

CONTENTS

INTRODUCTION

SECTION 1- In school, first, we learn a lesson then we have a test, but in life, first, we have a test then we learn a lesson.

Chapter 1

SCHOOL VS. LIFE	9
WHAT IS CRITICISM?	13
WHAT IS A COMPLIMENT?	15
WHAT IS LOGIC?	17
WHAT IS A MIRACLE?	21

Chapter 2

WHAT IS BEING POSITIVE OR REALISTIC?	24
WHAT IS OPTIMISM?	25
WHAT IS THE FASTEST WAY FROM POINT A TO POINT B?	33

Chapter 3

WHAT IS A MISTAKE?	44
WHAT ARE EXCUSES?	48
WHAT IS A PROBLEM?	50

SECTION 2 - Who Inculcates Self-Doubt Overcomes Mindfulness.

Chapter 4

WISDOM AND MOTIVATION	55
WHAT IS MOTIVATION?	56
GREED OR MOTIVATION?	57

Chapter 5

WHAT IS A THOUGHT OR THINKING?	60
WHAT IS A DEBATE?	62

Chapter 6

WHAT IS STUBBORNNESS?	69
WHAT KIND OF DREAMS DO WE HAVE?	71

SECTION 3 - The money that comes in seconds goes out in seconds too!

Chapter 7

WHAT IS LUCK?	74
IS SUDDEN WEALTH GOOD LUCK?	79
THE DIFFERENCE BETWEEN CHANCE AND LUCK!	82

Chapter 8

	3
QUESTIONS AND ANSWERS!	85
WHAT ARE LANGUAGES OR WORDS?	88
Chapter 9	
TOMORROW THAT NEVER COMES!	90
TRUE WORLD VS. THE WORLD OF MIND	94

SECTION 4 - Knowing your weaknesses is your greatest strength!

Chapter 10

SELF-EXPLORING!	97
SELF-ACCEPTANCE!	99

Chapter 11

WHAT IS HAPPINESS?	105
WHAT IS A WISH?	114

Chapter 12

FIRST IMPRESSION AND ITS MAGNIFICENCE!	117
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SECTION 5 - The hardest part of being a millionaire is making the first million.

Chapter 13

	4
EARTH IS LIKE AN APPLE!	125
THE PATH TO SUCCESS!	129
Chapter 14	
MASTER GOALS AND MINI GOALS!	132
Chapter 15	
THE HARDEST PART OF BEING A MILLIONAIRE	144
DOES MONEY CHANGE YOU?	146

SECTION 6 - We can either play well and have our opponents fear us, or we can choose to play fair and have our opponents love us!

Chapter 16	
PLAY FAIR	149
THE MAGIC OF "AS YOU KNOW"!	155
Chapter 17	
PAUSE SYNDROME	158
Chapter 18	
WHAT IS EDUCATION?	161
WHO IS A TRUE SCIENTIST?	163

Introduction

The development of a book is an enjoyable task. Whatever the contents of this book might be, I assure you that I would try my best to put things in such a simple language in an easy-to-understand manner. Moreover, I also promise to be as blunt and frank as I could be.

I have been thinking of writing this book for quite some time; however, I have decided if I am going to write one book, then I might as well write more books since I am going over the basics of some of my thoughts and theories in this very first book.

However, my thoughts and theories are the least important since everybody could be wrong, and my thoughts could have been the same as others.

Yet, as mentioned earlier, these are only the base of my thoughts, observations, and theories and do not include all the subjects I would love to share. I have written in this very first book a brief introduction to some of my thoughts.

Furthermore, they are nothing special since we all think we have something special to say. I might perhaps be under the same impression as everybody else.

Also, I have to admit that I am an average person like any other person who could make mistakes.

Therefore, I see myself entitled to change of opinion if better logic is provided sufficiently.

I have to try writing this book since it is already long overdue, and it is time to share my opinions and

understandings of the world as simple and as naive that they can be!

Moreover, this book will be as I usually say that *"in school, first, you learn a lesson then you have a test, but in life, first, you have a test then you learn a lesson"*.

So I promise to listen to your criticism and pieces of advice to make myself better and develop into a better and wiser individual. I hope this book helps us both.

This book is not about me being right or wrong since I will always look forward to criticism since critics are the ones that help us be better at what we are or what we are trying to accomplish.

SECTION 1

**In school, first, we learn a lesson
then we have a test,
but in life, first, we have a test then
we learn a lesson.**

Chapter 1

SCHOOL VS. LIFE

WHAT IS CRITICISM?

WHAT IS A COMPLIMENT?

WHAT IS LOGIC?

WHAT IS A MIRACLE?

Chapter 2

WHAT IS BEING POSITIVE OR REALISTIC?

WHAT IS OPTIMISM?

WHAT IS THE FASTEST WAY FROM
POINT A TO POINT B?

Chapter 3

WHAT IS A MISTAKE?

WHAT ARE EXCUSES?

WHAT IS A PROBLEM?

CHAPTER 1

"In school, first, we learn a lesson then we have a test, but in life, first, we have a test then we learn a lesson".

You may ask, what does that even mean?

Life itself is similar to an institution, but unlike a school where we learn the lessons first, in life, it does not work likewise. However, we could study the clues, and we should learn to treat life as such. Life is always a school, and we are learning something new constantly. It never ends, and that is the value of our lives on this planet!

The day we decide that we know it all is the day we are doomed to fail since no one could ever declare that they know it all unless they are ignorant and arrogant. Those people that manage to think that way must have no clue about the most basics of life!

The fact of the matter is the more we know, the more we realize how much it is out there that we do not know.

There is so much out there to learn that after a while, we come to a simple understanding that what we know is nothing compared to what we do not know! Nevertheless, should life be this way to learn a lesson by passing a test? Should we have a test first and then learn a lesson, or could we approach life the same way as schooling? Nonetheless, how could we analyze the lessons of life first, before the test of time?

I suppose in many situations that we could learn without prior tests of life events. How could we possibly analyze the teachings of life before the tests of time? For instance, there might have been someone close to us who made decisions that have ended up in failure! Therefore, the act of observing that alone could teach us a lesson or two.

Furthermore, if we manage to learn from everyone's mistakes and not entirely based on our own misunderstandings, shortcomings, and experiences, then we can beat life in its own game! Yes, I call it a game since we all like to play games, and life is no different from a game.

In essence, life does not exist as a fleshly presence. Rather, we understand life as a structure of social interactions and accepted norms and values.

Therefore, if we wish to win a game, we better know the game rules, and the shortcuts and bypasses are the most magnificent moves in any game! For example, a person could have an alcoholic father and has been raised in a dysfunctional family; he/she can choose to learn the lessons from his/her alcoholic dad that being an alcoholic was a burden on the whole family.

He/she would vow not to walk the same path as their father and make their father an example to serve their best interest. Alternatively, on the other hand, they could use that as an excuse to justify their wrongdoings as adults and grown-ups.

There would be no one in the world who could claim that they are perfect. Because that claim would equal complete insanity, and it is also the manifestation of a narcissist. However, we could always treat life as a set of disciplines and never stop learning from others. I am trying to say that we do not necessarily need to have a test in life to learn a lesson!

We could simply study the teachings by looking logically at others who have gone through the test of life and learn from their mistakes! This is not only being intelligent, but it is more of being wise.

Intelligence could be passed down from father or mother to the child, while wisdom is a personal attribute.

We should always look forward to criticism since critics are the ones that help us be better at what we are or what we are trying to accomplish.

What Is Criticism?

We have two types of criticism, one is constructive criticism, and the other is destructive. Constructive criticism is what genuine criticism is. It is void of any envy and personal feelings. It is a door to success.

On the other hand, destructive criticism is unlike the other. It comes from iniquity, naivety, and resentment and, at times, way more than what we can presume.

So differentiating between these two sorts of criticism is of most importance. Without listening to critics, how could we possibly know our mistakes? Constructive criticism is like the sunshine that flowers and trees require to grow and sprout. Without that, it would not be probable to thrive and flourish.

If we learn to welcome critics and urge others to constructively criticize our thoughts and actions alike, it is only then we can expect to blossom and reveal our inner beauty, which is nothing but self-acceptance and willingness to adapt and mature up for the better.

We, humans, favor to like recognition and compliments for what we do or achieve. We further do not venture to see ourselves and our work as what they genuinely are. We rather crave the best for ourselves, which is entirely fine as long as our minds do not get deceived by compliments that could truly poison and destroy our way of thought and further progress!

Nevertheless, it is the lack of certain attitudes or the existence of some other characters that could make us fail over the same mistakes repeatedly, such as lack of self-acceptance or tolerance for criticism, or the existence of the ego, self-absorbed behaviors, and grandiosity tendencies which would result in an

artificial sense of one's greatness, capability, intelligence, or character, even if there is insufficient and inadequate data to support such claims!

What Is a Compliment?

A compliment is a collection of words and statements to display and exhibit our admiration and support for one's work. Now, it can be a genuine compliment, or it could be bogus and based on pretense.

In any case that they may be compliments are quite the opposite of criticism, compliments could be the biggest obstacle for some of us since it could make us cut short on our goals or have this wrong feeling that we have achieved what we were capable of because it seems like everyone we see is complimenting us!

Compliments could easily make us lose sight of our most numerous goals in life, which in return may result in failure in an overall situation; therefore, we

should nevermore allow compliments to become our objectives and aims, and furthermore, we should not crave them to truly succeed and thrive in fulfilling our genuine goals in life!

Some people compliment us genuinely, and some people are either fake or have got used to complimenting more than criticizing. Now, whatever that may be, we often dislike criticism and enjoy compliments; there is nothing wrong with giving or receiving compliments, but rather the problem is with us, since we do not like criticism, but we enjoy being adored and praised, which could prove to be a toxic attitude towards life and our aspirations!

If our goal is to receive compliments, then it is the same thing as the speculation and fabrication of satisfaction and happiness, which is just a poor and vulnerable state of mind. We frequently tend to exaggerate our accomplishments and downplay our failures. Simultaneously, a wise person would recognize both and try to listen to critics and question

the authenticity of compliments to find out more about their points of view.

If it is a genuine compliment, it is almost of the same nature of criticism since both can provide the path to success if approached and accepted properly.

One is to remind us of possible mistakes, while the other is to reward us verbally for our probable corrections or correct acts. To better understand the difference between the two sorts of criticism and compliments, we better understand the concept of logic and how it applies to our lives.

What Is Logic?

Logic is a concept backed by reasons that are competent and void of any emotions or individual feelings. Logic is not set on a stone, which in my opinion could make it subject to change if a better logic or stronger argumentation is provided.

Therefore, logic is a deep comprehension of actions and reactions and why and how they came into existence. Logic itself can be divided into two main branches. One is selective logic, and then we have absolute logic.

Selective logic is the impurity of thoughts that disguises itself under the banner of logic.

On the other hand, absolute logic has no banners and knows no disguise. It has no emotions nor any personal feelings. All it contains is the known elements to be correct at the given time, which could be subject to change if it proves to be wrong later.

Our most consistent and yet unreliable way of thought is the need to have an answer for everything even if the answer is not based on absolute logic; *that is why **the best reply to any uncertainty is " I don't know" since no one could ever declare that you were wrong.***

Therefore, as important as it may be to find out and discover answers to many questions, it is not to say that we should just accept anything for an answer since we like to have explanations for everything, but this is not an accurate way of understanding to simply assume or worse portray imaginary and rudimentary beliefs as reality and factual occurrences.

What we need is a complete cleansing of what we have been taught and explained since childhood; what we need is absolute logic to define us rather than some selective logic to represent us such as religions, cultures, ethnicity, or nationality since absolute will always absolve all the impurity of our flaws and imperfections!

There is simply no north or south, west and east, white or black, rich or poor in the eyes of absolute logic. Absolute logic is so magnificent that once we get even close to it, we can see how it will diminish our flawed reasoning and teach us that wherever we

are in life, maybe the best spot we could be at the time!

Absolute logic teaches us that we all have a living God and Demon within each single of us. Once we get to the point that we see ourselves for what we truly are rather than what we expect or like to be! Only then is when we will start understanding the truth about ourselves and recognize our weaknesses or strengths.

However, as mentioned beforehand, the least effective logic wrongly assumes the answers or represents some imaginary response to an act to answer the cause or, furthermore, makes ourselves or others employ that selective logic to verify our beliefs and knowledge of the unknown, such as a miracle!

What Is a Miracle?

A miracle is simply a positive development and occurrence that has some major significance in one's life. And we cannot explain the causes for it happening! Therefore, a lack of knowledge of why something has happened does not make it a miracle. A miracle is what we are unable to answer its causes at the given time of the occurrence.

A miracle is the fruit of selective logic that most religions and cults manage to employ as reasons to believe in such perceptions, which themselves are not even factual in the first place by most accounts. As we mentioned earlier, a miracle is a phenomenon that we are incapable of explaining how such an occurrence happened with our current science and understanding level. Because we do not know the cause, it does not mean that there wasn't one.

It simply means that we do not know the cause, but miracles of all sorts have been actively influencing

the way of thought of people all across the globe. That mentality that tries to explain the cause of a miracle as divine intervention is what is called selective logic. We use an event that we could not describe its causes and make it into a tale to verify, prove and strengthen our beliefs in whatever they may be.

It is like the story of a parachuter that his parachute did not open but survived the fall! People were quick to declare it as a miracle as the parachuter himself believed so since he called on his God for help as he was falling from the sky, and apparently, it was his God that saved him.

But first of all, what happened to those that fell from the sky and died on previous occasions? Didn't they call out to their Gods? Isn't what we all do when we are facing any serious predicament? Don't we call out to someone or something that we believe in helping us?

It is just a spontaneous action to pray for help in any situation that the circumstances seem to be out of our control. We would do about anything to live and survive. After all, eternal life has always been a human's dream and desire; otherwise, we would not have developed such myths as heaven and hell to live forever after we die!

So what happened this time? Most people would like to believe that it was a miracle since how could it be possible to fall from the sky to the ground and still survive? But once we speak to an expert on the matter, he may swiftly reject the notion of miracle and logically demonstrate that based on the wind direction, the distance, the condition of the ground, etc., there is a one percent chance that the parachuter may survive the fall.

Therefore, not knowing the reasons behind something out of the ordinary does not make it a miracle, nor would it explain that it was the divine that saved the man.

CHAPTER 2

What Is Being Positive or Realistic?

No prosperous life would go on without a careful examination of reality based on a practical prospect.

It is not a matter of being positive but rather being realistic. If we tend to be only positive, think positive, and stay positive, that would not necessarily be the right course of action!

I am quite sure that many people may at first oppose this idea of mine when I say that *being positive or thinking positive is nothing but a sham and pretense rather than comprehensive data and evidential actuality* because there is nothing, nor any actions or decisions that we could take in life that in reality would be only positive and be absent of any negative impacts or obstacles on our way.

Any path we choose to take will have both positive and negative elements, effects, and consequences. Besides, assuming everything will be fine at the cost of ignoring what may not be going to guarantee our success. However, optimism is a completely different story than irrational positivity. We need to distinguish the concept of thinking positively from optimism in general.

What Is Optimism?

Optimism is to have expectations and purposes after a careful study of the circumstances at the given time when we have done all we could do. Moreover, therefore, there are no more steps that we could take any further. It is quite admirable to be optimistic in the event when things are out of our hands. Even then, we need to look at the other side of the coin and have an exit strategy in case of failure and/if circumstances do not go according to plan or how we have envisioned them!

Besides, ignoring what could go wrong in any situation generally means underestimating any action plan's negative consequences. Just because everyone says to stay positive and be positive that does not make it right!

Let me give you a short story of someone I knew who happened to teach me a lot. This must have been sometime in 2009, right after he had lost his job as a waiter at a restaurant due to the financial crisis that had bankrupted the place that he used to work. He saw a job advertising online seeking salespeople for immediate hire. They claimed in their ad that no prior sales experience was required, plus the post said the pay was \$800 to \$1,200 weekly on average.

There was not much more information about the job opportunity, not even a company name and only a phone number. So my friend picked up the phone and called the number. He was told to come in on the following Tuesday for an interview, so usually, we would think that we would dress up for such an

occasion which he did. The interview was held in this high-end office, with two young and beautiful receptionists greeting him upon arrival.

He was asked to have a seat and was given an application form to fill out. A few minutes after, one of the girls led him through some small rooms and offices to a relatively large room to be interviewed, and to his surprise, he was not the only one in that room! There were few more people in the room, and he sat there quietly, wondering what the hell was going on? Meanwhile, the room was getting filled up with more and more people.

After some thirty minutes of waiting, some dude walked in, introducing himself as Mike, one of the managers, and continued to talk about how amazing the job was! Not to mention that he never and ever mentioned what the job truly was or what the actual wage was like. He was trying to say that they were only looking for people with a positive attitude. Tell

you the truth; my friend had never seen or heard of a group interview till then.

By the end of his long speech, Mike drew a glass on the whiteboard, which was supposed to resemble a glass of water half-full and half-empty. He described how they like to find and recruit people who see the glass half-full! Genuinely, my friend had never heard of this glass stuff before and had no prior opinion of the whole notion of the half-full as Mike claimed that it meant if you see the glass half-full, it would mean you are a positive thinker and manage to be a positive individual.

After a lengthy and dull talk about the half-full glass, he started asking every interviewee one by one about what they see when they observe the glass? Everyone started replying half-full as Mike expected to hear them affirming that. Meanwhile, Damon, my friend, thought to himself what he truly sees and what the true answer could be? Because Mike said,

half-full, and everyone else followed suit, it did not mean that they were right!

Finally, Damon's turn came up. What do you see?
Asked Mike. Do you see the glass half-full or half-empty?

Damon's answer was simple; he calmly replied that it all depends!

Depends on what? Mike asked.

Furthermore, my friend told Mike that it all depends on if you like me to tell you the truth or would like me to lie and pretend that I only see the glass half-full! He continued by saying the truth is that he sees a glass that is half-full and half-empty. If he happens to require more water than half a glass, he will look for a faucet and fill up his glass, and then he will have a full glass of water while the rest of the interviewees will have a glass-half-full and pretend that it is the only thing they see.

It may seem puzzling why he would answer Mike in such a manner, but that was the fact that Mike had never heard anyone say it that way to him in the past. As everyone was looking at Damon, saying what he said with some doubtful impression on their faces, Mike said; it was a beautiful explanation, and he had never heard anyone put it that way!

Nevertheless, which way are we honestly thinking about? Does looking at the glass half-full mean that we are positive thinkers? What would be our answer if Mike asked us why we said the glass-half-full? Would we have a reasonable explanation, or would we plainly say that it suggests we think positive and if he pressed on for more reasons, we might have perhaps said; "because everyone else said so." and that does not mean that it is right as Damon explained to me why he answered otherwise.

Damon explained that in a real-life situation, such a concept is doomed to fail in practical terms. For

instance, he put it this way to understand his perspective better; he made a good comparison between what we hear and learn and what the reality is! He told me to imagine that you have been out with some friends and presumably been drinking some wine or whiskey, which we know would make us pretty thirsty afterward.

Now, his question for me was simple; what would I do when I got home, and I was getting ready to go to bed, knowing in advance that I would get thirsty in the middle of the night and require some water to drink? Imagine that there is a glass-half-full on your side table right beside your bed. Would you honestly look at the glass half full, knowing very well that you would perhaps need to drink way more water than half a glass?

If we want to practice the glass-half-full approach, we will have to wake up, get out of our bed, fill up our glass to wake up again to fill up and other glass, and possibly many more. However, if we think, study, and

assess the situation wisely. We would possibly employ the previous experiences we had gained on earlier occasions when we drank and recall that we probably drank three to four water glasses.

Therefore, we could either look at the glass half-full and go to bed to wake up thirsty and require more water, or we could consider the so-called statement of the glass half-full and decide to get a jar of water and place it right beside our bed that if we wake up thirsty, we would have enough to drink and not roam in the middle of the night looking for more water.

Damon was trying to say it is quite simple; just because some expressions and sayings are common and widely accepted, it does not fundamentally make them true. Unfortunately, some people tend to follow each other blindly, assuming that the path that they have taken is the right way since everyone else around them is taking the same path. Hence, technically, they assume that others are going in the right direction like cattle that each cow follows the

other one assuming that the other ones know where it is that they are heading!

Therefore, when we ask most people about the logical explanation and reasonable answers to why we believe in such-and-such or acting this and that way? The common answer that we expect to hear does not normally exceed a few words. For example, their common responses are "because everybody else said so." or even worse, they get defensive and reply, "Do you think everybody else is wrong, and you are right"?

If our reasons are others, then clearly, we lack a fundamental approach to how things are supposed to be unfolded, and we can not expect to go much further than the rest of the population.

What Is the Fastest Way from Point A to Point B?

Back to Damon, my friend, a month after his employment at the company that I mentioned earlier,

he quickly became a manager. Moreover, in less than two months, he started his own business in the same field, selling and renting water tanks door to door and then starting the same with selling and renting furnaces.

Furthermore, I recall quite clearly that many times either in the group interviews that now, he was organizing to hire more salespeople or in training sessions, he would ask the participants a simple question to evaluate their mindset or to give them a kick-start to be more independent in the way of thinking and increase their ability to be more logical and overlook many things that they have been taught as children and expecting them to be correct and accepted norms of the society.

A question that he would ask frequently was, *what is the fastest way from point A to point B?*

Well, not surprisingly, nearly everyone would quickly respond, "the straight line" without giving it much thought."

Would the straight line be truly the fastest way from A to B, claiming the same path that everyone else considers is the fastest? Accordingly, almost all people favor taking the same path as the rest! It may be shorter, but it may not be precisely faster since we are not the only people who think that, and we are not the only people who would take the same route as the rest.

Therefore, we are not alone on the straight line. It is like rush hour traffic from point A to point B, and we have to compete with everyone else. However, if we look at it realistically, then we may come up with a simple conclusion that point A to point B may seem to be faster by a straight line. However, once we put that into practice, we may notice that we are not the only ones on the same path.

Therefore, as absurd as it may sound at times, the fastest way from point A to point B could be a curved line rather than a straight line solely since we are most likely to happen to be the first or the only one who takes that route. However, it may seem strange to everyone at first, but by the time we have gone half the way, the rest of the people may realize the wizard move we have made!

As an example of point A to point B that we explained earlier, we could demonstrate that if we present two hundred thousand dollars to an average individual, what would they do with it? It will be surprising to find out how many of them would perhaps say common things such as opening a business like restaurants, clothing shops, bars, etc. Now, let's imagine how close we all think when belonging to particular groups of people.

What if we gave two hundred thousand dollars to a doctor or a lawyer? Would they do the same thing as the previous group? But whatever that they may be,

they are relatively similar, suggesting that most people of the same group share the same common goal and essentially share a similar path to get them there.

So, depending on which path in life we end up, we would require proper gears to make the journey; consequently, not that any straight line is faster or otherwise, it is to say that the fastest way from point A to point B directly depends on the circumstances which could differ greatly.

What if our goal was something that belonged to no other group? Which path would we take if our goal is uncommon or just so complex than the rest of the population that it may feel like the only path is on ourselves to build and create? This is where independent thinking comes into play which we will discuss in the other chapters.

Some people often tend to be more negative than being positive! It is not that I encourage blindly

following the notion of being positive rather than accepting that there is no single path that we could take in life which would not have positive or negative consequences.

No life nor any person is perfect, but what could help us most is looking at ourselves as strangers and learning to listen to critics. Though not every critic is honest, after all, we should come to a mere understanding that we should be the first to teach that *if I like you, it does not mean that I like everything about you and if I dislike you, that does not mean that I dislike everything about you and if you like or dislike everything about me or someone else I should doubt your judgment since no one is perfect!*

That being said, let us get back to the notion that a straight line is not always the fastest way but does it mean that we should choose a curved path? Let's start with an example; we all might have heard many people saying that always focus on your goals to

succeed! First of all, no single path could be applied to everyone's life to succeed.

Furthermore, recognizing that a true path to success depends on each individual's way of life and, most importantly, their way of thinking is crucial. If one thing works well for you, it does not necessarily make it appropriate for others; we all come from different backgrounds and various upbringings. Some may be born fortunate, and some may be unfortunate.

Sadly, life is not always fair. This is where we need to focus more on our weaknesses and overcome them and convert them into our additional strengths rather than sit down and weep over why we have this and that weakness.

***Knowing your weaknesses
is your greatest strength!***

Each weakness could be a gift once we decide to detach our way of thinking from the accepted norms

that impact our very foundation of the lifeline. The same weakness that may be characterized as the ultimate weakness may be considered a great strength in some other parts of the world, so let's look at them without bias and self-pity to learn how to create a path to success.

Consequently, a wise person will consider every possibility ahead of time, let them be positive or negative! Let's look at them so that when we start a path, we would have a smooth ride along with unexpected obstacles on our way, and just thinking positive will not automatically diminish the negatives, which are the obstacles ahead.

A realistic person considers both outcomes let them be positive or negative. Therefore, it does not necessarily mean that each decision that we make could be absolutely positive or even negative. We need to have a good and deep understanding of the stance that we take. Moreover, we need to fully grasp

the causes that defy our logical approach to the way of success.

At times, it could be challenging to distinguish between real and true motivations and false and baseless claims. This could be so devastating that we could deceive ourselves for years to come and not even know where the problem is!

I had this close friend with whom I spent a lot of time on the weekends. Once, his younger brother, another good friend of mine, started speaking about how badly he loves to be a rapper and what he would do to get there. I recall asking him a simple question, "why do you like to be a rapper"?

After some long pause, he said that he likes to make people happy with his rap! so I asked him if he was willing to record an anonymous record or album with no mention of his name. He was quick to say no. So apparently, what he claimed to be why he loved rap was not because he cared about making people

happy rather than the fact that he wanted to be famous and have people's attention, particularly females.

I was straightforward with him, and I told him that his best chance of success would be his admitting to himself the true reasons and intentions behind his goal. It was not to make others happy; it was actually to make himself happy otherwise, why would he oppose the offer to get him recorded anonymously and have his talent readily available to people without knowing that he was the one who has chosen to stay anonymous?

Besides the fact that maybe if he were not a good rapper, he would find the truth and accept it. Maybe he could have chosen another profession and got what he wanted, "the attention and the fame"! I think what I am trying to say is a plain matter that, on many occasions, we may tend to trick ourselves into believing that the reasons to do such a thing are such

and such. In reality, the answers lie right behind us, and we cannot see and recognize them.

We blindly follow the unfortunate manner to presumably showcase our interests and potentials that could be tarnished by fantasies and self exaggerations rather than true and honest evaluations of ourselves.

So let's look at ourselves first and start learning everything from scratch. Let's forget beliefs, nationalities, or any other notion than pure fact and absolute logic.

CHAPTER 3

What is a mistake?

A mistake arises from a lack of knowledge of a certain subject or action; however, it is called a mistake the first time since we did not know the right answer or action!

Nevertheless, if that happens for the second time, then it is another mistake, the third is ignorance, and the fourth time is stupidity since no one could be that simple-minded to keep redoing the same wrongdoings and expect others to understand them, and that brings us to excuses that we will further explain.

We tend to make the same mistakes repeatedly throughout history, and each generation seems to believe that the end of time is near! But is it?

Did this way of thinking happen overnight? Or has it been with us for generations and passed down through stories, families, and genes? or does it have a rational explanation?

Is it true what they say; "history repeats itself"? or is it simply the fact that **humankind replicates the same faulty patterns repeatedly? Then, they blame history for repeating itself.** We, human beings, would like to assume that what distinguishes us from other animals is our decision-making power, but is it truly a power?

Alternatively, is it a defect when many decisions that we make as a whole lead to be incorrect at some point? Therefore, how is that power if most decisions and choices that we as a whole make end up being wrong at some point? Today, the west criticizes the east over human rights. Those are the same rights that the west itself has denied its minorities. Now they pretend to be the shining example of civility.

In contrast, the same part of the world was responsible for the genocide of the Jews or slavery of innocent men of color and women. This is truly striking to see that a country such as the United States of America joined the second world war on the pretense of fighting racism and fascism; meanwhile, she was treating its colored population as second-class citizens or, even worse, as less of a human and they additionally sent their American-Japanese citizens to concentration camps then they grab the flag and wave it around as a sign of freedom and justice, but is it?

Were the people of color treated fairly during World War II? Or even today in the United States? The same stating country calls itself the land of the free. I have bad news for all; neither the U.S nor any other country in the West or East will give you freedom. Let it be freedom of speech or freedom of religion! The only free thing is the lies that are portrayed as the shiny momentum of the truth.

The same country that you supposedly have freedom of speech will allow you to tell many absurdities against religions and cultures of their so-called adversaries and enemies in the name of terrorism these days.

But on the other hand, the same free-loving country will jail, fine, shun and destroy you for revealing the truth of such apartheid regimes and tyrants that are friendly to the big guys.

The same is true in other parts of the world; they are free to say all kinds of gibberish about a group or class of people but not free if they criticize some other groups of people. This brings me to the simple truth of widespread stupidity that has impacted humanity since God knows when!

If you ever meet me, please never ask me where I am from as my answer will always be "Planet Earth," and my question would be, which planet are you from or if you are an alien?

What Are Excuses?

At times, we have excuses for what went wrong or why something was done incorrectly!

In most cases, excuses are an internal fallacy and subjective justifications that we tend to employ to deceive ourselves into believing them and convince ourselves that the reason was this and that, without considering the accurate details that are the complete opposite of our argumentation.

Nevertheless, the issue with excuses is that we appear to accept them since we have duped ourselves into believing in our excuses. Furthermore, we wish to influence and manipulate others with our baseless excuses presuming that we can mislead others with our inept argumentation. Furthermore, expect them to accept our inadequate logic, which is called an excuse!

An excuse is a failure to acknowledge the genuine causes of anything related to our incorrect actions, thoughts, and way of life. Therefore, any excuse could not be addressed logically since it is the product of a broken way of thought, and its purpose is self-satisfactory.

By giving excuses, we can not solve the actual problems and overcome any obstacles that we may face. Nonetheless, we should rather learn to be upfront and recognize, acknowledge and admit our own mistakes and errors, even if that means confessing them only to ourselves!

It is like an addict who looks for every excuse to deny his/her addiction. He/she can not be helped and treated unless they are willing to put their excuses aside and look at their addiction and underlying causes for the addiction logically and factually. Our excuses are oftentimes others; now let it be because others said so or blame others for what went wrong!

At times, our excuses turn into allegations, accusations, and finger-pointings, which will prevent us from taking the blame and the responsibility for our unjustified actions or claims.

As long as we blame others for what goes wrong or decline to take answerability and culpability for our actions or claims resulting from our current or previous activities, we cannot address the problems and obstacles since what we consider and promote as problems, hardships, or obstacles might be nothing but excuses. In all cases, we can not address the correct issue. In this case, We resist taking the blame, and furthermore, we tend not to accept our failures, which would result in more complications and less opportunity to correct our wrongs.

What Is a Problem?

A problem is a concept, sentiment, action, or an obstacle that could be logically explained, reasonably justified, and rationally fixed if possible; however,

since excuses are the mind's products rather than the actuality and have no sensible explanations, they cannot be inevitably addressed and fixed. A problem could consist of singular factors or various ones based on particular circumstances or activities that have not been performed or completed according to our plans, views, or aspirations.

Some of us are so full of false pride, arrogance, and egocentricity that we constantly take the credit and honor for what goes right and tend to blame and accuse others if things go wrong. Furthermore, these individuals insist on their point-of-view without substantial specifications, proper reasonings, and solid explanations.

These people can not get the job done or are not too fond of critics; they never like to be criticized and crave compliments and attention at all times.

Therefore, they tend to encircle themselves with phony people that admire and cherish them the most.

They will not like to have anyone criticizing and

scrutinizing their stances or positions in life, which will cause their eventual and ultimate downfalls!

What Is Ego?

Ego is a reckless reflection of an individual's fierce desire to be recognized, accepted, and praised!

Moreover, It's the conception of a matter that is not even capable of detecting its own flaws, which is simply the ego itself!

The ego is easy to smash if we could learn that we all have a gift and no one is ever respectable if they see others as less by all means and manners!

The homeless are no less purely based on our limited narratives of truth!!

Therefore, the ego is our only opponent, which deters us from standing greater than just a sheer existence of some numerical values or alphabetical labels.

SECTION 2

Who Inculcates Self-Doubt Overcomes Mindfulness.

Chapter 4

WISDOM AND MOTIVATION

WHAT IS MOTIVATION?

GREED OR MOTIVATION?

Chapter 5

WHAT IS A THOUGHT OR THINKING?

WHAT IS A DEBATE?

Chapter 6

WHAT IS STUBBORNNESS?

WHAT KIND OF DREAMS DO WE HAVE?

CHAPTER 4

Wisdom and Motivation!

*Wisdom may be best described as **"Who Inculcates Self-Doubt Overcomes Mindfulness"**.*

We are taught to be motivated by frequently temporary solutions, even if we could call them solutions. We do not need books, writers, or motivational speakers to stimulate and inspire us. What we truly need is understanding the concept of motivation itself. We are all motivated in one way or another. A simple motivational speech or book will not pump our motivation up for the rest of our lives.

That kind of motivation doesn't last long! This sort of motive is temporary, such as the bandaid on an injury that requires surgery! We need to learn and furthermore discover what motivation is and how to

cultivate it from within ourselves. We all have motivations for something every single day!

In my opinion, the first thing that comes into our minds to do, enjoy and appreciate once we wake up in the morning is our pure motivation! If we wake up in the morning and all we want to get into is playing video games or helping others instead, that would be our true motivation at the time and based on current conditions and positions.

What Is Motivation?

Therefore, motivation is not an external force or outer drive that requires others to control it for us or dictate to us how to be motivated but rather an internal force that preoccupies our thoughts and minds in a way that the first thing that we would like to do in the morning once, we wake up and continue doing for the most of the day is our true motive.

It is simply what our brains are stimulated to do, let it be watching movies nonstop or working for pennies to become rich. What our true motivation leads us to do could be challenging to overcome at times since that urging and persuasion from within is our true motivation. Nevertheless, there are different ways of looking at it.

What we like to do the most when we wake up maybe our true path to success! As mentioned earlier, there is no single path for all to succeed, but rather an individual will and determination to push and succeed or choose to sleep all day yet be happy and feel successful. Besides, what may constitute success in our minds may be considered a failure by others or the other way around; what may constitute failure may be considered a success by some others!

Greed or Motivation?

Greed is not similar to seeking the most desirable in

an accepted manner, habit, or practice since a greedy character would desire all the pieces in the world but may possess zero amount of peace, let it be peace of mind or peace as no bloodshed and furthermore, no peace to live in its comfort and convenience. And there is always a nagging voice inside that never ceases. All it craves is more but not more of one thing but more of everything and not just more of everything but rather all of it even if it belongs to others.

It is an ill-fated practice that some have adopted to supposedly thrive and flourish, however; it may be a corrupt process of acquiring and earning what we fancy the most since greed will never cease to entrap and seduce our minds and thoughts and, consequently, internal and lasting happiness is perhaps the least probable outcome that a greedy individual would expect to achieve!

A greedy person will never be pleased even if the most sought-after outcomes have been achieved.

Often, the cause of greed is envy, rivalry plus unhealthy competition, and perhaps the feeling of false superiority or at times derives from lack of self-confidence. *Therefore, greed is a manner that is different from motivation since motivation is to reach the state of mind that is called happiness, while greed is far from reaching and achieving such objectives as happiness and peace.*

Though, sometimes, greed could be a positive attribute when it is focussed on the right path; per se, greed in learning is possibly a good quality; however, in this case, greed itself appears the same as motivation. So greed and motivation could be hard to distinguish at times. That is why being honest and realistic with ourselves will help us find our true qualities and imperfections alike. It will be the first opportunity to begin exploring ourselves before examining the rest.

CHAPTER 5

What Is a Thought or Thinking?

Thinking is a process in which we employ our previous experiences and prior learnings to construct, solve, modify, or answer a subject.

But most of what we call thinking is solely based on what has influenced us the most in the past. This is where independent thinking comes into play. We think someone is thinking out of the box, or they are thinking differently. Still, the truth is that they may not confine themselves and their thoughts into a box, which its walls are the limitation.

But they think using genuine data that they have questioned over the years to construct an independent pattern of thoughts rather than using the assumptions and data that have been fed to them

through social interactions, education, media, or so on. They tend to filter every data by questioning their authority and authenticity. They do not venture to accept everything at face value, and that gives them the power to employ their own filtered and unique data-gathering abilities to make decisions, which we call thoughts.

Those thoughts tend to be different than what we are used to hearing.

So it is not that they think differently. Still, rather they process the incoming data differently, which becomes the foundation of their thinking patterns. People continuously want to think out of the box and, at times, consider certain people to be thinking differently! *However, **the person we assume is thinking differently is possibly the only one who is thinking!***

A thought is a process that results from reasoning; many of us think that we are thinking, but the truth may be otherwise since we are only applying the

thoughts that we have learned and told to consider. Then we think that we are thinking when we are not thinking in reality, considering we are not thinking independently. Our thoughts are simply the product of education, upbringing, religious affiliation, or cultures. Furthermore, we often worry about particular things that preoccupy our minds, and if we are asked what are we doing? we respond that we are thinking. While worrying is not the same thing as thinking! Thought should have or bring about answers and solutions to problems rather than just worry about the problems without any final solutions.

What Is a Debate?

A debate is a civilized argumentation. We should calmly and respectfully listen to each other's point of view and come to a common understanding. It is not about winning or losing. It is about a further and more extensive knowledge of a matter that is the subject of the debate. A debate should be a way to growth and

prosperity, not to create more fractions in the society or among people.

Let us use America's so-called political debates as an example. The candidates act like wild dogs attacking each other's point of view and mock their opponents, and they take great pride in defeating their opponent. If any of the candidates were truly patriotic and were running for office solely because of their people, then they would have listened to each other's point of view rather than stubbornly insist on their domination.

Aren't they seeking the office to serve the people? So why not listen to what your opponent has to say!

What if they are right, and that seems to be a better alternative for the people? *It is the truth that matters the most in any debate.* However, debates that are not based on absolute logic and only rely on some selective logic or imaginary and superstitious subjects are not often worth debating since their very foundation is based on a lack of logic rather than logic itself.

Do we know how shockingly amazing it would be for a candidate to carefully listen to his opponent and use absolute logic to determine if the statement is beneficial to his people rather than his political party or certain interest groups and lobbyists? A true leader is visionary and, at the same time, willing to listen. The leader must seek the ultimate happiness of his nation, not only at the time being but also through the future and for the sake of the next generations to come!

If politicians treat people with respect and do not consider them stupid or stooges, they will see how positively people will tend to respond, so never underestimate people, specifically as a whole. If we favor becoming pathological truth-tellers rather than liars and deceivers, we can expect to see such a change in a nation's overall stance toward certain policies.

By being straight up with your nation, we would have a better chance of success than failure since ***truth is so unheard of these days that, as a result, truth itself sounds like the worst lie***_considering it will distract and astound everyone to hear some fresh and reviving words that they have never heard before acknowledging their politicians have nothing to say but lies and more lies. *So if we ever wish to rule over people's hearts, pathological truth-tellers have the best chance!*

Furthermore, a heated debate could turn into a massive fireball which could eventually burn both contenders. Humans tend to be competitive, and at times, a debate over a subject between two individuals seems as if each participant must burn their competitors. It is as if each statement that any contender makes is similar to throwing a little fireball to the subject and the point between the two contenders.

Based on our nature to compete, the other party will throw a bigger fireball with his speeches and statements. The other will do likewise, and to win, they will throw an even bigger fireball till it gets to the point that the main fire in the middle gets so massive that it would perhaps burn both participants in the same manner.

Therefore in a heated discussion or a debate, the best practice may be throwing a pitcher of water on the fireball that the other person has thrown. In this practice, we will not burn. Still, we will rather be the true winner since we have used logic and wisdom to cool the situation down rather than adding more fire and heat that could potentially result in burning all contenders and be a fruitless discussion.

Therefore using certain words and phrases in a respectful debate may prevent the heated argument from turning into an uncontrollable fire that does not care about either participant. Such words and sentences could be "you may be right but" or "I may

be wrong but" rather than steadfastly insist that our competitor is wrong and we are absolutely right.

Therefore a debate is not only about reaching a common goal and understanding, but also it requires certain practices, methods, and attitudes to cool down the other party and, with all respect, make them listen to our point of view and try to employ logic respectfully and professionally which could signal a willingness to listen and speak with an open mind in a peaceful manner other than yelling and disrespecting each other.

Such debates that end up burning the contenders are more like a fistfight that words are being employed rather than punches; if the purpose of debate and argumentation is to knock out the other participant, then we might as well have our boxing gloves on and rather than sitting at a round table choose to jump into the boxing ring and knock each other out instead of talking since both actions seem to result in the

same behavior since one burns us, and the other knocks us out.

Debates, argumentations, and deal-makings, are all comparable in nature, and who is more diplomatic and thoughtful would perhaps be the unquestionable champion; however, as mentioned earlier, the point of a debate is not to win but rather to understand each other's point of view and come to a common and mutual understanding that could benefit both parties.

CHAPTER 6

What Is Stubbornness?

Stubbornness is the act of insisting on a particular subject, topic, or point of view without proper reasonings and a sound comprehension of the matter that is being presented and discussed. Also, possibly, it arises from a lack of mental flexibility to change one's mind!

We have two kinds of stubbornness. One is the real stubborn who's more likely a fanatic of some sort who thinks that he has learned everything that was there to learn about the topic! Consequently, they would no longer accept new information because they feel like they know more than enough about a subject without understanding the discussion topic. Practically, they are considered illogical individuals to deal with, and perhaps they are the worst people to ask for advice.

These individuals insist on their points of view without a logical explanation to verify and prove their beliefs!

The other group is not actually stubborn, but even if the whole world stands against them, they will not change their minds unless they are provided with a more reliable and more powerful logic since their belief is only true if it exists in actuality.

These individuals seem to be stubborn, but the truth is otherwise. They need tangible and concrete evidence and data and factual knowledge to discuss a topic of interest rather than getting involved in any matter they do not know! Therefore, they compose a small minority among people who rely on absolute logic rather than rudimentary beliefs or assumptions that have not been properly studied and analyzed or have been properly investigated and examined.

Therefore, they tend to change their position if a greater and more potent logic is provided sufficiently. That is not a lack of consistency in their beliefs but

rather the flexibility to accept the highest form of logic! Furthermore, these people may be the best group of people to confide in and ask for advice.

What Kind of Dreams Do We Have?

If we ever dream of obtaining something or becoming something or someone, we must understand that we have two types of dreams. Just the same as criticism, dreams can be constructive or could be destructive. A constructive dream is when we have the potential of reaching a certain goal; on the other hand, a destructive dream is lacking the basis and foundation to develop our dreams into a secure actuality!

If someone like me, who is 5.7 in height, wishes to be the next Arnold Schwarzenegger, it will not happen since I am missing one major factor: "height." However, the same dream could be constructive if I openly accept my height and try to be myself rather than following someone else! I could even have more

muscles and use some of my other qualities even to overcome Arnold.

Another example is that one person is smart and intelligent. Nothing is wrong with dreaming of being a great scholar as long as they do not live in their dreams. And the destructive dream could be as if a person wishes to become an angel and grow wings to fly, which logically is not possible. If it were to happen, the person would no longer be considered a human anyway.

SECTION 3

The money that comes in seconds goes out in seconds too!

Chapter 7

WHAT IS LUCK?

IS SUDDEN WEALTH GOOD LUCK?

THE DIFFERENCE BETWEEN CHANCE AND LUCK!

Chapter 8

QUESTIONS AND ANSWERS!

WHAT ARE LANGUAGES OR WORDS?

Chapter 9

TOMORROW THAT NEVER COMES!

TRUE WORLD VS. THE WORLD OF MIND

CHAPTER 7

There were these two brothers, one was a preacher, and the other one was a thief. One day, as the preacher was walking into his temple, a piece of the ceiling broke off and landed on his head!

On the same day, the preacher's brother won a lot of money in lottery games and told his brother that look; you go and pray to your God, and he hits you in the head, but I went to rob someone instead I decided to buy a ticket on my way, and I won.

Now, we need to ask if the preacher was unlucky?

What Is Luck?

Luck is an incidence in large or small magnificence that can be of physical form. It could be the product of

mental status that directly or indirectly results in some transformation, either good or bad, in life.

Could good luck be, in reality, the worst luck?

However, it may not appear as such to most people!

Back to the story, the preacher thought to himself, what if his brother was right till he fell asleep as he was sitting in his rocking chair. He seemed like he had not slept for years till suddenly, he woke up and started laughing and waking up his brother in the middle of the night, saying that his God came to his dream and told him that he's the lucky one, not the thief.

The thief yelled at his brother; how could that be when I win money, but you get hit in the head? The preacher responded with a smile on his face, saying that his God came to his dream and told him that although he was hit in the head with a small piece of the ceiling earlier, he was truly destined to die but because he was a preacher his God saved his life.

And as for his brother that won money, he was supposed to win the jackpot, not a fraction of it; besides, even what his brother has currently won, it not only will vanish soon, but it will also become much worse for him financially than previously because he was a thief.

Therefore, we could look at the story above in two separate ways. We can say ohh, so the preacher was luckier because God was looking out for him, or we could say why are we justifying god's existence, and when it comes to certain subjects, such as god, I tend to stay out of it.

Luck, in reality, does not exist; it is a phenom of sorts, such as miracles that cannot be explained currently or correctly.

It is similar to winning the lottery ticket; everyone wants to get lucky and win; after all, it's a lot of money and could perhaps do us very well!

What if we knew that 70% of people that win the jackpot go bankrupt within 3 to 5 years, not to mention the tensions that come with the sudden wealth?

Everyone wants a piece of you; you lose friends and find new ones who are there for your money as well. Further, we could lose our spouse and even children and other family members because the sudden wealth will empower us and expose who we truly are. It could be both positive and negative but, in most cases, it wouldn't matter since it mainly leads to failure and causes bankruptcy and collapse of marriages at times.

So all that said, would we still wish to win the lottery?

The money that comes in seconds goes out in seconds too. Because we have not worked for our money and do not appreciate its value, nor do we have a clear goal of what to do with the money besides we have not learned how to keep it and what to spend it on properly!

So luck does not exist, and luck is the half-brother of a chance, sometimes, big chances, and at times, small. Some chances are there to take for all, and some just come to our doorstep. Some are born fortunate, and some unfortunate, but what if it turns out to be the other way around once we mature up and ripen? The fortune of the first may prove to be unfortunate, and the unfortunate of the second happens to be a blessing.

I remember as a child when I was six or seven years old, my oldest brother told me once that he's the oldest, so he would be entitled to everything and would always be on top as the oldest son! I recall that I told him that the difference between him and I was comparable to a sack of rice; he was the grain rice on the top. I was the little grain of rice at the bottom of the sack, but by the time that the sack was flipped over to empty it, I would go on top, and he would go down to the bottom!

So today, we may be down, but tomorrow we may be the one who is on top. When an orange falls off the tree, we do not know which side will hit the ground and which side would come up on top since it spins and spins until it hits the ground!

Is Sudden Wealth Good Luck?

Once a limo driver gave a ride to a famous individual, the famous and rich person tipped the driver twenty dollars after a long ride. The driver recognized the person and asked him if he could ask him a question without insulting the famous man?

Ask! It's okay! Said the famous man.

The driver began by saying that yesterday, he gave a short ride to a couple of teenage girls, and they tipped him hundred dollars, but how come a rich and famous man like him would only tip twenty dollars for a longer ride? The famous man paused for a second

as if he was trying to think of something or remember something. He calmly replied that "the reason that those teenagers tipped the drive hundred dollars was that their parents were millionaires, but his parents were not, so he has worked for each dollar, and he has shed sweat, so he knows its value!

Now comes the sudden money, and suddenly from the third step, we jump to twenty-third. Now, we are no longer on the same level as people on the third step, and most people from the third step most likely started from the first step together, just like school! There is a first, then a second, and then the third. Now, the time would come up for most to move on to the fourth step and then fifth, sixth, seventh, eighth, and ninth till twenty-third or more or maybe less if they ever get to that step!

Now, when we are learning step by step, we are more likely to perform better, we may go through steps faster than others, but that does not mean that we can jump from the first step to the tenth step if we

consider such a movement as climbing a staircase that we have to climb up or down step by step or two steps at a time but can we truly jump from the first step to the fifteenth step or the other way around?

Each step has its own share of learnings, understandings, and failures which are crucial for success! But the one with sudden wealth will quickly face various benefits of money and its share of troubles that he has not experienced yet in his previous steps!

The longer your driveway, then more snow, and the longer it takes to shovel it! The more money, the more trouble, and also comfort.

Most of the people that the lottery winner knew well were in their third step and may one day reach his level by climbing each step, one after the other, but lucky the other guy who won the lottery! But that does it truly mean he got lucky if he is destined to lose it all

just the same as the other 70 percent of the lottery winners who lose all their money within a few years?

The Difference Between Chance and Luck!

Chance is different from luck because chance is to be taken, and luck is not to be counted since it is not guaranteed. So-called luck could either occur in a physical form and shape or with some physical attributions. Or it is a mental state that has been under consistent and constant stress or comfort.

It is the consistency of prolonged stress or comfort that may result in more impulsivity and irrational thinking! One is derived from desperation and one from depression of absolute comfort or easy gains.

When someone buys lottery tickets, they try to win the jackpot by paying for the tickets and rely on what we call luck. However, it is not the luck that we are counting on other times, but rather it is a chance that

we may take to succeed. *A chance is more like an opportunity than luck!*

Sometimes the chance is there, and we either don't see it yet or do not care about taking a chance in one situation but act otherwise in some other scenarios and take a chance that most people would not take.

Still, the difference between chance and luck is in action and the nature of the action.

As we mentioned earlier, luck does not exist and is only a mental perception of internal gravitation towards superstitious views. It is an occurrence that has allegedly managed to create changes, as we may call them "luck". A lack of knowledge of how it happened or if it ever even happened is what puts us under the impression that such is good luck, and such is bad luck.

Furthermore, the definition of what could be lucky or unlucky may differ from culture to culture. In some cultures, it is a sign of good luck if a bird poops on

you, and some other cultures may seem to interpret it as such a stroke of bad luck that the person may be advised to stay home for the rest of the day. The question is which one is right, in case if luck existed? Would it be a stroke of good luck, or would it be bad luck if a bird poops on us? If I were to pick one, I would say not good luck!

Perhaps, the good luck part comes from an emotional and intelligent point of view since most people may laugh at the unlucky person, and he's possibly already upset with the incident itself. Now on top of it, he is gotta deal with being laughed at. So some wise person, to cool the situation down, came up with something positive to use against the negative and make the unlucky person smile by claiming that it meant good luck if you get pooped on by a bird.

What would we say if we saw such a thing? Honestly, it probably depends on the person. So answers vary from person to person and from situation to situation!

CHAPTER 8

Questions and Answers!

We have various groups of questions, but we will describe those questions that have an answer based on tangible evidence and accurate data in a physical form or possess physical attributions such as the sun as being tangible. We can see the sun and feel the heat of it, and also we can see in the light of the sun; however, it can not be touched but can be seen and felt.

Nevertheless, we have the other group of questions whose answers are not based on physical evidence or attributions such as God's existence!

Two plus two is four, and we cannot deny that not because we can touch them but because we can substitute the numbers into physical forms to make sense of them, such as, two apples plus two apples equal four apples; it doesn't matter which way we solve it, it is always based on physical attributions which would equal four, now let them be oranges, cats or whatever else.

Answers to some other questions may lack physical existence and physical attributions of any sort; these kinds of questions could be beliefs, cultures, religions, and so on. And as I normally say, ***"everyone likes to answer the questions, but no one likes to question the answers!"***

These sorts of questions or the evil forces of humankind since their answers are what create factions and hostility among people, they keep fighting over their differences, and the only ones winning are the ones who learned to utilize and apply

their knowledge by questioning everything, they ask How? Why? When? Where? What? Who? and so on.

It is not how much we know, but it's how well we can utilize the amount of knowledge that we know, as little as it may be at times, and how well we could apply them in our everyday lives. Therefore, it is the manner of processing knowledge and learning through observations that are of high importance! Hence, the point is what we may have as answers could be entirely based on questions that do not have the answers in the form of physical existence or attributions, and being superstitious is not a physical attribution!

Everything that we can see and touch consists of patterns that we call structures; there's nothing that does not have structures in what we can see, touch, feel, and even hear, and that brings us to languages and the paths to success that can not be seen or touched but could be heard or constructed visually in our heads! However, the second group of questions

lacks the foundation and the structures to be considered as such!

What Are Languages or Words?

Languages and their words are only structured sounds that each human can learn to produce through their mouth to communicate; what we call a language is a collection of words and terms composed and produced by sound.

Therefore, the sounds that we make create words, sentences, and the whole communication structure that we call a language. We mentioned the structure because some structures, such as a building with a physical form, can be seen and touched. Some cannot be touched but can be seen or heard, such as languages, and the third cannot be seen or heard or felt but has a structure such as a goal and a path.

It is not the same thing as tangible, but still requires structures and some people have the visual ability to

transform this sort of data into a structured visual style that they can make sense of and interpret the data.

It is always better to have images related to our subjects to give a visual clue or help understand them better.

Music is another example that can be only heard, but it would not be called music if it was not structured properly to constitute music. Otherwise, it is not music, but rather some irregular noises.

CHAPTER 9

Tomorrow That Never Comes!

Some of us tend not to do our chores and tasks on time! We seem to postpone everything to tomorrow. However, Tomorrow Never Comes because each tomorrow, we use the same excuses to convince ourselves why we should do it tomorrow and not today! If something is supposed to be done today, and today is the time, it should not be subject to change.

When we postpone things to tomorrow, it is either because we are perfectionist procrastinators or we are lazy and irresponsible. *Have you ever wondered that when things go wrong, they all seem to go wrong*

at the same time? Only maybe for it to happen that way is that we postpone most things to tomorrow, and then there would be so many things that have piled up which are doomed to explode in our faces at some point in time.

We postpone a couple of things today to tomorrow, and tomorrow we'll use the same excuses as today, not to do the stuff from yesterday! Furthermore, we will also postpone the new additional tasks added to the list until it gets to the point that we end up with so many tasks and little time to do them all if any. Then, we say, why does everything go wrong at the same time? Maybe this is why it happens this way.

For example, once, I was trying to write some stuff, and when I sat at my desk; I noticed a glass of orange juice to my right within enough distance that I could hit it with my elbow as I was writing and drop it on the floor since it was too close to the table's edge as well. I could write with the glass to my right on the

table, but I had to be careful not to hit the glass by accident and drop it on my white, grayish carpet.

Then I thought to myself that if the glass is within my reach and there is a possibility to tip it over and drop it on the carpet, then it would require me to pay attention to two or three things rather than one or two. I had to pay attention not to hit the orange juice glass, and I also had to pay attention to my writings and surroundings.

Therefore, there were at least three areas that we had to put our focus on. So if we had to put twenty percent of our attention to the right hand not to hit the glass and then sixty percent on our writing and twenty percent for whatever that goes on around us, therefore, we are losing twenty percent of our focus since we are postponing such a simple task of moving the glass.

We should instead choose to take a minute and move the glass of the orange juice to another location, and

doing so would possibly result in gaining back the twenty percent of attention that was being spent on the glass. This way, we could dedicate the extra attention to our writing and not worry about hitting the glass.

Now, let's imagine what if we decided not to move the glass any further, and we hit the glass and dropped it on the carpet. Instantly, the twenty percent allocated to our right hand would perhaps need more focus because now, we have to clean up the broken pieces of glass, vacuum, and wash the carpet. And rather than spending a minute to move the glass, we will end up spending much more time and attention on something that could have easily been avoided in the first place, and we may not even get to finish the writing, or we would end up finishing it at a later time.

I'm trying to say that postponing and deferring any minor or major tasks to a later time is not rational and wise, and postponing anything by even an hour for any unjustified reasons is wrong. That was only an

example of how postponing tasks could end up costing more in every way possible.

True World VS. the World of the Mind!

We tend to see the world through the illusive lenses directly or indirectly influenced by our immediate circle of friends, relatives, society, culture, etc. We have what is called the true world. Then, we have the altered view of the world, which is based not only on our impacted comprehension and less than perfect awareness of the world but also on media outlets that influence and affect us the most utmost!

We need to come to a common understanding and belief that we manage to see the world through the world of our eyes rather than a simple view of the world as it actually is. We could put it simplistically that we all should see the world in the same manner and way of thought; anywhere in this world, the sky is blue, and the grass is green!

Maybe and just maybe, we are incapable of seeing the world as it absolutely is. Maybe the well-known beliefs and the stereotypes such as religions, cultures, and so on have reshaped our vision so badly that what we view as the world or universe is not even remotely similar to the the simple truth of what the real world is like, or it could be!

SECTION 4

**Knowing your weaknesses is your
greatest strength!"**

Chapter 10

SELF-EXPLORING!

SELF-ACCEPTANCE!

Chapter 11

WHAT IS HAPPINESS?

WHAT IS A WISH?

Chapter 12

FIRST IMPRESSION AND ITS MAGNIFICENCE!

CHAPTER 10

Self-Exploring!

Everyone in this world has something to teach us regardless of their age, religious views, political affiliations, cultures are so on. The worst of us still have some qualities that we could choose to inspect logically to learn and employ these qualities in our way of life. Nowadays, due to advancements in communications and the expansion of media, and the comfort that comes with it, we are more prone to stereotyping and mimicking each other's way of life.

It is as if a window has opened that we could see all in the world through that window! That being said, maybe the Microsoft Windows logo was a vision that Bill Gates had, and that was his goal. But, not everyone has the same goals. However, most goals

are the basis and aim to create an income source to live rather than learn and explore.

Some learn to gain to explore; some go exploring. Some see exploring not to be traveling around the world but exploring ourselves and the ability to know ourselves on such a level that we do not feel the urgency to deny ourselves the truth and end up even lying to ourselves too if something went wrong.

The right approach to exploring is to start with getting to know and learn ourselves and desires and our own very down-to-earth honesty that could help us judge ourselves before we rush to judge others.

Regrettably, we tend to minimize our mistakes and loved ones while exaggerating our own and loved ones' success. But on the other hand, the neighbor's grass is always greener since competition and envy and perhaps greed or the feeling of wanting the best are all little devils that run our lives from within!

What do we see when we look in a mirror?

Perhaps, we say "ourselves"! However, do we truly see ourselves when we look in the mirror? or do we favor seeing what we would like to see ourselves as! When we look in the mirror, we admire seeing how we like to see ourselves rather than see ourselves as we truly are! When we look in the mirror, our way of Judgment is apparent by simply looking at a mirror.

It utterly shows how most of us like not to see ourselves but rather see what we like to be! What we need is a complete change of attitude and way of thoughts. It is not breaking the mirror but rather breaking our way of thought and Judgment.

Self Acceptance!

Let's start by saying that "Knowing your weaknesses is your greatest strength!"

What could make us see the truth about ourselves is simple self-acceptance. Nevertheless, what is

self-acceptance, and how could we ever get there?

Again self-acceptance is looking at ourselves without using our narrowed vision of the universe and the rest of the world.

The detachment from any mental or subjective affiliation should define who we are in others' eyes, and others should not define who we are; rather, it is up to us to define who and what we are in this world. So let us for a minute forget about all that we have been taught and told, and imagine that we were just born!

*However, this time around, we do not accept all we see, hear, touch, or feel at face value unless we have dared to question and investigate their authenticity first. That is correct "question" and "doubt" since **"beliefs are the poison and doubts or the cure."***

Plant seeds of doubt,

Let the seeds sprout and grow into new thoughts.

*Nourish the thoughts,
Let them flourish the new minds.*

*Free the minds
Let the minds bear the new fruits.*

*Harvest the fruits,
Let them turn into new wines.*

*Drink the wines.
Let them show the new paths.*

*Follow the paths,
Let them find the new lands.*

*Observe the lands.
Let the eyes discover the new riddles.*

*Solve the riddles,
Let the ears hear the new finds.*

Embrace the finds,

Let them reveal the new truths!

So let's start small and let's start thinking of the unthinkable such as our religions, cultures, way of life and school of thought, etc., and make our way to see what genuine freedom from our deficiencies truly means. Once we decide to question everything and answer them without biases and prejudices, we will start seeing the light, and it is a fresh breath unlike any other that we have taken before.

The fundamental change that we all may require and expect to mature is investigating what we have been taught in school or life. Sometimes, we may need to change certain things about ourselves, and to do that; we need to know ourselves in the best and most practical way possible.

To get to know ourselves is to be comfortable with ourselves, which means if we do not accept ourselves for what we are, how could we expect others to accept us? Consequently, self-acceptance

may be our greatest accomplishment; if we get to know ourselves, then we know what we are worth and how capable we are despite all our defects and imperfections since no one is perfect.

We would always like to be right, and we tend to think that to win, we have to convince everyone else to be wrong! While truly the best and most logical way to win is a simple acceptance of our failures and a mere recognition of our faults and flaws, this way, we could form better habits or behaviors that could make us truly happy and put us right on top of any field of interest.

The way we approach, exercise, and promote our stances in life happens to be the most critical of all. We could declare and scream out that we are happy, but we will not become happy or choose to stay quiet yet be fairly happy by claiming that we are happy. Because happiness should not be subjected to what other people may think or assume about us, happiness is just a state of mind free of envy and

jealousy, not by force but based on a logical approach.

CHAPTER 11

What Is Happiness?

Happiness is commonly a state of mind that is unfortunately influenced and affected by others that surround us the most. We tend to define ourselves and our happiness based on the character and achievements of people we associate with.

As we mentioned earlier, happiness is just a state of mind free of envy and jealousy, not by force but built on a logical approach to life.

Unfortunately, our happiness is solely a measure that we adhere to compare our achievements to those around us! Happiness should be achievable by clearly understanding that comparing ourselves or our state of mind to others in our circle of friends and relatives is not the true definition of happiness!

Happiness is by far the most elusive buzzword that itself can not define its existence. Happiness is, in reality, the complete understanding and self-acceptance of our strengths and weaknesses, what seems to be our weakness could become a core strength if we are ready to accept it unconditionally, and therefore, we will see our weaknesses, not as flaws or defects but rather than obstacles and hardships that we could overcome and perhaps make it into one of our core strengths and values.

Once we recognize our weaknesses on a solid and honest basis without biases, we could improve their positive aspects and diminish their negative impacts on our lives.

So we must realize that what makes us happy is of the foremost importance of living a life that makes us happy internally, not make others happy or makes us appear to look happy in front of others. If our goal is

to look happy and seem happy, then it would be an arduous path to peace since we could never make everyone happy.

If there was a God and God itself decided to come down and rule the world, he could not make everyone happy unless we find the happiness within ourselves and truly understand what the magnificence of inner happiness and calm would mean in our lives and how fruitful life could be even if that means or seems like a complete failure to others.

People seem to want to get rich to drive good cars, and live in beautiful homes. We put ourselves through all sorts of things to appear happy and well off in front of others rather than truly living our lives based on our narratives of happiness rather than satisfying others that we are happy and well off.

We will not be necessarily happy by showing off our worldly belongings; this is specifically true if we do not have the resources to manage such a lifestyle!

Would we rather drive a fancy car that impresses everyone but we cannot afford it? How do we feel when we park our cars in a busy plaza to go shopping? Worried and sick to our stomachs that what if someone comes and it scratches our car!

Wouldn't we be worried every month about how to come up with the monthly payments, insurance, and car maintenance, or so on? All that to show off to others that we have a good car and be praised and approved and pretend to be happy while our minds are constantly gravitating toward concerns of how to come up with the costs associated with our choice of a vehicle!

Would we worry as much if we just had an average car that we could comfortably afford, which could get us from point A to point B? Just as the expensive car would do! Would we worry every month about all the troubles that come with an expensive car if we could not afford it?

For what?

It doesn't seem happy, but some of us may do it to make others believe that we are rich and happy, or is it for self-acceptance and arises from our lack of self-esteem?

How about our living accommodations? Would we rather live in a huge house that we could not afford to look rich and impress others? Well, in that case, that's all the happiness we would deserve if we live a life to impress and dazzle others.

We may, in fact, not enjoy living in such a house but still choose to live in one to demonstrate that we can do it, although, in reality, we would be struggling to pay for it. Or would we rather live in a modest house or apartment happily and have less to worry about and more money in our pockets, and fewer debts on our credit cards?

Don't get me wrong! There is nothing wrong with living a good life but let's live a good life that makes us happy and not live to impress others.

Today live in a room for a year or two and then live in a Mansion care-free for the rest of our lives if it is what we truly enjoy and could comfortably afford without going deep in our pockets.

I guess who doesn't like good cars, clothes, and houses? But what is the point of living in a house that we can't afford or driving a car that we would struggle to pay for it every month? Isn't it just better to choose a simple life for the time being and try to make ourselves less prone to anxiety and allow ourselves to like life the way that we truly feel enjoyable with no strings attached till we have the financial freedom that we can live it the way that we would want it to be?

Then, why not live with the basics that we could go to sleep at night without worrying. Besides, we can focus more on our main goals rather than waste our

time and efforts worrying about things that we can not afford and are not necessary to have at the time.

Now, having said all these, let's get back to the glass half full or empty and the phrase or assumption of focus on your goals! *Let's start by saying that probably **the one percent that owns most of the wealth teaches us to see the glass half-full because they don't want us to learn where the other half is going!***

Imagine how rich they can get by skimming half a glass of our cups! What better excuse to convince all to see the half-full while they take in tons of water and fill up their massive swimming pools with our halves! They want us to see the half-full but are not willing to swim in a half-full pool. How ironic is that?

However, this doesn't mean that we all need to have a pool of water to be happy. I don't think so. Do we know what could make us satisfied? It may not be half the glass nor the full swimming pool but rather

knowing where the faucet or water source is!

Wouldn't that be nice that anytime we needed water, it is there, any time that we need a half glass, it is there, anytime that we want to help others it is there, any time we want to fill up our pools it is there. But better than that is finding the second, third, and even fourth source of water.

We won't need to have luxury pools to prove our wealth because by then, we know what we are worth, and we will live life as we enjoy, let it be in a mansion or a tent! Believe it or not, many of the wealthiest people may not live in massive mansions as we would expect; they may live in beautiful houses, but they are sure that they can afford it.

Otherwise, they would go bankrupt if they wanted to spend fifty percent of their income on housing and perhaps thirty percent for a car and then be broke by the end of each month! We would normally expect the rich to drive the best and most expensive cars,

and if they don't, we will judge them as cheap and stingy.

Maybe an average car is what makes them happy. Just because an expensive car makes some happy does not mean that everyone must feel the same way. When we are truly wealthy, we don't feel the urgency to prove our wealth to others or show off our money since it is no longer a big deal to be praised and recognized for our wealth.

They have passed that stage of life and live life as they wish, not as we wish. *So it is the attitude of a person that is the first sign that he will be wealthy through financial means or self-acceptance and knowledge.*

These people choose to live happily regardless of what makes others happy. They do not live their lives to impress others with their wealth or make us happy by living extravagantly and spending money on nonsense to prove that they are rich.

What is a wish?

Wish is solely a farfetched and improbable desire to either own something, achieve a particular status, or reach a certain point in life that appears unlikely to us based on our way of thinking and perhaps the unfavorable circumstances at times.

It is an indication that we do not perceive ourselves as worthy nor qualified and capable to reach specific circumstances or obtain particular objectives that could be a milestone of some sort in our lives. It is like wishing to hit the jackpot, or when we see an expensive car driving by, some of us may say, "I wish I had that car," or when we see a mansion, we say, "I wish I had it."

If we wish to have something, then we are most likely not going to have it; otherwise, we would have said, "I will have it" or would say, "if I want to have it, then I will have it." *Wish is not precisely the same thing as wanting something, but rather it is a fantasy that we*

do not see happening to us and doubtful to achieve, and that is why we only wish for it!

However, if others could have it, we should see ourselves as competent to have it if we truly want to possess and obtain it. We can wish for all sorts of things. Still, we are unlikely to have them at any point. If it happens to come true, it must have been due to other elements and conditions not based on our own efforts since we are not motivated enough nor inclined to have it truly when we wish something.

It is not only that we see ourselves as incapable and unfitted to have it, but rather we have already given up, or we have not even dared to consider ourselves worthy enough to have it in the first place. I am trying to say that if we genuinely want to have something, we will be more than capable and competent to have it.

Therefore, we do not tend to say, "I wish" since we do not consider the goal as far-fetched but rather an

obtainable goal in life that could possibly make us happy. Therefore, we shall never wish for things that we truly want since that would be as close as we would get to our goals; it will only stay as a wish which will not come to fruition.

CHAPTER 12

First Impression and Its Magnificence!

Sadly, people's brains seem to function and operate through their eyes and ears rather than the brain itself. I understand that both are the entrance into humankind's minds, but it is needless to say that we should not believe all we see nor accept all that we hear.

We must think with our brains, not our eyes, and ears, not to mention the magnificent importance of emotions that truly smudge our decision-making abilities. *As an example of emotions and personal feelings silently dictating our views of the world and its citizens, we could use the first impression as a prime example of our flawed and damaged logic, mainly due to certain emotions.*

Emotions can greatly manifest themselves through the effect of the first impressions! The first impression can be as toxic as love at first sight. Surely, there may be people that love, at first sight, worked for them, but it is a fifty-fifty chance at best.

The love that comes in one meeting is based on what? Is it based on logic and reality, or does it have roots in our emotions influencing our thoughts? Since pure love is not some mixed emotions that come in days, but rather it is based on reasons that come in months or years, and pure love is, as I like to describe it, as follow:

The worst loneliness is the act of pure love which leads you to believe; if you utterly and unconditionally love someone, then you shall set them free of your desires and allow them to live their lives to the fullest even if that means without you, and even if that brings the ultimate loneliness upon you.

When you truly love someone, the only desire of yours must be seeking the ultimate happiness of theirs. Moreover, what defines pure love is the enormity of sacrifices that you make.

Therefore, it is not the loudness of your words that declares your love but rather the magnitude of your actions in silence.

The only thing that a person can fall in love with at first sight is their emotional trap since true love needs reasons. We need logical intentions and proper explanations, not excuses, such as look, first impression, wealth or social standing, or our heart telling us to be the ground for love because that is not loving; that is mixed emotions.

A first impression can be constructed in such a manner that could potentially cause us to use our emotions and what pleases us to envision a mental map of a person's personality that has had a great first impression on us or otherwise.

Instead of using the brain and intelligence, we use our so-called hearts and emotions to make sense of the first impressions we have collected according to our internal likings! And time is the greatest opportunity that we should employ to get to know a person rather than create a personality based on the first and second impressions that could prove far from the truth and considerably risky.

We all have our fair share of miscalculating someone's personality and have been left puzzled by how we were unable to see the truth. The fact of the matter is a person that we thought that we knew so well could have been the product of our minds rather than reality.

And we always seem to manage to have an excuse and blame our shortcomings on our hearts and sincerely claim that we listened to our hearts!

However, Hearts do not talk, and if they ever did, they would have told us not to listen to them!

The reason we say our heart told us goes back to the time that we believed that the heart was responsible for decision-making rather than the brain, and this phrase is still with us till today.

When we meet a person for the first time, depending on the impression that they make, it will result in us creating a frame such as a picture frame in our heads to understand better and view the personality of the individual and depending on the magnificence of that first or first few encounters; we tend to create a beautiful picture frame or small cheap frame in our minds.

Another time we may even consider a person so little and insignificant that we don't even allocate them with a full-frame or no frame at all.

We tend to fill the blank picture frame with patterns that impressions have had on us based on how we have been influenced.

The issue is our internal desires or hatred, which could greatly impact our Judgment. We could create a picture or pattern in the frame that we think is based on reality. In most cases, those patterns and pictures are the product of our flawed minds rather than absolute reality.

Moreover, when we think that we know a person way too well, we end up wrong and confused about what went wrong in our Judgment! The issue is that there is one frame but two completely contrasting patterns or pictures in the same frame. One pattern is in red and the other in blue; the red is the product of our narrowed minds and emotions and what we wanted to believe, and the other is reality based on evidence and logic that our brains have created.

Though, in reality, both patterns are in black, not blue or red. So we have two entirely different patterns overlapping each other, and we cannot distinguish one from the other such as the following illustration...



BRAIN PATTERN
PATTERNS



EMOTIONAL PATTERN



REALITY: OVERLAPPING
PATTERNS

The power or weakness of a first impression is crucial not only in finding friends or partners but also in the workplace.

SECTION 5

**The hardest part of being a
millionaire is making
the first million.**

Chapter 13

EARTH IS LIKE AN APPLE!

THE PATH TO SUCCESS!

Chapter 14

MASTER GOALS AND MINI GOALS!

Chapter 15

THE HARDEST PART OF BEING A MILLIONAIRE

CHAPTER 13

Earth Is Like an Apple!

We humankind are similar to the apple worms that have spent all their lives inside the apple, and we are the sole cause of the apple going rotten and damaged. We also believe that our apple is so massive and complicated till one of us makes its way to the apple's surface and sees what is out there compared to our little world of apple!

We thought we knew the universe's rules and thought we learned a lot about our apple world. We were so ignorant that we thought, based on our inadequate knowledge of a little apple world, we could determine the rules of the universe.

Nevertheless, we have not even scratched the apple's surface to see how many more apples are out there besides oranges, peaches, cantaloupes, and walnuts, etc., let alone the rest. We think that we are at a time and live in a time that humankind has achieved the highest degrees of so-called science. We are yet incapable of understanding that we are not the first or the only generation that thought so.

Two hundred years ago, humankind believed that they were very advanced in many science fields, and they even believed they were close to the end of the time based on their limited logic and knowledge. This similar scenario is true today as it was two hundred years ago or even two thousand years ago.

We always seem to imagine, believe, and assume that we have reached the tip of the iceberg, not even knowing what an iceberg is and how many more icebergs are out there. It is our arrogance and biases combined with an unlimited lack of logic that has always failed us!

So, looking at the world through modified lenses that are the product of society and its people is not the real world. The world that we know is times and times beyond the scope of our understanding. Let's look at our imperfections in every way and aspect and understand that each human, regardless of background or ethnicity, is respectable and capable of achieving the greatest things of all time.

Let us not allow the past or current events of the world, and it is less than perfect citizens, to deter us from achieving what we truly deserve! Since we could build walls around a city and put gates that we can shut, but we could never shut people's mouths.

The fact stays that we are all humans and capable of making mistakes or achieving greatness regardless of our ethnic backgrounds or upbringings.

Let's be good citizens of the mother earth as the mother is like a ball that does not matter to it which

part of the ball you are since it is all the same to the planet that we live on!

Such as the following illustration if we compare the earth to a ball!



So, wherever in the world that we may be living. We should never and ever forget that those general beliefs that we have managed to be a part of are the same or tend to go through fundamental changes in case of major changes in our living conditions, such as immigration and a new circle of friends and the people that surround us the most.

The best part of humanity is still to come. And that is nothing but recognizing that we are all equal and accepting that is the greatest gift we could give ourselves. I am not asking you for tolerance or tolerating others, and I am sincerely asking you to understand each other.

We should see the greatness in every humankind and shall not look for a hero to motivate us. We should rather look deep inside ourselves and find the hero who lives within us and feed it logic and open-mindedness to make it the greatest hero of all times.

As we said previously, success does not come through a single path for all. Although most people tend to think the same way when given the same conditions and go through the same influences, it still would not mean that the same path would apply to everyone!

The Path to Success!

There are many ways to reach our goals, and depending on the goals, most paths and ways to reach our goals in life, these days, seem to be ever the same in terms of if you want to be a doctor the only way is to follow the path that everyone else has taken and the question is; if someone who did not go through the same path but may even be better compared to those that followed the path then would he still be called or accepted as a doctor?

Did it seem this way two thousand years ago? We may be more advanced and everything, even being normal, has structures to follow these days. As it appears these days, we need to follow the path they tell us to become who we want to be. This is not to say that I am against these kinds of paths! *But we consider a path to be the way forward, but what if reaching the goal was not going forward? What if we had to take the path back to reach our destination!*

What if the path should have expanded from every side and grown and progressed in every direction rather than one? And in that case, we will be left with a complete circle that could always grow, and no need to choose a path to the core since any step is a part of the path, and any spot may be the final destination!

They tell us to step up, and we may so and yet fail! Why is that at times?

Maybe we did not have to step up to get to our goal, but rather we needed to step down to get to our goals! Yes, it doesn't sound right! But it is like being home and walking upstairs and looking for the kitchen while the kitchen is on the main floor, so we don't always need to step up.

We should look at life as a series of goals of many sizes or better to look at it as a game that we can enjoy. Since that is the purpose of a game, and by understanding that, we will automatically realize that we don't always win and we don't always lose either. Yes, sometimes we win, and some other times, we

lose. But the better we get at the game, the higher our chance of winning the game.

CHAPTER 14

Master Goal and Mini Goals!

Not knowing your goal in life is like playing soccer and not knowing where the goal is or what it is! We could be an amazingly talented player who could score many goals, but we do not know the goal or the field, no matter how well we play!

Now, what if we have the right place and the right goal? Then we need to know the rules of the game. I am trying to compare a goal in life with a goal in the soccer field to visualize how important it is to know the goal and how to score. Besides, if we do not

know the game rules or are not familiar with the game, perhaps we will fail.

Not all games are the same, but they all have clear goals to achieve so that life can be seen as a game but not one kind of game, but it rather consists of numerous games. And once we get to know the whole picture, we may end up being a perfect player. Sometimes it is a ball, and other times could be chess pieces and a chessboard that are the required components to achieve the goal.

A ball is the existence of the second-highest chance of success after knowing the goal; if no-ball, then no game, and if no goal, it no longer has a purpose to play it, so it cannot be a game any longer. One is soccer that is played with its own rules, and the other games have their own sets of rules, such as basketball, pool, and chess, etc. So, knowing one game is great but knowing more is always more satisfying.

If we treat life as a group of games, then we could conceivably have a reason to enjoy our lives and play the game along. Although, not everyone is in the same game or the same level of the game. Our life span should be to explore, and while exploring, we should play the game. We better enjoy it by understanding that everyone could be good at some games but horrible at others.

By looking at it as a master game is to find a way that leads to our goals, and additionally, we would need to have the ability to travel the path to our goals. We do not have one goal! one goal may be our biggest goal, but each goal consists of a combination of smaller goals.

Let's say that a talented high school student wants to be a lawyer but does not know the way to his goal; therefore, just having a master goal does not mean that we know how to get there. As a teenager, the students' ultimate goal is to grow into a lawyer, so this is his master goal. To achieve that goal, he must first

complete the other milestones before getting accepted into law school.

As we mentioned earlier, a goal could be tricky to achieve if we are not honest with ourselves to evaluate our true motives and convictions.

Once the master goal has been set, then depending on the goal, we would require to have a plan and a way to get there.

Let's imagine that we are in a forest, and our goal is to reach the cottage a few hundred meters away from us, and we can only see the tip of the cottage from where we are standing. Now, the question is, what is the next thing to look for and how to get there?

Can we just set our eyes on the cottage's tip and walk toward it? Or with each step we make, we need to look around to ensure that we don't get injured or scratched by tree branches! We also need to look at the ground to feel safe to take the next step and not trip over anything. So, each step itself is a mini goal

that each single of them could jeopardize or reverse the whole progress. We will have to look to our left and then right and then take a step after inspecting the ground.

And if we don't, we may walk into a hole, wire trap, or trip over a stone and so many things of large to little magnificence that could change the plan drastically. Many of us tend to focus so much on the master goals that we fail at any steps that we take or simply don't even take a step to start with.

This is like thinking and dreaming of our goals so that all we do is fantasize about our goals and start planning what we would do and could do if we reached our goals! We end up having a plan after reaching our goals but have not thought about getting to our first mini-goals.

I had a friend back in the day that used to say, what if he had two hundred thousand dollars and what he would do with it to become so successful, and all he

needed was the initial money to start. Now, he may have had great ideas, but for almost a year, I used to hear him say that frequently! Till one day, he said that he would do this and that with it and had so many plans if he had the two hundred thousand dollars!

This time, I interrupted him and told him that he has been saying that for a year. Meanwhile, it does not seem much has changed for him financially, which means his chance of having the two hundred thousand dollars from last year to this year has stayed the same. So, I asked him, what if instead of spending so much time planning for what he could do with two hundred thousand dollars, he had planned how he could turn one thousand dollars into two hundred thousand dollars that he required!

I asked him how much fund he currently had and what he could do to make that double, triple, and then more and more until he reached the two hundred thousand dollars he needed to start his other plans that required more funding? I questioned him what he

could do with one thousand? And if he could create a plan to make it into two thousand or ten thousand or even more? And the response was mainly silence or ooh.

It is often not that we are incompetent, but many other variable factors are in play that we need to recognize to reach our goals, and we need to find a reasonable method to get there! These are the first steps in reaching our goals, and when there is no goal in life, it could get quite boring and depressing at times. Remember, life is a game, and a game has a goal to win; we need to learn the goal, path, rules, and other necessities required to achieve our goals.

We can enjoy a game because there is always something to fight for and play, or it is torture and agony since we don't feel like there is anything to fight for or to play. This is wrong because as long as we are alive and well, there is always something to fight for, and that is the goal of life to play and enjoy

the game and realize that we can not win them all and we couldn't lose them all either.

As we know, no one is perfect, nor is anyone worthless. Even the worst of us could have something to teach us, maybe something good or maybe something bad at times! Sometimes a goal is practical, but it wouldn't be what we expected unless we have properly studied our goal before the main step begins.

This is why by listening to critics with open arms and asking for advice from the right people in combination with our honest input, we can better understand our goals! Like my friend who claimed his goal was to be a rapper to make others happy, he was not willing to record an anonymous album! He was not being honest to himself or had never thought of it any other way, which would have required him to explain his true motives.

There was a hookah bar that I often visited when I was in my early twenties. It was a fun place and always busy when we visited the bar.

A friend of mine had serious intentions to open a hookah bar since he thought it would be profitable.

Well, he spoke to his mother if she could help him financially that he could open a hookah bar; he told her that all he needed was sixty thousand dollars to start, and based on his calculation, he could easily make that money back in if not six, then maximum it would be a year to pay her back.

The problem with my friend's plan was his miscalculation of how much money he was able to make and what the true cost of starting and running such a business would be! He had calculated that if the bar that we used to go to was open from noon to midnight, with a sitting capacity of 40-50 people, then the bar must have been making a lot of money considering, anytime that we visited the place, it was busy and full of guests.

His rational and business plan was based on our frequent visits that used to happen in the evenings of the weekends, so what he had in mind was based on his regular visits on the weekends that the bar was always busy.

What he had not seen, discovered, or witnessed for himself was indeed what was going on during weekdays or nights.

Hence, when he and his mother asked me for my opinion, I was quick to mention the fact that any time that we visited the place, it was either on a Friday night or Saturday night, and based on that account, it did not mean that the place was busy from 12 pm to 12 am each day of the week besides the bar did not even offer alcohol, and their food was nothing special.

Most clients would order some tea and hookah and sit for hours to the point that I was even wondering if the place was making any money, even on the

weekends. No matter how I would explain to my friend that his understanding and knowledge of that business was minimal; therefore, he should attempt to secure a job in the same field and first try to learn the business instead of just jumping in blindly.

Long story short, he decided to go with the plan, and his business did not even last for six months. He had just convinced himself that it would work because his idea was entirely based on short-sighted and flawed narratives that had dominated his way of thinking.

On the other hand, he said that he would provide great food to his clients as if whoever else wanted to open such a bar said otherwise! As if the other places had decided to serve rotten food and expect to stay in business. The problem with my friend's plan was his lack of insight into that business, and he had a minimum amount of information about such business. On top of all that, he was unwilling to listen to any advice or criticism.

It cost him much more than sixty thousand dollars, and it did not even last for six months. All he was counting on was hope and thinking positive as if that would fix any issue. This is an example that we can use as thinking positive vs. thinking realistically and do our research to succeed.

Sometimes it would take a year to plan something, and it would take a night to implement, and at times it takes a night to make a plan and takes years to implement it and still fail since we did not plan it accurately and rushed ourselves into the plan.

So the best course of action would be thinking longer for planning and taking a shorter time to implement our plans rather than just jumping blindly in the action plan and failing.

CHAPTER 15

The Hardest Part of Being a Millionaire!

Those who have made their fortunes have worked for every penny they have gained and appreciate what they have. Since it was not their mommy or daddy who was rich, it was them and the efforts that made them wealthy. So they value every dollar since ***the hardest part of being a millionaire is making the first million.***

Let's say that we work and save a thousand dollars and decide to grow it into five thousand then try to

double that to ten thousand, but this time, we fail and lose it all. However, this time, we discovered things that we did not know when we started with our first thousand! But on the other hand, We have learned and gained some new experiences along the way; again, we start with a thousand dollars and make it into twenty thousand. Right when we are going to hit forty thousand, we lose it all again!

So we keep on trying and trying and keep on failing and failing till, at some point based on the experiences and failures that we have had, we have learned so much that if we could make a thousand into forty thousand, then we can make it into hundred thousand and then perhaps the first milestone would be the first million.

Imagine if we started with only a thousand and no experience, and we kept on trying and learned how to make it step by step into a million, then what can we make with a million and that much experience that we have gained along the way?

This is why we should wait for the right time to spend our money wisely unless we do not dream big and rather work a nine-to-five job with some satisfactory salary. If we dream big, then we should see the bigger picture and never think that this is the end of the line and must learn to treat our failures as lessons since **"failure is the bridge to victory."**

Does Money Change You?

People say that money changes you but does it change us? Or does it just provide us with what we need to reveal the actual truth about ourselves and demonstrate to others who we truly are?

Money provides us with what we require to show what we truly are; money magnifies who we are, it is like the first impression or second impression if we put in that way that we could use the example that a friend that we thought that we knew so well at some point of his/her life who was at our level. We thought

that we knew him very well turned out to be someone that we no longer recognize!

Since our friend suddenly gets rich and becomes more powerful than us, then we realize that he doesn't treat us as well as he used to do beforehand, then we would think to ourselves that oh my god, look how money changes people!

However, money did not change him; money presented him with what he needed to reveal what he truly was!

Remember, the night that we went out drinking and then on the way home, he saw a poor homeless man, the poor guy was just asleep in the corner of the street in the cold, and he kicked the guy and laughed.

Remember what he did to that guy! The guy was lower than him, so now, he would treat us the same way as he treated the homeless man because he sees us as weaker and lower than him, so it wasn't

the money that changed him; *money allowed him to show us his true nature*. Therefore, we were blind not to see it previously, yet we think it was the money, not him!

SECTION 6

**We can either play well and have
our opponents fear us, or we can
choose to play fair
and have our opponents love us!**

Chapter 16

PLAY FAIR

THE MAGIC OF "AS YOU KNOW!"

Chapter 17

PAUSE SYNDROME

Chapter 18

WHAT IS EDUCATION?

WHO IS A TRUE SCIENTIST?

CHAPTER 16

Play Fair!

We can either play well and have our opponents fear us, or we can choose to play fair and have our opponents love us!

If our opponents are scared of us in any way, that means we have an enemy since no one likes to live in fear. Everyone wants to eliminate fear in their lives, so naturally, there will be people who are afraid of us

or jealous, and in both cases, we are never at peace since we always have to watch our backs.

On the other hand, if we manage to have our opponents love us, then there is no fear, and not only our opponents have no fear of us to look for ways to eliminate the source of fear, but they rather love us and will be more of a help than danger.

But what does it mean to play fair? We can know the rules of the game and masterfully play the game but lack fairness and consistently harass or degrade our opponents in the hope of keeping them in check. We can also choose to play fair and treat people in a way that, even as enemies, the least they could do is to keep our respect.

A lot of times, we could play well and fair which means that not only we know the game very well, but we also win the game more often than the rest, but instead of degrading our competitors with our words

and actions, we would rather speak and act fairly towards our opponents.

We humans normally favor responding positively to a positive attitude or the other way around. A salesperson in an electronic shop may know their products very well and even be a good speaker, but he may not be as good as others that seem less capable than him, and that could be due to too many reasons.

For example, we walk into a big box store with commission-based employees that often ask us if we need help with anything? Our answers to these common questions are generally No unless we need help!

We mentioned the prior example to understand that since every salesperson asks the same question, it does not mean that we all have to do it the same way! If they need our help instead of asking someone, we should help them regardless and not be

another salesperson with the same old question. We should rather help than ask if they need our help.

When we see the customer is looking at some items or a particular one, why should we ask them if they need help? People have learned to say No because it seems easier to say. No, therefore, we should start speaking about the products and items that they are looking at.

This way, first, we did not ask, so naturally, hearing No is very unlikely, and second, we have a better chance of success overall. Besides all these, then there are ways to introduce a product or a service, we are told that to be a good salesperson we need to know our products well, however, we seem to pay less attention to know our customers in general.

Large companies spend millions of dollars on surveys and various other methods to find and target their potential customers. But when we are independent salespeople, then what other ways can we know our

client base? And how to target them is of extremely high importance!

It is not easy to get to know our client's tastes, passions, desires, or hatred in a short time. Still, some methods may solve the problem even if we do not know each client personally since those clients are humans who have a lot in common with each other that we can employ in sales tactics.

Sales is an art, and also, it is science. However, it is not rocket science. They teach us to speak about the product or know more about the products, while they rarely suitably teach us how to become successful at whatever we sell regarding human behavior and way of speaking to them.

A client that walks into a retail store is most likely looking to buy something, or they are just window shopping, and as we mentioned before, we should avoid asking if they need help and assist them without asking them. It is improbable to hear "no, I am

fine" if we do not ask them; most people tend to respond No to such a question; it's just a habit that has roots in many years of practice.

Then there is the flow of information; in this case, the product is the center of the flow. Now, we can choose to say as much as we know about the product and spend twenty minutes and not even close the deal!

It is okay to know the product, but it is not okay to mention them all; we need to keep it short and simple! Just find out the most common questions and create rebuttals for them; the less we explain the unnecessary stuff about the product, the less we would create extra inquiries; the more we talk about the product, the more questions we need to answer.

It takes longer and will be a harder sale since we may have created more questions for the customer and less likely to have addressed all his or her questions. Although they had the minimum amount of information about the product when they walked into

the store to buy the product, we became a lecturer instead of selling it. We taught and explained everything that was there to teach about the product.

When we keep it short, the questions are mainly the same, and there are fewer questions to answer, less time to spend, and the chance of closing the deal is much higher. We do less but gain more by making some adjustments to the rules of the game. If we do not like the game, then we are not going to have fun. Maybe we like the game but do not like its rules, then what?

Let's finish by saying that ***we turn because of the road, not the road turning because of us!*** This is true in most cases unless we are the first to take that path and we are the one who turns first otherwise we need to play by the rules which are not set in stone, or we can play and create our games.

The Magic of "AS YOU KNOW"!

We often dislike to admit that we are wrong or claim that we don't know, so the word "as you know" does wonder in sales and personal life. Imagine that we want to explain something to someone and ahead of time decide to say "as you know" blah blah blah, and not hear an opposition; this may be true even if used in personal life and speaking to others.

This catchword can be used often, which shows fairness and respect but in reality, what it does is to charm and unarm the others so that we could take advantage of their vulnerabilities since no one likes to say that "they do not know." So when we start with, as you know, it is, in fact, to make sure the other person drops its guard.

And another thing to mention in sales, especially commission-based sales, is to act indifferent, yes, acting indifferent. We mean by being indifferent is not to be pushy since most people tend not to like salespeople, and when we become pushy, the client may feel like since we are making money on them.

Hence we may say anything that pleases them to make our sale.

However, we could act excited, happy, enthusiastic, but that does not mean being pushy. We need to control the ball and once, we lose the ball, we are very likely to lose the customer. This is why communicating and the structure of the words, phrases, and analogies, and sentences we use have to confirm that we are in full control. Being a salesperson is not the same as being soft, pushy, and shy. We could act even bossy at times but not pushy.

What does it mean by being pushy?

Desperation and lack of logic and understanding of human behavior in sales will generally cause us to act illogical and desperate to the point that all we care about is to make a sale, and no matter what, we could push more clients away than retaining them.

Being pushy is not the same thing as being authoritative and in control; besides, creating a feeling of urgency is not probable by being pushy. Even our body language is as important as our words in sales.

CHAPTER 17

Pause Syndrome

In sales and marketing and everyday life, our tone and style of speaking and our body language are of very high importance, but what could be more important than those two is to avoid pause syndrome; now you may ask what is that?

I like to call it Pause Syndrome, which frankly could be demonstrated that in a discussion, sales, etc., anytime that we make a statement, we should not

pause and rather we should continue our conversation as if the statement has been sufficient enough and satisfactory rather than pausing after each statement since the act of pausing in such circumstances is our lack of belief and confidence in our statements.

Therefore when we pause after each statement, what we are truly thinking or expecting is for the other party to approve our statement or give them a chance to object to it; however, the best practice may be simply to avoid the pause and move on as if the statement was sufficient enough and self-explanatory enough that we do not require the approval of the other person nor expect them to object our position.

Therefore Pause Syndrome is a lack of belief in our own statements. If we pause, it normally means that we expect the other party to approve or reject our notion. In contrast, a wise person should not pause after each statement, and they should move on to the next point.

If we do not pause, the other party does not automatically feel like the pause is to object or approve our statements. If we do not pause and continue as if all are accepted, then the other party is less likely to oppose our positions.

Therefore Pause Syndrome is a lack of belief and a steadfastness in our statements and point of view to the extent that we pause and seek approval to move on but on the other hand, our act of pausing after each statement may push the other party to think that they are supposed and obligated to object our point of view or approve it.

We should move on with no pause as if it has been accepted and all is fine. If the other party has a true objection, they will interrupt us, so we do not need to pause and seek approval for our statements to move on to the next point; this is reverse psychology, if we could call it that!

CHAPTER 18

What Is Education?

Unfortunately, education these days is not what it used to be. Students are not educating for the same reasons in the past!

Education is an internal desire to learn rather than a duty!

These days education is sought to secure well-paying jobs. Schools are created by people with average to

above-average intelligence to accommodate people with average to above-average intelligence!

Education, as mentioned earlier, is an internal desire to learn. Back in the day, those who sought knowledge were well aware that they may end up living their lives as poor people rather than thinking that education would bring them wealth and stability. Besides, education these days is a comprehensive business and marketing practice and are the factories to produce future generations on time! Education should not be subjected to a certain time frame to learn.

Unfortunately, education has become a competition of memorizing specific subjects to pass the tests rather than truly learning each subject's point. The scientists seem to be the product of a broken commercial system full of envy, prejudice, and competition; of course, not all scientists are the same!

But these days, most scientists could be best described as parrots who speak a different language as us, and as exotic as they may sound, neither the scientists know what the hell they are talking about, nor the parrots!

Who is a true scientist?

A true scientist is the one who does not only learn but who is also capable of utilizing their knowledge as little as it may be. Scientists learn to apply the formulas they have been taught and told in school, while a true scientist creates the formula.

So I would rather divide the scientists into two different groups. One is the scientists who learn the formula. The other is the one who comes up with the formula, and the second group does not necessarily need to be called scientists in terms of formal education!

What it takes to be a true scientist is the originality to be a "Formulist", as I would like to call it. On the other hand, most scientists are the distributor of knowledge while a few are contributors!

The way that the current education system operates is very hostile to the brightest and most independent students. Furthermore, creative students are frowned at by their teachers and professors alike, killing creativity or eliminating such individuals' chances to finish their education.

The educators have turned into robots that deny any new thoughts or are hostile and envious toward many intellectually superior students than themselves. They want all to be silent and only nod their heads and make sure that they pass their tests within a selected time frame, even though they might have truly learned nothing but some gibberish that they have memorized to pass the tests and move on to the next level of education to secure good well paying 9-5 jobs!

A true learner is the most enthusiastic person to learn.

Their main focus is on learning rather than advancing the ladders of success. Science and scientists are not limited to Monday-Friday and 9–5 pm schedules! They are rather actively seeking knowledge and are eager to utilize their knowledge. Their goals vary, but they are much different from what the education system expects them to be!

Many brilliant people may not even finish their formal education since the system is not flexible enough to their likings! Furthermore, education must be free for all. No one should worry about the cost of higher education. It should not be a source of income but rather a source of pride and the cradle of every nation's civilization. It must be available to everyone, and formal education must not be the only accepted form of education.

These days, there is a rise in autodidact and polymath Learners. We could easily use the internet to educate ourselves in our field of interest. *We have enough distributors of knowledge but not enough contributors!*

Our logic is so badly influenced by many wrong rationals that we don't even seem to acknowledge the wrong and accept them as society's norms.

The minds seem to have lost their spark, and they have turned into dead beets.

We accept what is being fed to us almost unconditionally and attempt to reject any new thoughts or opinions.

It is not like the education system has only affected the minds of people. Still, it has also left a long-lasting negative effect that seems to have become society's model.

THE END.