.life (630)791-2267 on 12/24/18. Waiting for their reply. ~ SEE BELOW . . .

The Resolution . . . RESOLVED ~ 01/12/18 ~ Great news . . . Michael Putman - Sr. Area Lead mputman@lt.life (630)791-2270 had great integrity and reached out to the individuals hurt by their actions . . . AND . . . resolved it in the most amazing way. Congratulations on taking a potentially bad situation and turning it into a great situation for all! Well done Michael.

What was most impressive to the customer was Michael's strong follow through and doing precisely what he said he would do throughout the process. He showed great integrity. What was also impressive is Michael Putman's interesting and willingness to look at some systems and Discovery Learning through a non profit organization Life Masteries Institute.

> FREE Mobile App ~ www.Life-GPS.org

When we learn our own personality and that others do not want to be treated as we want to be treated so when we think we're helping the situation, we very much may be hurting the situation.

When we learn how to identify someone's personality in 17 seconds and learn how to communicate / feel as they feel then we are able to provide a far better customer experience.



Companies / Organizations and even individuals can have their **own custom channels** which give their employees the ability to identify their own personality in 17 seconds, their peers personalities and even customers, prospects and referral partners.

For example . . . LifeTime Fitness could have a their own custom Life GPS channel and create 12 short videos on the topic of fitness and why each of the 4 different personalities would want to join. This could be used by their salespeople to increase the number of prospects they closed, close prospects faster and increase the bandwidth of their sales force.

> Companies / Organizations can have their own channel ~ www.DNAforPEOPLE.com

To assist a company / organization in developing culture the **Discovery Learning System** can be used through Life GPS and we can teach each one of our employees LEVERAGE Dimensional Integrity for their own personal benefit, the benefit of those around them and the most important people are their customers.

> Discover Learning ~ <http://dnaforlife-laws.com/discovery/>

Well done Mike Ballinger the GM at mballinger@lt.life (630)791-2267 for taking the initiative an approaching your customer and apologizing in the most sincere manner. That was very much appreciated and valued. You have turned a potentially really negative situation into something positive as well.

The customer was very clear that the most important thing to him was not that the situation was resolved for his benefit . . . BUT . . . that there be a dimensional jump in culture for the Warrenville location and the company overall.

07. Question: Hmmm . . . how do I ask this question . . . let's try this . . . when groups of people, let's for example say Christians or any type of charity / community-based organization get together, do groups of people have a harder time with integrity than when someone is alone / individually and/or ethnic groups?

Answer ~ Wow . . . where in the world did you get those questions? Why did you single out Christians and not Islam, Non Religious (Secular/Agnostic/Atheist), Hinduism, Chinese traditional religion, Buddhism, Judaism, Primal-indigenous, or others?

Hmmmm . . . how do we answer that question with integrity . . . right?

Sorry in advance if this is a long answer as this one is really complex. We're also sorry if we offend anyone or maybe we'll offend everyone.

There is a Natural Law called . . . "Velcro sticks where it was meant to stick." What this means is that if you get defensive, angry or upset . . . well . . . not to be mean or anything . . . but we have discovered that when people get defensive or upset there is more truth to what is being shared than what a person would like to believe.

There was once a young wizard who had a grandfather who shared the following (next paragraph) at the age of 8 years old. The young wizard's grandfather died when he was 9 years old. He was only told once the following and never again. His grandfather said:

"My young wizard, you need to understand something about life. When someone says something about you, there is some truth to it; it could be 1% true or it could be 99% true. It is not up to others, my young wizard, to tell you what is true. It is up to you to decide what % of truth there is, and take that and apply it."

Most wizards are kind of like superheros where they do not use their real names out of consideration for the safety of their families and friends, but there is one grand wizard who doesn't mind his name being used.

On the next page, you will see an actual wizard, which is most unusual, as most wizards for many reasons do not show themselves.



Tom Kunz, is one of the very few grand wizards in the entire world and he also has social autism as well :-)
 When Tom was a teenage boy his grandfather give him some amazing advice.

“Tom, my young wizard, I love you so much I want you to pay very close attention to what I am going to share. As a teenage boy, you probably will not see the value of what I’m going to share now, but all I ask is that you write it down as it will bring you great value in the future.”



A grandmaster wizardess is Jenn Taylor. She shares . . .

“The way I function every day from my foster son going missing in Vegas is that I realize that his sister is hurting far more than I am (perspective) and that my other 17 children still need me and I can help them, where I do not know how to help my missing son.”



Alan is another grandmaster wizard and he shared to a number of WIT’s “Wizards / Wizardesses In Training” the following:

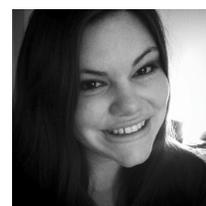


“WIT’s -- I would like to share with you something very powerful -- and that we all have hurt and pain, but when we are helped but NOT HEALED properly, this causes us to lose integrity. The truth will set us free, which means that when we do not know the truth we are enslaved. True healing comes from truth!”



There are so many wizards and wizardesses in and throughout all of Life Masteries Institute, Legacy Partners, start.mastermind-seminars.org, www.MyCoffeeConnection.org, www.DNAforPEOPLE.com. Emily is a great example of a WIT ~ Wizardess In Training. Emily is a single mom and knows far more than she should at her age.

“When I see someone in my life that might be missing something and I know they won’t listen to me or someone else around them . . . I’ll find a book or a movie to share with them that will convey what I believe they are missing, a blind spot, something that will hold them back in life.”



OK . . . now let's get back to the question.

Groups of people, it seems regardless of what type of group there is, tend to adopt a certain type of thinking on integrity. In general, it seems that when groups of similar people get together, in a way they become stronger but in another way, they become weaker.

Groups tend to become overconfident in their strengths and seek to minimize their weaknesses. Groups tend to become "Holier-Than-Thou" in thinking that they have higher moral authority and therefore will often use LEVERAGE improperly to impose their will on others.

IMPORTANT NOTE

Never and we mean never kick a wizard / wizardess out of a group. Why? Well the truth is that they were never really a member of a group, just a visitor seeking to bring value to the group. If someone kicks a wizard(ess) out of a group, they are doing so out of fear of what they will expose and/or a challenge to leadership.

The best-case scenario is that the wizard(ess) will still care enough about that group to seek other ways to bring truth / integrity back to the group. The worst-case scenario is that all the wizard(ess)es will leave the group alone, and eventually the group will self-destruct.

Wizard(ess)es are outliers and are often not only socially autistic, but also they are SEERS and Deltas. SEERS seem to have the ability, it seems to SEE things in the past, present, and future that most others do not see. They seem to value Integrity as "Truth" rather than "truth" -- meaning what they want their truth to be. They aren't so much into happiness or feeling good as they seem to be able to SEE that often feeling good in the short term and avoiding the truth / integrity, will lead to far greater pain in the long term.

LEVERAGE TIP . . .

It's kind of sad, but interesting how many people / groups won't have integrity unless they can directly see / feel the pain of they do not. The larger your audience, the more people will tend to have a sense of "doing the right thing." If you have a large audience AND you name names, it's crazy who people / whole groups of people will come around. Use LEVERAGE wisely.

Personality / Frequency Groups

Often frequency groups tend to attract other people who have a similar frequency and that can lead to “groupthink” where a whole group of people can have similar blind spots.

Medical Doctors

Many medical doctors refer to a Cessna plane as a “flying coffin.” Why? Because so many doctors die flying them. Why? Well according to John Henderson, world thought leader, he shares . . . *“When people are smart or highly educated in one area, they seem to think they are really smart in many areas.”*

Randy Eikermann, CPA shared how he had a client who was a medical doctor and almost crashed his own airplane and died. The doctor shared with Randy how he was going to give up being a pilot.



Engineers



Phil Eldred has a PhD in Engineering but deeply understands that he struggles with business. Think about it . . . how much time does someone invest into getting a PhD? How much time does someone study / work to become a craftsman (take what is there and makes something beautiful with it) or an artist (someone who makes something from nothing)? A lifetime. Often those who have advanced degrees know how to learn from others, but not so much from themselves, the world around them, or the world around others.

Highly Educated Individuals

Why do “A” students often work for “C” or “D” students? Within each dimension there are a different set of rules we need to learn to see success in this new dimension.

4 minute video ~ <https://www.youtube.com/watch?v=m6hkCGwAd0o>

23 seconds ~ <https://www.youtube.com/watch?v=-bVLgYLF66Q>

Christians or Other Religious Groups

Often groups which do a lot of “good” things for people who get together and listen every week to what God wants them to do . . . often that seems to create synopses in the brain which seem to cause them to think they are really spiritual . . . good people. Most won’t say this and actually will say how bad they are but what they say and what their actions seem to show . . . well are very different.

CPA’s

CPA’s are one of the most trusted business professionals on the planet. Does this go to their head? When you get together with a number of CPAs you’ll hear them talk about how many mistakes are made which cost their clients so much money. Those with high integrity will “lose sleep” at night trying to figure out how to have better systems.

Now, what if you have someone who is highly educated, has a great deal of experience, and is a Christian, then what? There was one CPA like this who is very smart, very successful (earning a lot of money), very busy with decades of experience. This CPA messed up a fairly simple tax return where an Amish gentleman with an 8th grade education found thousands of dollars in errors.

This same CPA also disagreed strongly on another set of taxes with a homemaker with no business degree, where there was a difference of around \$2,000. The CPA insisted that the homemaker was wrong, only later to find out that indeed the CPA was wrong.

Would a higher level of integrity cause this CPA to apologize profusely to both parties and be humble going forward? Would an even higher level of integrity have this CPA acknowledge to all their clients both of these mistakes and go back through and check others to insure that other mistakes would not be made?

Would this Christian CPA with low integrity just kind of write it off and/or get defensive about it or would their brain just rationalize it somehow? By not taking it to a higher dimension in integrity, individuals lose a chance to learn and grow and go deeper in all areas of life.

What Groups Of People Would You Like To Highlight?

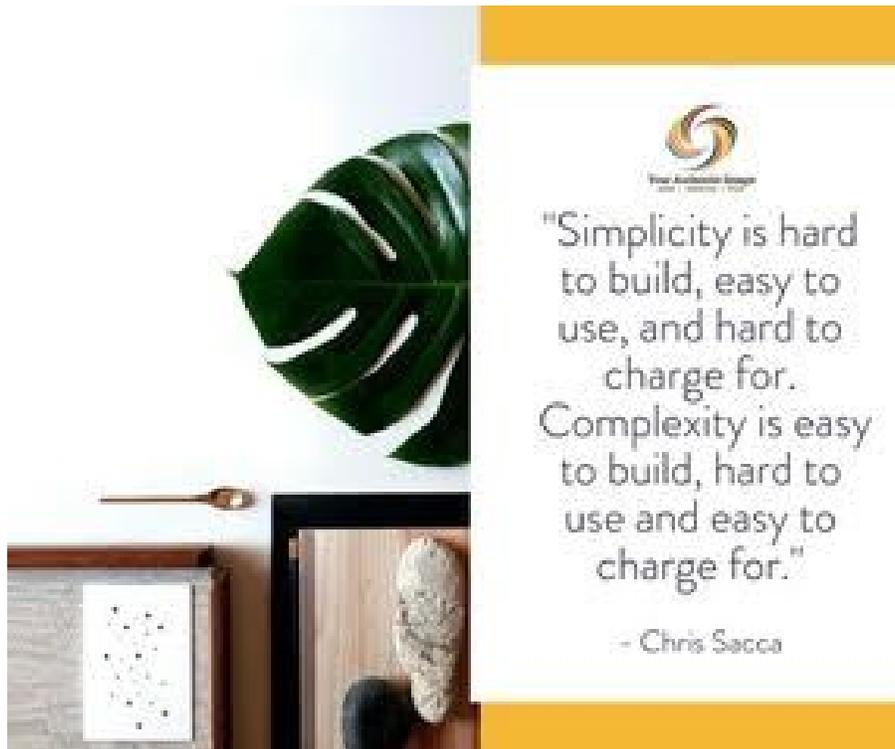
What groups of people do you see maybe weaknesses in a whole group of people's integrity? Always great when we see others who lack integrity to then realize that to probably see a lack of integrity of others, we must have some measure of that ourselves. Embrace others around us who challenge our integrity. As we grow in our integrity . . . as we move to higher dimensions, we will see greater success in all areas of life.

08. Question: How can someone in a Group, with an accepted level of Integrity, break free from that?

Answer ~ The person must first see the "perceived benefits" of that level of Integrity . . . what "rule" is it that they abide by, and why? What are the consequences -- both good and bad -- at this level?

Next, the person should look for flaws in that way of thinking . . . what are "situations" that dictate that level of Integrity? What "situations" demand a higher level? How can having increased Integrity in this area help me, and others?

Lastly, the person will seek to do more than is expected . . . or even more than asked . . . even to the point of discomfort or inconvenience. The person will be known more for their actions, not for their association with a Group.



09. Question: Is it fair that individuals are hurt by others who are in their group? For example Emily Unicorn <emzylicious@gmail.com> from the Philippines is having a harder time getting a VA position due to Madonna de Guzman <mdnndgzmn@yahoo.com> from the Philippines poor choices, lack of integrity, lying and stealing money. Is that fair To Emily?

Answer ~ Hmmm . . . great question. The individual(s) asking that question either never had a mom or dad who said “Life isn’t fair” or never internalized it very well. :-)

In Malcolm Gladwell’s book “The Tipping Point” he shares about a concept of once something goes beyond a certain point, then it creates a tipping point moment. People who are part of groups, that they may not even desire to be a part of, but are, often get weighed down by the weight of the groups bad choices . . . but their are some in the group, like Oprah Winfrey in the Black community who not only seem to rise above it . . . but actually LEVERAGE it for their own personal benefit and the benefit of those around them. Why / How does that happen?

Will Emily reach out to Madonna and say “Hey . . . girl . . . what’s up? You’re giving all Filipinos a bad name?” Often this does not happen. Often two people from the same group come together and then bring a whole bunch of other people from the same group together and seek to attack those who are delivering a message that the group has issues which do not seem to be being attacked.

This applies to any group of people. In business . . . when people lack integrity, discipline, consistency . . . when a large enough percentage, within a whole groups of people are like this . . . it brings down the entire group of people.

What most groups of people, do not understand is how when they attack people who point out things . . . yes people will stop pointing those things out . . . but people will still sense these things to be true . . . and poverty will follow for the whole group of people. This seems to create a continued cascading downward affect on that group of people. What’s crazy is that those groups seems to create more drama, more marches, more press, more . . . more and more . . . and eventually they just get ignored. Moral Of This Story . . . self police, be critical of others in whatever groups you are in . . . if you truly do care about the group.

10. Question: Does the mortgage and real estate industry lack integrity, more or less than other industries . . . AND . . . does having integrity negatively affect the bottom line?

Answer ~ Hmmm . . . a most interesting question. Let's have a go at the last part of the question first. It would seem that "Yes, having integrity does cost bottom line profit in the moment or the short term" but in the long term it will produce profit.

With that being said . . . having integrity doesn't make up for poor business practices, being lazy, sloppy, undisciplined or pathetic. (LSUP) It seems that often people who are LSUP also tend to lack integrity. Why? LSUP will kill a business / profits and so often people try to make up for it by cutting corners with integrity.

If we say we're going to do something . . . anything . . . even something as simple as "I will return your call." and we do not, we lack integrity. When we have a strong BOS ~ Business Operating System, the engine which runs our business, it makes having integrity a lot easier. Why? We build integrity into our BOS ~ our engine and it becomes a part of our culture . . . a part of our DNA.

> <http://dnaforsuccess.com/solutions/bosintro/>

Entitlement seems to be the core for every addiction and for a lack of integrity.

When we think about Stanford University's study on lying and then extrapolate that throughout an entire industry like the mortgage or real estate industry where there is a lot of sales going on . . . it seems to make things . . . well . . . let's say a bit messy. If our competition is not being honest and it's winning them competition, we tend to be drawn into the mindset that "If you can't beat them, join them."

In "Broken Windows Theory" ~ [click here](#) ~ the concept is that if we allow broken windows in a neighborhood to remain there, then more degeneration will happen in that neighborhood. Once someone lies, doesn't follow through with what they say they will do, makes excuses / gives "reasons" for doing what they should be doing but are not (even as small as returning phone calls in a timely manner) or are doing (miss leading people) but shouldn't, we start to see a degeneration throughout an entire industry.

Decades ago, there was little regulation and no licensing in the mortgage industry. As the amount of money which could be made increased then more people started to game the system / people and government stepped in to increase regulation.

As regulation stepped up there can be the mindset that “I’m following the law / regulations” which may be true but that doesn’t mean there is integrity.

There is a most interesting 7 week course titled LEVERAGE . . . *The Magical Arts of **POSITIVE** Motivation & Manipulation*. Three world thought leaders in this course / community / movement and many others struggle / grapple with “What is positive?” ~ <https://leverage.dnaforsuccess.com/membership-info>

Another factor that seems to play a large role in this may be The Art Of Seduction Of The Masses. <http://dnaforlife-laws.com/e-book/> In this book, a teenage boy struggles with the thoughts that . . . it seems . . . everything BIG seems to seduce the masses. BIG business, government, media, medical, education, etc. . . . and even BIG religion all seem to seduce the masses.

Another factor may be the “greying of an industry.” Many service industries like mortgage, real estate, financial planning and accounting are “greying out / getting older. Many of these industries are dominated by white males over 50 years old. Often people who work hard most of their lives, have helped a lot of people, give back a great deal to charity and their communities . . . seem . . . to become entitled as we get older.

Entitlement seems to be the core for every addiction and for a lack of integrity. Often those who seem to lack integrity may have far more than those who seem to have a lot of it. In the long term . . . a lack of integrity will kill an entire industry.

Whatever industry we are a part of . . . what action will we take today, weekly and monthly to bring greater integrity to ourselves and those around us?

I Commit To . . . _____

