

Chapter 12

Your Focus—An Illustration From Freediving

I would recommend that everyone ask themselves where their focus is. Wherever you direct your thoughts, that is the place they will go to, and your reality will arise from that. This is the central tenant of *Think And Grow Rich*, a book that has blessed me. *Think and Grow Rich* also demonstrates the Biblical concept that your thoughts create your own reality. I believe this to be true. *Think and Grow Rich* is so relevant that I devote Chapter 19 of *The Offer* to a discussion of this classic of self-help literature.

Recently, I spoke with my friend Loïc, a French/Swiss freediving champion and Zen monk, about *presence* in his life, and meditation. We talked specifically about how he uses meditation to compete in freediving, an intense athletic competition that involves underwater breath-hold diving to depths sometimes exceeding 100M for sometimes longer than three minutes. Loïc is supremely conditioned, disciplined, and employs meditation as a tool to help him compete successfully.

Loïc enjoys his life as a freediving instructor on the Red Sea and is a wealthy person. Again, I do not

know specifics about his bank account. I have asked him to take his Series 65, join our firm, and become Real Advisers' wealth adviser to freediving tourists in Sharm El-Sheikh. Do you think he is going to be successful? I know he will be because he already is!

Loïc told me about his focus on depth. The freediving competitions are won by people who are able not only to dive the deepest but also return safely to the surface. This is such a critical concept because for self-exploration to be effective, we must go in but then also come back out. We must be relevant to our world to serve our communities.

We must be willing to look deep inside to perform The Task, to be completely honest about all three questions. If you are not honest, you may not uncover a cognitive bias that you have had since an early age that is a direct impediment to your accumulation of wealth. Overcoming that one bias may be the key to you experiencing exponential growth in your life and wealth.

In freediving, even if you achieve your intended depth, you still must safely swim back to the surface holding your breath the entire time. When you are at the surface, you are greeted with a judge who will observe you perform your freediving "task". If you are

able to remove your goggles and give the OK sign within a set time (a matter of seconds) after returning to the surface, that is a safe dive and you are given a white card. If you reach the surface and immediately pass out, or because you are gasping for breath, you cannot perform this task, you have not successfully completed the dive. Even though you made it back up to the surface, your dive will be disqualified. (There are safety divers present to bring you up if you pass out before you reach the surface, which happens far too frequently. The sport can be dangerous if performed aggressively.)

Many people might linger at their own depths and maybe are afraid of returning to the surface. This of course is dangerous, and the focus here really is on community. You must go to the depths, but you must not remain there. You must reemerge safely from your depths and re-engage in community.

If you are an introvert like me, this is a challenging notion. One of the blessings to me from meditation, however, has been an expanded empathy. It is much easier for me to be in community now because increased empathy has allowed me to be humbler. I am much more accepting of the people around me and their differences than I ever have been before. I discuss

meditation more in Chapters 15 and 16.

My artistic focus (which revolves so much about my identity and wants, and maybe where I can best serve) drove me in a Godward direction and my source (Jesus) places a strong emphasis on the church. Ideally, my community would arise out of my communion with the source. In that way, the community I would be the most intimately engaged with would be a community focused on our source. The message of Christianity is one of forgiveness and redemption. In Christian terms, there is a resurrection here and in the world to come (after death), so the freediving metaphor is directly applicable.

When you explore the depths, you had to confront trauma. Know that when you return from the depths there must be a community of people around you to support you as you continue to process and integrate all of your experiences from your trauma recovery. In the next chapter I describe the force multiplier effect both with draft horses and communities. Because of the force multiplier effect, I encourage you to think about steps you can take to reengage with a community that you already may be a part of, or maybe there is a new community that you could be part of or help create.

Maybe there is an existing faith-based community that would welcome a new member, a new visitor. Even during COVID-19, I have participated in online fellowships, and the love and desire to serve all the wide world was evident even through Zoom. There are many genuinely caring people who have God-given intrinsic desires to bless their world. If you are looking for a community, it is possible to find one. You are looking for a place that can both serve your needs, but you also are looking for a place where you can serve.

You could create your own community. I and two friends created Merciful Gardener Foundation Inc., a Texas tax exempt corporation seeking to provide food and housing to the poor on a sustainable basis. Real Advisers recommends charitable giving to all its clients as a tax management strategy and as a way to shift your focus onto community, to answer how you best can serve. Your life will be blessed, and you will find greater enjoyment from your wealth as you see it being deployed by creating job opportunities for people in your community and funding needs that otherwise would go unmet. Your focus shift will help people, and those people will bless your name for your benevolence. In the words of Russel Brand, “If we don’t manifest goodness,

who will?”

Community helps give you a focus and helps you determine how you can best serve.

Community is a safe place where you can process trauma. The Ayahuasca ceremony demonstrates both the power of a natural psychedelic and the power of community. After the most powerful mind-altering, medicinal effects of the Ayahuasca begin to subside, you remain together with the same group of people with whom you ingested the medicine, but frequently, you may gather in smaller groups. Everyone was in a very emotionally receptive state and community-focused healing occurred as we talked with each other about life challenges and what the medicine revealed to us about ourselves. True healing occurred for me at the Ayahuasca ceremonies and it was aided not only by the plant medicine but also by the relationships I developed with the other people in attendance. These relationships have continued to be deeply meaningful to me to this day.