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NonViolent *Communication*



**CORPORATE CULTURE
DEVELOPMENT**

The Road Less Traveled.

Choosing between financial security or following your dreams.

By Kelli Jones

Today I awoke terrified about my financial situation. My heart felt like it was crushing from aching so terribly. You see, four months ago I surrendered to my dreams, quit my job, and devoted myself completely to what I care about most. I am the publisher of this journal. I love the feeling I have of being able to contribute something to the world, possibly helping people discover their own path to happiness, and being able to publish my philosophy. I love this dream of mine with all my heart. So much so, I put not just a source of guaranteed financial security, but also all my other dreams and passions on hold for the last four months. I have had no money, I have socialized little, I didn't see my family during the holidays, and I haven't taken a single ballet class, worked on my novel, studied acting, or done anything for four months, except work on this

journal. But I've loved it. I've loved it to my core. I knew to my core that eventually my finances would get better, I could start living my other dreams and passions again, and I could see more of my friends and family again. In my mind, I felt like it would take about four to six months. And ironically, every time I needed money to pay a bill, it would appear from somewhere. I ask God to please take care of me if I surrendered to myself and my destiny, and he had, though tragically. The money or my security would always be taken care of but only in the nick of time or in some tragic manner.

Well, today I have a meeting at William Stierle's office in order to discuss an article I want him to write for the journal. He has a brilliant company that helps people and other companies break down what's holding them back from success, and focus fixing the problem. It is literally brilliant. I say that twice on purpose.

He is a kind and gentle man, who is always genuinely smiling, and you can just tell his purpose and goals are genuine and authentic. Well, when I arrived at his office today, we started discussing some ideas for a potential article. He told me that people typically get a feeling, whether positive or negative, as a result of a particular need being or not being met. For example, if someone feels lonely and sad, s/he's need for connection is not being met. If someone goes to the doctor and discovers s/he has a tumor, the person then becomes scared; s/he's need for physical health isn't being met. He explains that by recognizing this, we can focus on getting the need met, instead of spinning on the feeling.

I confessed to him that this particular morning, I felt petrified. I told about my financial situation, and that I just couldn't emotionally handle it anymore. I told him my heart was aching, and that by putting all the money I had back into the magazine,



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I didn't have any left over to pay my bills; and yet it was difficult for me to have the time to take another job and I wanted to make this work. He told me that I was feeling scared because my need for financial security wasn't being met. I said, "Well, that is true." Then I said, "But I also feel so guilty." My heart was still aching, though we had established a need. He said, "Okay, hold it right there. Please take out a piece of paper; we need to write this down." I did as he asked. He said, "Why do you feel guilty?" I said, "Because by feeling scared about my financial situation, I feel like I do not have faith in myself and God." He said, "You feel guilty because your need for spirituality isn't being met; and you also feel doubt because your need for self-worth isn't being met." I said, "Oh my gosh, the pain just went away." He said "That is because you connected your needs and feelings and we just unconnected them." I said, "My heart has been aching because I was afraid I had lost faith in myself and God because I was scared of my financial situation. I thought my fear was a sign that I did not have faith in myself. I realize that the initial fear was not that I didn't have faith in myself, in God, and in my dreams, but only that I had only paid another bill in the nick of time

and that I had no extra money." He said, "But actually you have tied all these needs up together and they feed off each other. They live only because of the others." To visually explain, he drew a simple diagram of a body. On it, he drew three circles. He said these three circles represent your need for financial security, spirituality, and self-worth. When these buttons "needs" are pressed, it creates a feeling. Having little money, pressed the financial security button, and created the feeling of fear. Next, he drew a line connecting all these circles or buttons, and said this is how you have tied them all up. He said, "First let's deal with the need for financial security, for that is the one that caused the rest of them to light up."

He went to a chalkboard and asked, "Okay, how much money do you need to be financially stable?" I said, "Just enough to be taken care of." He said, "I need a figure." I said, "I don't have a figure." He said, "Well, then that's what happened. God is taking care of you, just as you ask. You didn't ask for a figure or put a figure into the universe. You just ask to be taken care of, and the universe is taking care of you, though tragically."

For the first time in two weeks almost, my heart completely quit aching. What a relief. I still have faith in God and myself. The fear of lack of money was no sign I had lost faith. I felt guilty because I thought I didn't think I really had faith, which made my heart hurt, which in turn made me doubt myself and my self-worth. Now, all of this came from my need for financial stability, and once I

separated them, I realized I had faith all along. He said, "Yes, you still have faith, you just need to rearrange your financial needs and goals." With my heart no longer aching, the rest seemed like a breeze. Now back at the chalkboard, he asks me again, "What does financial security look like to you?" I gave him a modest figure. He then asks for a financial affluence number. I said, "Oh, I don't need to add that figure. I am fine with the financial security amount." He said, "Oh, so you don't want to be able to give to friends and family if they need it, or build a savings account." I said, "Well, oh, then yes, I absolutely do want those things, and so added to the original figure." He said, "Now, when you go out there and work, keep this figure in your mind of what you believe your financial need to look like, and not that you just want to be taken care of." I was so thankful. I now feel so much better. You see, we dealt with the need that wasn't being taken care of, instead of drowning in the emotion it caused. He explained that many times that is where psychologists and counselors miss in providing support. They allow the client to pull them down into the basement of their emotions, and both the psychologist and the client end up bewildered and confused. If psychologist can determine what needs aren't being met, they can focus on that and not the emotions and feelings that transpire. And finally, Bill suggests that we keep walking forward. Don't back into death because we keep living in the past. Quit living your life in the illusions of the past, and focus on the realities of your needs getting met today and this moment.

