

## Chapter 6

### The Task—What Do You Want?

We think that you will be able to walk away from accepting The Offer (which earns you the money it takes to perform five hours of work at your best ever hourly rate) with a task (The Task) to perform that will serve your financial best interests. When we make The Offer to you, we immediately pay you The Offer Price. You can perform the services while you are showering or driving. After performing The Task and understanding The Bible Study, you should have sufficient knowledge and information necessary to help yourself or anybody else in your life who has wealth but can't seem to enjoy it, or, someone you love who is super talented but just can't seem to make ends meet. That person would benefit from the thought exercise incorporated in The Task by attempting to specifically identify why they are unhappy. If their basic needs are met, they are unhappy because their wants are not being met. What is it that they want and how can they get it?

The question about your wants should be answered truthfully and honestly.

It may be easier for people to identify with what they want than who they are. This is the case because so

many of us have experienced trauma or abuse where our core identities, and even our physical bodies, were invaded by outside trauma. I discuss trauma and its drag on wealth accumulation throughout this book. The result of trauma literally is to cause damage to your identity. That identity must be repaired before you can really begin to answer the question of who you are. Helping heal trauma through new natural modalities is a central focus of Real Advisers.

Our wants are frequently associated with our natural desires and human needs. I get hungry and would rather eat steak than beans and rice. On my diet now, I only may eat the steak (and other meat) as I am a strict carnivore. I discuss this diet and the keto diet in Chapter 18 entitled “Diet and Wellness”. I both need food but want the specific food that works best for my body, so I prefer one over the other. Since I want meat that is more expensive than beans and rice, I need to make sure that I have sufficient income to pay for my extravagant lifestyle choice. Because the cost difference between meat and beans and rice, while significant, can be managed through budgeting, I decide to make this expenditure a priority. I make this decision because I know that my purchase of steak (and hamburger)

actually is trending me in the direction of long-term wealth accumulation. That is the case because the meat not only brings me nutrition, but also, because my wants are being met too, it brings me rest. I could survive on rice and beans if I had to, but the meat satisfies me better. I find that my athletic performance is vastly more improved at 49 than ever before since I've made the dietary changes I describe here and later in this book. My point of this paragraph is that we can have wants that are associated with our needs.

We also can have wants that are not associated with our needs. I didn't need to rip out the ugly green carpet of the house I just moved into and replace it with stained concrete floors and hand knotted rugs. I could have left the old, stained carpet in. I would not have died from the rug like I would have died eventually if I didn't eat the rice and beans. I decided that my design with the concrete and throw rugs would give me enough rest that the additional expense was justified. This is how we justify any luxury purchase even if it means you are going to shop at The Gap instead of Old Navy. At one time in my life that represented my indulgence of a desire for luxury.

What do you want to do when you stop working?

Do you imagine a life of ease on the golf course and going home for an evening of drinking? Do you imagine serving as a volunteer with a tax-exempt organization you created 10 years ago that supports your grandchildren's school or sports league? It has grown so large based on your initial \$25,000 contribution that now you can sit back and simply volunteer. You are enjoying an opportunity to serve your grandchildren in an organization that you helped create, and in the process, you reduced your federal income tax burden. Which of those options sounds better to you?

If you like to golf, great! Did you see I said sports league? Create a golf team booster club and make sure you are taking your grandkids golfing with you. Invest in a company like Golfinity Inc. in Austin that is using simulator technology to bring a Top Golf experience to the strip mall. Take your grandkids there throughout the week and bring their entire team along to support the business.

What do you want? Do you want to be on a boat in your retirement? Make sure you are finding a place to live where there is a body of water nearby and maybe you can take steps to learn about boating now, taking classes or volunteering as a deck hand. People are not

specific enough in the articulation of their wants based on my own personal experience. They also do not take advantage of immediately available opportunities to pursue their desires as a result of lack of information and/or imagination.

People have a great capacity for self-deception regarding their desires. I have experienced this in my life. When I was 17, I told myself that I wanted to be a creative writer. I was a rabid Lord of the Rings fan and I loved The Hobbit too of course. I devoured science fiction, Dune, Asimov, William Gibson, and so much other fantasy literature and fiction. I loved to read and growing up in an isolated location without other kids nearby (in the days before the internet), books were a great source of solace as a child. I loved to read and imagined my highest aspiration was to be a creative writer.

Two “truths” I thought I knew, though, was that I did not have sufficient life experience to be a creative writer then (untrue), and also, that there was so much risk involved, *I would never be successful* (only possibly true). I also fundamentally didn’t believe in a universe that took into account not only my needs but also my wants.

When I talk about expectations in this book, if they are necessities (like personal safety), they are wants. They are a part of our natural inclinations and curiosities influenced by aptitudes, all of which are universe-created. Another way of saying this is that your attributes are “God-given”. Our exercise of wants is our exercise of the divine power that lives inside of us. Our agency is our capacity to take action in a godlike way.

In my tradition, I would say that Jesus lives inside of me, that I have been crucified with Christ, and I am a new creature. This means that my existence has been purified in the sense that, after my death, I am convinced of an eternal resurrection with continuity of my identity into a new material existence in a new heavens and a new earth.

I also believe that I am a godlike being now, also in the sense that with Jesus (the divine) inside me, frequently I feel like his love is flowing through me to other people whom, if I were left to my own devices, I would not love. I also find peace in the notion of the eternal durability of my existence. I get less hung up on things by focusing on the Buddhist truth that everything is temporary.

Maybe you believe in karma where you are able to

accumulate karma on this side in the hopes of a better reincarnation. Here again, our beliefs are so co-incident that distinctions would lead us to unnecessary arguments at a time while there are still hungry and homeless people in the world. I'm good with calling our good intentions karma as long as the poor are being served. If we don't manifest goodness, who will? Thank you Russell Brand.

What this all regards is our magical ability to effect change in our universe. We all have the magical ability to manifest our desires into existence, but many people have a hard time identifying with this.

If you feel powerless now, please understand that I felt that way as well when I erupted at a co-worker (whom I will refer to as Lorie). I had been so traumatized by my divorce that the mere fact that Lorie reminded me of my ex-wife caused me to be triggered. As a result of a triggering one day, I sent a co-worker an unkind and unprofessional email. I tell you more about this event in Chapter 15 because it was this event that brought me to meditation.

After my email, I resigned from my position at the company in shame. I had told myself the lie that I had resolved my anger, but I regularly engaged in feeding

that anger, increasing it and cultivating it like a garden. I was drinking poison and hoping Aricka would die from it. I was so powerless to my anger that I damaged a valuable interpersonal relationship to my economic detriment. I lost out on a valuable opportunity, but I learned a lesson from that failure: unprocessed trauma is a detractor from the long-term accumulation of wealth.

What is strong predictor of the creation of long-term wealth accumulation is clear thinking and clear action unimpeded by trauma. Clear thinking and clear action are implementing and directing your expectations and wants. Those expectations and desires are expressions of the divine inside you. The universe will enable those wants if your wants are aligned with it, and they can be. When you are exercising your divine power, you are a god. You are creating and bringing about a new existence that never has been before. You have aligned with the universe, and specifically sought to align your will, as much as is within your specific control and as much as you can perceive it with your limited perception, with what the universe wills. You remain open to any deviations or indications that either your will and wants, or your perception of the universe's will, is out of alignment. You recalibrate as best you can and

continue.

My will was out of the will of the universe when I erupted at my co-worker, Lorie. I know this is the case because the fundamental principle of the universe is love, and I violated the love that I am ordered to by the being that I identify as “god”. My God, Jesus, commanded me to love my brother (and sister) like myself. When I was unkind to Lorie, I directly contradicted my God’s command. My will was not aligned with that of the universe. One way of saying it is that I sinned. Another way of describing my failure is to say that I accumulated some bad karma. I later attempted to remedy it by apologizing to Lorie.

Despite my apology, my unkind response to Lorie certainly hurt her. It was a violation of her expectations to be treated as a normal human being with respect. She, like all of us, held a perception of universal justice. This sense caused Lorie to have the reasonable and ordinary expectation that she would not be abused by her co-worker. Our perception of that universal justice is accurate, and in fact, underlying our expectation is not only a perception of justice, but of a mercy transcending justice. I believe that that the universe says to everyone that no matter what has happened in the past, there is a

path for redemption. You can overcome any past obstacles, reattach to your identity, and begin expressing your will, your wants, and live and inhabit your full identity in a safe place. The universe wants to enable that.

If you do not identify with this, I understand. I was powerless when I erupted at Lorie. I had been cobbled by my anger. Then immediately after that event our partner Saurabh asked me about meditation. Meditation has changed my life, because now when I feel powerless, I have a tool and a place to go to that gives me a powerful sense of agency. I can direct my thoughts and identify that I am one of the central players of the game of the universe, just as you are. I can get this sense even at those moments when my wants are being stymied.

Meditation is a tool that you can use to look within yourself. I would encourage you to seek out the divine within yourself, not in an egotistical way but humbly because you represent an expression of the universe's intention. If you were not intended to exist, you wouldn't. That is only tautology if you say that there is no intent behind the universe. I understand that you may believe that the universe is more like a machine than a grandfatherly white dude with a white beard,

robes and glowing halo. This may be one of those limitations that disqualify you from The Offer. This is the case only if you do not believe in your unlimited divine potential, because this is a fundamentally self-limiting belief. I know how self-limiting this belief can be from observations of my own life and how I have perceived myself inaccurately in the past.

My dad and I had a unique conversation about his responses to The Task and what he wanted. One of the reasons that I am so convinced that The Offer will be successful is because during the course of writing this book, I was led to call my dad and invite him to participate in The Bible Study after about a year and a half of not talking.

My relationship with my dad has been strained throughout my life. We have had extended periods where I have been unable to talk to him because of what I perceived as emotional abuse. Nevertheless, as a grown man I want to continue to interact with my dad, because I understand that any abuse that he may have inflicted on me was the result of abuse that he experienced himself. The unprocessed trauma in his life affected mine, but my dad did not have the same opportunities for healing that I have had.

My point is that when my dad and I were talking about his responses to The Task, he told me that his ideal living arrangement will always include a garden. He loves gardening and nature and would be miserable in an apartment in the middle of the city where he couldn't get outside every day and tend to some growing plants surrounding the place where he lived. An apartment in the middle of the city is in fact my ideal, so I told him, "Dad, if you ever live with me, if I really want to serve you, I should have a house where you can get outside and garden." He laughed.

I note that this story about my dad illustrates the principle of abundance, in that even though "they" are not making any more real estate, there is more than enough to go around. This is the case because I am happy in an apartment in a (luxury) multi-family property, but everyone has their own notion of an ideal living space. I have better clarity about what my dad wants simply by dialoguing with him about The Task and staying present enough with him by limiting our conversation to The Bible Study and The Task. I was able to hear his logician's mind express his knowledge and interpretation of Ecclesiastes and reveal more to me about himself in a way that I didn't hear before. (I

describe my dad's advanced educational background in the next chapter.) This was all enabled by my ability to stay present with uncomfortable thoughts. I went to my meditation mantra multiple times in that conversation, but despite the stress, our talk yielded some powerful illustrations for this book.

I'll share with you what I really want. I want Real Advisers to find a brilliant, heart-centered wealth adviser who is senior to me, who meditates, and who believes in the words of The Offer. There is a better person than me to take Real Advisers to the next steps. I will work with Real Advisers as long as my Board needs me, but I also am informing them in this chapter about MY wants. The Offer came to me when I realized that what I really want to do is go back to school as a full-time student to get a Master of Fine Arts in poetry. I want to improve my poetry in the hopes that it might gain recognition from people who think a lot about poetry from an academic perspective. Maybe they can help me make it more relatable too. As an evangelist of what I perceive as the good news of my religion, I want to connect with people and be a witness to them about the awesome universe that I perceive. There are people out there who need encouragement. I frequently think

that improving my writing may be the best way for me to serve.

Don't forget my prayer, though, that AS ABOVE, SO BELOW. I have imperfect understanding of heaven's intentions, so I am asking my Board of Advisors (my community) to advise me about my perceptions and tell me the answer to the question about how I can best serve. I'm a little suspect of my MFA ambition honestly because of how much it has to do with my pride. Remember, I said I wanted recognition from those professors? I may have a cognitive bias here and if I explore my motivations, I may see that my desire for an MFA may not be consistent with who I am or how I can best serve. I'm asking my closest friends and business partners to help me answer the questions of The Task for myself.

The following chapter describes another calling from my source text. My source text advocates that we should live lives full of love and service. Have you ever heard "love your brother like yourself"? This leads us to the question about how you can serve.