

The Answer – Synergetic Significance

1 + 1 = 3

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First of all, I want to say, THERE IS NOTHING NEW UNDER THE SUN. Everything I am about to share with you in here is out there for the universe to use. Hopefully, I will be able to explain some ancient thinking in such a way that it makes perfect sense to you.

How do you want to be remembered? More importantly, how do you want to be known?

I think it is fair to say that most people would like to be known and remembered, period – whether it is for what they have written, what they have done or what they have said. Everybody wants to be significant in some or other way.

The big brands, big names in this world, are best known for their significance on this planet. What they contributed and how. How they have Made A Difference in their own way. The only way to Make A Difference on a grand scale is to get to a point of Synergetic Significance. Why? Because we all have limitations BUT we all have potential too. Collective potentials are immeasurable.

Mathematics teaches us that $1 + 1 = 2$. Well, $1 + 1$ can also equal 3. Synergetic Significance teaches us that. Synergetic Significance mathematically can be represented by the following equation: $y = p \times (p - 1) + 1$ where p = number of people making a difference.

The only way to Make A Difference on a grand scale, as I said, is to implement the principles of Synergetic Significance. One reason why global companies and global initiatives are successful is because of the principles of Synergetic Significance.

In words, Synergetic Significance is you Making A Difference, with others, like minded, who want to Make A Difference. In essence Synergetic Significance is combined thoughts but one vision one purpose. I have a vision and you have a vision and together combining thoughts, passion, purpose and discipline we form a 3rd vision and so: $1 + 1 = 3$; $1 + 1 + 1 = 7$; $1 + 1 + 1 + 1 = 13$ and so on. The reason why Synergetic Significance works is because it addresses the power of exponential potential in people.

In order for Synergetic Significance to be achieved though, which involves 2 or more people, the people involved (which includes YOU) need to be at a place of Significance. How do you get to a point of significance you ask? Well, everyone on the planet will find themselves in 1 of 5 places at a given point. Those places are:

- 1. Survival**
- 2. Success**
- 3. Satisfaction**
- 4. Significance**
- 5. Synergetic Significance**

Getting to a point of significance in your life requires YOU to take control of your life and deciding you want to get there. Deciding is one thing, actioning it, is another.

Taking stock of where you are at is vital in your quest to you being significant. Then it would be good ideas to establish where it is you want to go. The ultimate goal remember, is to get to a point of Synergetic Significance, where you are making a difference with others who are wanting to make the same difference - but lets backtrack for a moment and go through the 5 places where you could be at.

Survival:

The first place you could find yourself is a place of pure survival. Living from pay cheque to pay cheque. Sound familiar? Living from one day to the next, swaying to and fro like a blue bottle at sea being tossed by the waves and whatever comes your way. No direction. Most people can relate to this and find themselves in a place of survival. Going to work NOT because you want to but because you have to. Can you relate?

So, here is a thought then: if you continue to speak and think in the same way, you will continue to act in the same way, if you continue to act in the same way, you will continue to get the same results. The moral of the story: if you don't like the output in your life (where you are at), change YOUR input.

People in a place of survival don't learn, don't grow, don't plan, don't dream and don't have vision. People in a place of survival, simply ...don't, which is ultimately a choice that is made.

Remember that if you don't aim at anything, you will hit nothing. If you want a million dollars, where is your million dollar plan? And how you are going to get it? Having a plan and not actioning it doesn't help either.

Failing to plan, is planning to fail. Having a plan and not actioning it is wasting your time (and everyone else's that was used to construct the plan). Having a plan, actioning it but not following through with it is simply WRONG.

In order to action your million dollar plan it requires a certain amount of discipline. Someone who is disciplined understands the principle of "no pain no gain". Finally, you will only be able to action all of this if you have passion. There is no such thing as low energy people, only low passionate people. Low passion people have the wrong motivation which causes them to have low passion.

In a place of survival, can you really be passionate? No, because it is an extremely frustrating place to be. The good news is that the bad news can be good news if you choose for it to be that way and change the way you think. You can get out of a place of survival, but you have to choose to do so and more importantly action a way out of that place. Time to think ... for a change!

Success:

People who find themselves in a place of success are all too familiar with concepts of: The power of Now; the power of Self Control; having Vision; developing an Action Plan; having Discipline; having Purpose and having Passion.

So, congratulations for wanting to get to a point of success in your life. If you didn't, you wouldn't be this far into this discussion. On your journey to be at a place of success in your life, perhaps the most profound thing you will discover is the power of NOW and the power of Self Control.

Yesterday is gone, you can only learn from it. Tomorrows' success is pretty much reliant on decisions made today. What you have absolute control of is right now, in this moment! Pablo Picasso said: "only put off until tomorrow, what you are willing to die having left undone". Life after death is as important as life after birth and what you have become is nothing compared to who you can become. You need to think....for a change! When? NOW!

Let me ask you, if you were imprisoned for 27 years for what you believed in, when you were finally released, don't you think you would be slighted resentful? What about bitter? So, did Mr. Mandela have the choice to be all that? Absolutely! Did he action these thoughts and feelings? No. He kept control of his thoughts and his emotions resulting in him being arguably the biggest brand in the world today.

Here is some breaking news for you: LIFE IS HARD!!!! Say it with me – LIFE IS HARD! Do bad things happen to good people? Absolutely! It happens all the time. Is it fair? Of course it isn't. Can you do something about it? Well, you can't change what has happened to you, BUT you can change how you react.

Are you going to develop a victim or a victor mentality? Where do you think the people of South Africa would be today, if the likes of the late Mr. Oliver Tambo and Mr. Nelson Mandela developed a victim mentality over the years?

Do you think Mr. Mandela could have abused his powers, for his own gain, once he was released from prison? Absolutely – thankfully he didn't. You see, he understood that true power does not rest in what you can control in people; it rests in what potential you can unleash in people.

Thoughts are what bring about what you set out to achieve, your plans, your intentions. Intentions without action are futile. Remember that the road to hell is paved with good intentions. As clichéd as it sounds, it is true.

Do you think the ruling party of South Africa, the African National Congress came into power through intentions alone? Absolutely not. You invariably hear someone saying "I intended to ..." when it is too late. You see, intentions can so easily lead to regrets. You don't want to be on your death bed with regrets.

Sincerity is important. The sincerity of your intentions will determine the success of your actions. Surely if you are really passionate about wanting that thing to happen, to come about or change, you will action the intention?

Ever heard someone say, “it is a jungle out there” or “this is war”? What about a hostile takeover, referring to happenings in the corporate world? The truth of the matter is that the pie is only so big. It doesn't matter what sector you are in or where you are in the food chain, life is a war – you have to fight to get what you want in life.

Ever heard someone say “everything is such a battle”? Maybe you have said it yourself. Are you fighting hard or are you fighting smart? More importantly, who is winning the war? Remember... what happens? NOTHING just happens, NOTHING!!! So if you want something to happen in your life, particularly change, YOU have to do something about it...When? NOW! Take control, lead the way and I assure you, others will follow. When others follow, that is Synergetic Significance.

So where do you start? You must undergo a reality check; take stock of where you are at and where you want to go. From there, you dream, you get a vision and you get a plan and you action it.

Empowering yourself with the correct tools is also very important. Knowledge is power BUT remember too, that knowledge is knowing something, wisdom is putting what you know to good use! So let me ask you, are you wise or are you just knowledgeable?

A vision is a dream actioned! Dreams are made up of thoughts. There is a lot of literature and teaching about the power of thinking and where your thoughts take you. If you think you can or if you think you can't, guess what? You are right both times. Sound familiar? Nothing new under the sun...

There is more literature and studies supporting the power of POSITIVE thinking. Positive thoughts are said to be beneficial to the brain whereas negative thoughts are said to be detrimental to the brain. Positive thinking leads to positive actions. No brainer with that one!

Have you ever heard of a seriously depressed person doing something WOW? What about something SIGNIFICANT? Can't say I have

Consider all the big brand names again; do these individuals strike you as people who have negative thoughts? Absolutely not! Do they have bad days? Of course they do! The question is, do they let their thoughts get the better of them? Absolutely not! Therefore being able to keep control of your thoughts is vital in your quest for success and significance!

A single thought takes between 550 – 750 m/s. We have about 60 000 thoughts per day. 90% of these thoughts are unconscious and therefore uncontrolled. These thoughts come from what we hear, see and say and so it is imperative to maintain control of what goes into your headspace.

Remember that Garbage In Garbage Out! 80% of all thoughts in the average person are said to be negative because of all the negativity that surrounds us. Misery loves company and the old saying “you are who you keep company with” holds true.

Of course this constant bombardment of negativity means that you have to work that much harder to make sure the positivity wins the battle.

The Bible says: "As you think you are". You can't act outside of what you think and say. You can at a push, fake it for a while, but you can't be who you are not and your thoughts make up who you are. Are you negative or positive? There is a lot of literature supporting the notion that you attract that which you think. The success of The Secret is based on this. So it is really time to THINK ... for a change.

A thought easily leads to the formation of an attitude, that attitude influences your emotional state, your emotional state feeds back into your thought process but it also leads invariably to an action. Both positive and negative apply here. Actions in turn carry consequence.

Ever heard of a shiny happy person with a bad attitude? The same shiny happy person – that person who is annoyingly happy all the time, never has a bad hair day, life can't get them down. Have you ever seen them have an emotional breakdown? Have you ever seen this shiny happy person carry out negative action? No. Why?

A friend once said to me that he would rather go to war with someone who is blind than with someone who doesn't have vision. Vision and success go hand in hand because if you aim at nothing, you will hit nothing.

The size of your vision will also determine the type of people you will attract to your vision. If you have a 10 vision, can a person with a 4 vision really add value to your vision? No, because you are so far ahead of the 4 vision. So if you want to have a 10 vision, best surround yourself with 10 vision people. Dream Big!

The 46664 Aids Campaign is the dream of one man! The call for the whole world to give 67 minutes of their time back to humanity is the dream of one man! One man can change the world, PROVIDED they are the change they want to see. World domination here I come, I hear you say...

The most important thing about a vision is to WRITE IT DOWN! My late father always said that the bluntest pencil is more accurate than the sharpest mind. The nice thing about writing something down is that it forms the start of a plan. A strange thing happens when you write something down – you see it, you say it, you think it, you action it!!!

I will say it again: "If you continue to talk and think in the same way, you will continue to act in the same way. If you continue to act in the same way, you will continue to get the same results".

Let me ask you, if you do things in exactly the same way every time, can you really expect a different result? Insanity is defined as doing the same things in the same way but expecting a different result each time.

We have two eyes, two ears but one mouth – this means we should listen twice as much and observe twice as much before making comment!

So speak positive, think positive, act positive, be positive!

Would you go head on into a war, flying blind, knowing nothing? Of course you wouldn't! Do you think Mr. Mandela's rise to power just happened? What about his successful 46664 Aids Campaign or Mandela Day – did they just arrive? No.

So you want to make a million dollars hey? Where's your million dollar plan then?

He who fails to plan, plans to fail – it is as simple as that. It doesn't matter what you want to do, if you want to see anything through until completion, it requires a plan.

Hours, days, weeks even months go into developing a business plan, hostile take-overs, preparations for war and so on. So, how much time is spent planning your Life Plan? How much time is spent on Your Million Dollar Plan?

Where are you going and how are you getting there? To answer these questions, you need a plan. My late father always used the principle of 7 + or – 2. This is how many times you need to visually see and say something in order for it to be entrenched in your mind. Visualizing your grand plan and of course the end result is very important. This brings us back to WRITE IT DOWN!

This affords you the opportunity to go back and visit and revise your grand plan. There is a well known foot ware brand, which has the right idea with their pay-off line. Simply starting a plan, takes you that much closer to achieving your \$million dollars or achieving world domination, whatever your plan is. Get a vision, get an action plan, write the plan down, visualize, verbalize, and action it! As simple as that!

Purpose is an interesting thing. What is your purpose? Purpose is the outcome of your actions or the intended outcome that guides your plans. What are you here for? What are you employed to do? What is your purpose, your use? What is your intent?

If you are not sure of all these questions, are you really sure of your purpose? Purpose is linked to use, therefore if you are purposeless you are in fact, useless. Something that is useless has no use by definition and is therefore not needed. Attached to use is value.

The true value of something is the cost of not having that thing when you need it most. Consider the price of an ice cold Coke, when you have been walking in the desert for days without water... priceless!

So in essence, if you have no purpose you are saying you have no value. As much as many people often say they are useless or refer to others as useless, the truth is no one is useless and therefore everyone should have a purpose because we all have value and can add value, because we all have one maker who doesn't make rubbish.

The trick is to know your purpose. To know your purpose you will have to know your vision and plan inside out. The purpose of a bus driver is to drive; the purpose of a leader is to lead. What is your purpose?

My purpose in this moment is to help you empower yourself in your thinking. The trick to

success and significance, is to determine your worth, your value added, the cost of not having you on a project, in your million dollar plan or quest for world domination. If you don't know what your value added is, how can you possibly know where you are going or where you are at.

Once you have direction you will know what is holding you back, you will be able to remove the dead wood and move on with your purpose. In my opinion, we were all put here to learn from one another and Make A Difference in our own little or big way – thereby becoming significant. Together we become Synergetically Significant.

If you were to ask me how I am, and I replied “positively passionate” you would probably think, “here we go again, yet another shiny happy pain in the backside, can't get me down person”. A follow up question would probably be “about what” to which if I replied “about life” you would be like “ja, ja, whatever”. But you would have an idea of what I am on about.

Ever heard a person say “I am negatively passionate”? That is because it doesn't make sense right?

Passion is defined as a strong emotion or feeling. Passion is the energy that comes from you bringing more of YOU into what you do. We have already discussed how speech affects thoughts, which in turn affects emotions, which in turn affects actions, which impacts on your overall success and significance.

If you surround yourself with negativity, then you yourself will be negative. The negativity will influence your output at work. You should love your work so much that you are prepared to do it for free – but you should be so good at what you do, that people are prepared to pay you to do it

There is no such thing as a low energy person, only a low passionate person. We all have enough energy to last us our entire lives. Passion however is a choice.

Purpose, passion and energy are linked. You will not get someone to do something, particularly if effort is involved, if they are not passionate about it.

Would you get up at 3am to learn the theory of relativity? Probably not.
Would you get up at 3am to meet Mr. Mandela? Probably yes!

It boils down to what motivates you!

How many people are on the payroll but are not at work?
How many people do you know go to this box called WORK?
Are you GOING to work, or are you going to WORK? Or are you only motivated by the pay cheque, taking us back to survival thinking?

Someone who is disciplined goes about achieving their goals in an orderly fashion. You can't expect to just arrive as a Springbok rugby player, it requires discipline. Is it hard to become

disciplined? Hell yeah! But it is the only way to achieve real success and significance. Someone who isn't disciplined will not action their action plan, they probably wouldn't even go to the effort of writing it down.

So congratulations for getting to a point of Success in your life. Success is not so much about HAVING as it is about BECOMING.

Know where you were and where you are now, but remember becoming who you have become is nothing compared to becoming who you can become.

Satisfaction:

Success is related to achieving but be careful of getting stuck in satisfaction mode. Satisfaction is short lived and a lot of people fall into the trap of living in the satisfaction moment, saying things like "...when I was ...Back in the day...."

You should be satisfied with what you have, in terms of things but not in terms of where you are at. You have NEVER arrived. The only time you have arrived, is the moment you breathe your last, until then, you can continue to grow and become someone better and do better.

Consider the singer Madonna, possibly one of the most successful artists of all time. What has contributed to her success? Her ability to re-invent herself, stay with the times and produce something of worth to the masses.

A vital part of reaching a point of success is communication. Communication is a specific response to a specific input. If you want the right answers, ask the right questions...right?

So you already know the desired end result because you have a vision and a plan and you have purpose and passion. So to be successful in your plan and reach a point of success, you need to communicate your 10 vision with like minded 10 vision people..

There is also an element of knowing your limitations in you reaching success, as well as knowing what potential can be released in those who believe in your vision. Mr. Mandela would not have been able to realize the desired result of his 46664 Aids Campaign without those who believe in his vision.

Significance:

You reach a point of significance in your life when your success starts impacting, positively of course, on others and your success influences others, like minded to join you. When people recognize your success and want to be a part of your success, then and only then are you at a point of significance in your life.

What am I on about? Consider Mr. Mandela: do you think he is significant? Beyond a shadow of a doubt! Has he influenced like minded people to join him in his cause for HIV and his cause to give back? Millions of people have been impacted by this great man.

Someone who is significant understands that true power is not what you can control in others; it

is what you can release in others. When you help people realize their potential because they want to realize their potential you are at a point of significance.

Consider the late Michael Jackson – allegations aside, Michael Jackson had immense talent and he used his talent on many occasions to Make A Difference – the message of his music, his campaigns focused on making the world a better place. He single handedly was responsible for getting black artists onto MTV, into music videos, TV commercials etc. He also helped others in the music industry realize their potential to Make A Difference through combining their talents in his Heal The World Campaign, the first of its kind. Now we have the likes of Live Aid and so on.

Was Michael Jackson significant? Well, I don't know many people who would have two major TV networks covering their death for weeks, as well as over a million people wanting to attend their funeral. Madiba will probably have the same response to his passing – why? Because he is one of the most significant men the world has ever seen.

So, for Michael Jackson to get to a point of Significance, did he have a vision? Absolutely! Did he have a plan? Hell yeah! Did he have passion? Undeniably! Did he have purpose? Without a doubt! Did he have discipline? For sure. And that is why forever, he will remain the King of Pop!

Synergetic Significance:

I said earlier that the ultimate goal for you is to reach a point of synergetic significance in your life where you are making a difference with others like minded making a difference in what you all do. The only way to get to this point is to be so great at what you do and become so significant to others that they will want to join you in your vision.

Significance comes first, synergetic significance follows. Mr. Mandela's 46664 Campaign would not be the success that it is, and the call for the world to give back to humanity on Mandela Day would not be the success it is, if Mr. Mandela wasn't at a point of significance in his life and in the lives of others.