

# Episode 0003

## SAGE

Show Transcript



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Presented by Dr. Gala Gorman

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00:05

Dr. Gala Gorman: Gratitude helps you become more resilient. And, when you are more resilient things like hurdles and haters are less likely to trip you up.

00:18

Announcer: You've tuned to Awareness Addicts with Dr. Gala Gorman. Here, you'll find Sage Advice for taking inspired action. Awareness is the key. With this key, it's easier to navigate in the human world with all of its detours. It requires that we get to know ourselves intimately. If you choose to join us, this just might make you an Awareness Addict . . . alive, alert, awake and aware of life's possibilities.

00:47

Dr. Gala Gorman: This is Episode 3. In this episode we're going to explore a technique I developed to nurture awareness. I'm Dr. Gala Gorman and I'm a bit of an Awareness Addict. I'm hoping you'll become addicted too. So, stick around . . . and get your fix!

One of the world's best known trends experts, Daniel Levine, released an article recently where he reveals the top 6 habits you need for success in 2017. He says that, "The same traits that underpin success in our personal lives are crucial for success in the business realm." That is nothing new to me. What he goes on to say is that among these is being mindful, which he describes as, "The ability to step outside oneself, look at the big picture, and stay conscious of what you are doing and why." Sounds like awareness to me. The message here is that mindfulness shouldn't just happen on a meditation cushion or in yoga class, but in meeting rooms and Skype calls with clients. He goes on to say, "This is key. People are all too aware of the need to be mindful, what with all the memes and mantras shared, but it's

applying this knowledge effectively to their work life that they miss.”

02:08

We talked about knowledge versus awareness in episode 1. You might want to go back and refer to that episode. But, this is what I was talking about. We have to actually integrate the knowledge so that it changes us then outwardly changes our life. Levine also cites expressing gratitude as still being a biggie in 2017. I don't know what he means by a biggie but I think it is not just 2017. It is a universal forever sort of practice. I encourage you to go beyond gratitude to appreciation. And, in the Aware Appreciation Quick Start Guide, I talk about the difference between gratitude and appreciation. So, you definitely want to go to [AwarenessAddicts.com/Episodes](http://AwarenessAddicts.com/Episodes) and you will see where you can download the Aware Appreciation information.

03:09

“There is a growing consciousness that focusing on the positive and expressing gratitude is an integral part of being happy.” We are going to talk about what I refer to as manufacturing happiness in an upcoming episode. So, stay tuned for that. I'm definitely on board with that. Lastly, he says, “In your journey to success, gratitude makes you more resilient. And, when you are more resilient things like hurdles and haters are less likely to trip you up.” This is what we're all about here at Awareness Addicts. Awareness is applied mindfulness and when coupled with appreciation it's a secret weapon for success.

04:01

Let's take a moment to develop awareness. This is something you can practice anywhere . . . anytime. Begin by noticing where your breath is landing in your body? Are you feeling your breath in your chest? Is it expanding your rib cage? Or, even your belly?

Just become aware of your breathing.

Now, we're going to breathe intentionally. We'll start by breathing deeply into our belly. Breathe deeply . . . expanding your belly. Notice how it feels for your belly to expand. Then, pull your abdomen in so that all of the stale air gets pushed out on the exhale.

Let's do that again. Breathe in deeply . . . all the way into your belly. Expand your belly. And again, breathe out and flatten your tummy. Squeeze all that air out.

Next, we'll move the breath up to our rib cage. Intentionally expand your ribcage with the breath. It may feel like your ribs are stretching out on both sides . . . or you may feel it expanding your back. Just notice how that feels. You're stretching your lungs to the side and creating flexibility in your ribs. Take another breath into your ribcage.

Now, let's go back to how you were probably breathing when we started this practice. Breathe into your upper chest. You can feel your breastbone raise and lower with the breath. Notice how it feels to take a shallow breath now that we have expanded the breath into our belly and rib cage.

We have sent a clear message to our brain and nervous system that we can take control. Let's use this feeling of empowerment to practice Aware Appreciation.

What is ONE BIG THING that you appreciate right now? And, keep this in mind as you notice more things to appreciate as you move through your day.

06:15

In my book, Sage Advice, I shared a technique I developed for nurturing awareness. How do you tap into your own source of sage advice?

06:28

You might be asking “What exactly is a ‘Sage’?” In the book, I pulled out a dictionary for the definition of a sage. And, it actually comes from the word sapere, to be wise. The dictionary defines a ‘Sage’ as one who has discernment and prudence, proceeds from wisdom, and is well-adapted to the purpose.

Whenever you’re confronted with a problem or situation that requires your attention, it is helpful to ask yourself, “What would the sage do now?” What is that inner guidance ... that all knowing ... telling me right now? Some refer to it as intuition. You can definitely look at it that way. Even if you aren’t really ready to accept that the sage is within you, you might ask yourself, “If I were the sage, what would I do?” Sometimes we can trip up our resistance in our consciousness just by asking a hypothetical. So, what if I were? You will find it amazing how this hurdles your subconscious blocks and allows you to embrace your power and potential. When your mind is presented with a question, it has no choice but to seek an answer.

07:59

This is really a powerful understanding. Anytime you need to access information that just doesn’t seem to be coming, pose a question to yourself and just listen for the response. Your mind and your consciousness will immediately go to work to find an answer for you.

When I wrote the book, I assembled a bunch of concepts that I had already put into practice into what I term the Sage Technique™. I will talk to you for a few minutes here about it. Let’s just start by explaining what Sage actually stands for.

The S in S-A-G-E stands for slow down. We will go into that a little bit more in a minute. The A stands for acknowledge the thought. The G stands for generate solutions. And, the E stands for evaluate outcomes.

09:06

I have some amazing experiences using this approach for creative problem solving. To begin, first you need to achieve the right mindset. That is why we start by slowing down.

When I ran my business . . . I am a CPA and ran an accounting firm for many years . . . the fast pace and deadlines just required that I keep moving. Making good decisions in many cases actually requires that we reverse that keep moving mindset, and just slow down. Sometimes I refer to my experiences during that phase of my life as being like a “bull in china closet.” I just felt like I had to keep moving and try the next thing that came to mind. And, I believe I could have made much better decisions and filtered out things that were not going to produce good results had I been willing to practice this and really slow down. Slow down. What’s your consciousness telling you about the situation? We also have a tendency to catastrophize and when we slow down that is when we have an opportunity to see that the experience may not quite be the catastrophe that we have jumped to the conclusion of . . . at first impression.

10:51

Next, we are going to acknowledge the thought. For example, what I was just referring to is how we catastrophize a problem. When I am acknowledging the thought I’m saying to myself, “Isn’t that interesting? Why would I jump to that conclusion immediately? Why would I expect the worst possible outcome as opposed to trusting that the outcome could easily be reversed?” As I begin to acknowledge the thought, I will see other possible ways that the situation could right itself. That brings us to G, generate solutions. One of the things I talked about in my book, when you are having financial difficulties or are feeling like you don’t have the financial resources to have all the options that you would like to have on the table.

11:55

One of the solutions that I suggest is that you imagine winning a lottery. If you won the lottery to any sizeable degree any financial limitations would immediately fall

away. Now, you might have other complications related to winning the lottery but in the situation of financial limitations winning a lottery, at least in a short-term, would solve that perceived limitation. Now, you can ask yourself, “So, finances are not a limitation. How may I solve the problem if finances were not limiting me?” Again, be open minded because a solution may come to you that you would not have otherwise arrived at.

12:50

So the E, evaluate outcomes, suggests that once we moved through the problem or we have created some forward movement . . . sometimes it is not even forward movement if we have a negative outcome. We must evaluate the outcomes . . . positive or negative. Here is what I like to refer to as reverse engineering. We can see how one step led to another, and led to another. And, how we ended up where we ended up. This allows us then to make different choices and create a different outcome the next time we are presented with a challenge. The challenge may not even resemble the challenge that we just dealt with but you will find that a lot of the principles will apply.

As we start applying the SAGE Technique, this is going to nurture our development of awareness. One of the big keys is to approach this process with detachment and no expectations. If you have expectations they will likely produce disappointment. If we approach the process with detachment, “I don’t know what this process will produce for me but I trust that it is all working out for me.” Now, we start to see the benefits and those benefits show up in ways that will surprise and delight you in most cases.

So, just remember that you are the Sage and all the wisdom is within you and accessible. You just have to nurture it and access it on demand.

14:57

As we contemplate our takeaway today, I will just share a little story with you. I am not going to go into detail. You can pick up the Sage Advice book if you would like to read the

whole story. I played golf for many years. I haven't played in a quite a few years now. Back when I was regularly playing golf, I would take my diamond ring . . . it was almost 3 carat emerald cut diamond wedding ring that interfered with my golf glove . . . so I would take it off my hand and tie it, double knot it, on my shoe. For some reason, this seemed like a totally logical way to handle my wedding ring. I could look down on my shoe and see that it was there. And, it gave me some comfort rather than sticking it in my pocket or something like that.

15:57

I was playing golf with my sister on this particular day. We got to about the 16th hole and I looked down on my shoe and my heart stopped. My ring was missing. The shoelace had come untied and the ring was gone. It seemed hopeless. And yet, something just told me that I had to try to find it. Long story short. We began to search the golf course . . . crazy I know. But, about the 14th hole, several holes back I walked up to the tee box and something just sparkled. It caught my eye. The sunlight hit it just right. I looked down and there was my ring. I started immediately jumping up and down . . . delighted beyond recognition. Once I moved through it, I began sobbing. The magnitude of what had just happened had a tremendous long lasting impact on me. This is one of the experiences in my life where I applied this Sage Technique™, I'm talking to you about today. In a way that not only had an amazingly positive outcome but also left me forever changed. Anytime something happens in my life now, I know that it is possible to have a positive outcome.

18:10

I just trust that when you create your own takeaway from today's lesson, you will find your own little tidbit there that you can integrate and go forward from today with a new understanding and approach to life.

18:32



Question: I've been trying to meditate recently. It's new for me and I'm not sure I'm doing it right. I am having thoughts that are confusing. Can you help me understand what should be going on in my head when I'm practicing mindfulness and meditating? How am I supposed to respond to what I think or observe?

18:59

Dr. Gala Gorman: First, thanks for submitting your question. There are some guidelines for practicing meditation but your individual practice will be uniquely yours. And, you're in good company when you share that you're having confusing thoughts during meditation. When we start paying attention to what's really going through our minds, it's disturbing! And, the more we try to empty our thoughts, the more persistent they become...until you stop fighting it. So, I suggest that you be gentle with yourself. Observe the thoughts you're having without judging them. When a thought comes up, say "That's interesting. We'll explore that later. Thank you for sharing mind. Now is not the time." As you practice this, you'll find that your mind will begin to cooperate. It will begin to trust that you will circle back around and address whatever it is "knocking on your door" about. And, this practice is developing mindfulness.

20:10

Announcer: Are you ready to create an attitude adjustment? Practicing Aware Appreciation will make a positive difference. You can access the Aware Appreciation Worksheet by visiting [AwarenessAddicts.com/AA](http://AwarenessAddicts.com/AA). In just a few minutes a day, you'll stop negativity in its tracks . . . and gain some insight and awareness in the process.

Your feedback makes a difference. What part of this episode helped you the most? Join the Awareness Addicts Facebook group and share your thoughts. Make sure you leave a review wherever you've accessed the show. And, if you

know others who could use some divine inspiration, share with them! Remember, all the links and resources are available at [AwarenessAddicts.com/Episodes](http://AwarenessAddicts.com/Episodes). Don't waste another moment feeling confused and stuck. As an Awareness Addict, you're alive, alert, awake and aware of life's possibilities.

21:09

Dr. Gala Gorman: One of the concepts I talk about frequently is practical spirituality. To become practically spiritual, we need to explore what it means to be spiritual. In the next episode, we'll do just that. You don't want to miss it. So, make sure you join me.

21:30

Announcer: This was Awareness Addicts with Dr. Gala Gorman. For more information and to find any resources mentioned in this episode, visit [AwarenessAddicts.com/Episodes](http://AwarenessAddicts.com/Episodes). Thank you for tuning in.

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