

The **15**

Commitments of

**CONSCIOUS**

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**LEADERSHIP**

A new paradigm for sustainable success

**JIM DETHMER, DIANA CHAPMAN,  
& KALEY WARNER KLEMP**



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*This book is dedicated to all of  
those who have explored conscious  
leadership before us and all of those  
who are joining us now in the  
great conversation.*

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## PREFACE

*Why another book on leadership?*

When we asked ourselves this question, we answered, “Because most of the current models of leadership aren’t working.”

We want to be clear about what we mean. Today’s leadership models can achieve certain desired ends quite effectively, such as creating shareholder value, increasing market share, developing new products, beating the competition, giving certain leaders fortune and fame, and giving business schools useful frameworks for training future leaders.

But we have found that these outcomes are not enough because the models are unsustainable on three critical levels.

### PERSONAL LEVEL

Our clients range from the top banks and investment firms in the world to leading healthcare organizations and the most cutting-edge technology firms. We work with entrepreneurial start-ups, small businesses, and Fortune 500 organizations. We’ve coached, facilitated, and consulted with thousands of leaders, including the brightest millennials and baby boomers hailed as best in class.

Many of these incredibly gifted, driven, passionate, and purposeful leaders are fraying at the edges. One Fortune 500 CEO reported to us recently that his equally competent physician wife was shocked at the number of wildly successful twentysomethings who were requesting prescriptions for Xanax and Ambien via text messages because they had no time to come in for an appointment. We've worked with many astounding leaders who enter midlife with broken marriages, fractured families, hardened hearts, and dreamless futures. They can boast many quarters of beating earnings estimates and they have the money to show for it, but they're struggling to find purpose, satisfaction, happiness, and balance.

## ORGANIZATIONAL LEVEL

Burned-out, stressed-out, and frazzled leaders foster organizations that experience high turnover, low employee engagement, steep healthcare costs, and dysfunctional teams that often work against one another. The current models of leadership require organizations to motivate their people largely with fear and extrinsic rewards. Though no one argues that these forms of motivation can produce short-term results, they are usually accompanied by distrust and cynicism in the workplace, which have long-term negative consequences. In this scenario, leaders must continuously ratchet up the fear and anxiety to raise productivity and then use increased monetary incentives to keep scared, cynical, and fed-up people on board. These models are simply not sustainable if the goal is to build vibrant, creative, and profitable organizations with engaged, productive teams over the long run.

The organizations that follow the conscious leadership model are winning the talent war. Once people recognize that there are companies using higher forms of motivation like intrinsic reward, play, and even love, they gravitate toward them. Further, conscious leadership organizations attract the best and brightest by leveraging each individual's unique genius capacities. They transform average workers into outstanding contributors, who in turn, help create impressive organizational results.

According to the *Chicago Tribune* and *Crain's Chicago Business*, the two best companies to work at in Chicago are Athletico and Centro. Both companies practice most of the 15 Commitments of Conscious Leadership, a model which is proving to be sustainable, self-rejuvenating, and reinforcing. Sandy Weill, former CEO and Chairman of Citigroup, once said, "What is culture except something you find in yogurt?" We disagree. Culture is the secret sauce—or lethal bacteria—of all teams. Conscious leadership cultures build success in real and concrete ways you will read about in this book.

## PLANETARY LEVEL

Most current models are built on beliefs of scarcity and win/lose competition—a deeply rooted, flawed mindset found in most cultures and leaders. Like fear, this view motivates people for a while but it doesn't last. The "not enough resources" belief (money, time, energy, space, and love) and the "I/we are not enough" belief create a zero-sum game, generating winners and losers, haves and have-nots. Because we are afraid there isn't enough for all

of us, we harm the planet and each other, an unworkable approach that won't sustain future generations.

So we offer this book to the great leadership conversation because we believe models like Conscious Leadership are those of present and future pioneers, who will take themselves, their organizations, and the global community to new heights of success. Conscious Leadership presents a radically new and meaningful paradigm that enhances and enriches everyone who embraces it.

We welcome all you pioneers on this journey with us.

## TWO LIVES

It's 5:15 a.m. and Tim is up and at 'em. He sets his phone alarm each night but hasn't needed it for nearly four years. His phone and laptop recharge all night long on the table next to his bed. A while ago he gave into his wife's complaints and agreed to turn the ringers off but he leaves them on "vibrate," and vibrate and flash they do... all night.

Like many leaders, Tim exists on five to six hours of so-called sleep. We refer to it that way because if you actually measured his sleep, you would discover that very little of it is deep and restorative. Tim is sleep deprived and doesn't even recognize it.

"No problem," declares Tim. "I'll sleep when I'm dead!" Wandering to the bathroom a bit bleary eyed, he begins scanning his emails for anything that has blown up or could blow up. By 5:17, he has already gotten a solid jolt of his favorite chemical cocktail: adrenaline. His head is in the game. Downstairs, he brews up a double espresso and checks the morning papers and news outlets on his laptop. His adrenaline, combined with his ever-present anxiety, brings his attention to the news with a laser-beam focus most often seen in world-class athletes.

Today's a good day because Tim has time for a workout. He has never really been out of shape since his days as a competitive college athlete but rarely does he hit his target of six workouts a week. These days he says if he's "lucky," he gets three.

After exercising and taking a shower, he wakes his kids. This is an especially good day because he'll share a rare breakfast with them before catching the train to work. Tim loves his kids. In fact, his kids keep him connected to what he says really matters to him. During breakfast, though, he is half-present at best as he handles several critical emails and makes a short but "urgent" call.

A fast goodbye, hugs all around, and a peck on his wife's cheek and he is out the door. Twenty years ago, the goodbye kiss included a moment of looking into each other's eyes and a teasing touch that said "I'll be back for more later," but those days are gone. What was once an openhearted, loving connection is now a functional relationship between two people who co-parent, grow their assets, keep up their image, and occasionally check out who might be a better option.

On the train and in the game, Tim responds to emails and makes quick, determined calls. His juices are flowing—this is what he loves. Sure, the scorecard is fortune and fame, freedom and opportunity, but the game itself is all that matters. It's about being on the edge, constantly being challenged and challenging others. He feels alive. Unfortunately, Tim, and many leaders like him, can't tell the difference between being "fully alive" and feeling a mixture of adrenaline, caffeine, sugar, pressure, compulsivity, addiction, and competition, all driven by deeply repressed fear and insecurity. This shows up in many ways in Tim's life, perhaps most significantly in his inability to be by himself in silence. He can be by himself (he actually likes that), but when alone, he watches TV,

reads, listens to music, does projects—anything that keeps him from facing the stillness, the emptiness, and himself.

When Tim gets to the office, the other players join him on the field and the game escalates. His team is one of the best in the industry. Their motto is "If you don't work on Saturday, don't bother coming in on Monday." They epitomize type As with their drive and competitive juice. Team meetings are intellectual sword fights where everyone is invested in being right and proving it. Mistakes are frowned upon and often covered up. Blame is the order of the day.

This anxiety is hidden and never discussed. In fact, no member of Tim's team, including Tim, would ever admit to being afraid or nervous, let alone scared or sad. Feelings are never mentioned and, except for anger, are seen as a sign of weakness. Though, in a rare honest moment, they admit to themselves that they're growing weary of the game.

Because of this environment, Tim and the other leaders have become master "spinners." They would protest this description, clinging tightly to their belief that they never lie (even though they do). But deep down, they would acknowledge that they rarely expose all their relevant thoughts and opinions. They keep their cards close to their vest because in this game, information is power and influence comes from managing people by manipulating perception.

At the end of the day, Tim grabs a beer with a couple of his closest allies. This post-game debriefing ritual is filled with celebration, strategy, storytelling, and a big dose of gossip. Much of the time is spent talking about people who aren't at the bar, and most of them know that if they don't return the next night, they'll be the target of conversation. Gossip, they maintain, is the glue that builds alliances.

Tim catches the 7:20 train back to the suburbs and works his email all the way. He's home by 8:30 just in time to kiss the kids good night, eat some pizza while watching ESPN and have a few cocktails. The drinks are important. They begin the process of bringing Tim "down" from the high that has been coursing through his veins since early in the day. Sometimes alcohol isn't enough and he'll take a pill or smoke a joint. His goal is to shut off his mind. Sleep finally comes around midnight. The alarm is set, the devices charging and buzzing and blinking.

It's been another good day.

Tim is a highly successful leader.

Tim is an unconscious leader.



Sharon's day begins with a gentle waking from a great night's sleep, followed by five minutes of intentional deep breathing and stretching. After a cup of tea, she meditates for twenty minutes. When her significant other returns from his morning jog, she meets him in the family room and they connect for a few minutes of authentic sharing and appreciation. They check to see if anything is blocking their closeness. This is Sharon's second long-term adult relationship. Her first ended in divorce, and she is committed to having a close, loving, and playful partnership that supports them both in bringing their greatest gifts to the world. It's working. It isn't without moments of drama, but they have learned to shift skillfully from being "stuck" to flowing in a supportive, creative way.

Her two kids are up by 7:00 and the entire family meets for breakfast at 7:30. The kids are now in first and third grade and like most kids they lead full, active lives. Sharon is deeply committed to being present when she is with her kids at breakfast. She makes a clear distinction between being with her kids and being present with her kids. She does both but breakfast is a time to be fully present, no TV, no computers, no communication devices. She credits her meditation practice with giving her the ability to bring her full attention to her family and if her mind wanders she brings it back to the moment.

At 8:00, Sharon is picked up by her driver and arrives at the office forty-five minutes later. She is dedicated to spending her time doing what she is uniquely gifted to do, which corresponds to what brings her the greatest joy and

allows her to make her deepest contribution to the world. She calls it “living in her genius.” Driving is not a genius area for her, so she has chosen to hire someone to perform that task. At first this seemed like an extravagance, but now she experiences it as marvelously supportive.

During the car ride, she opens her laptop to her “system.” Several years ago, Sharon mastered David Allen’s approach in his book *Getting Things Done: The Key to Stress-Free Productivity* and set up a management system that organizes everything in one location. In a matter of minutes, she can switch from her life purpose, to her current active projects, to twelve-month goals, to roles and responsibilities, to areas of focus, and to action items. Sharon doesn’t use her mind to try to keep track of her complex life but rather to do what a mind is good at: thinking creatively, daydreaming, figuring out solutions, and planning next month’s sales conference.

Upon arriving at the office, Sharon goes straight to her yoga class. As CEO, she is dedicated to creating a workplace that supports the whole person. One way she expresses this is by offering free yoga classes three times a day to all employees and their significant others. She chooses to practice twice a week at the office. After a shower, she is at her desk by 10 a.m. Years ago Sharon couldn’t have imagined starting her official work day at 10 a.m. but she has learned that both the quality and the quantity of her work grow as she pays attention to radically taking care of herself.

Sharon has already identified her top three priorities for the day and set aside ninety minutes to focus on her most important work. Aware that she does her best mental work in the morning, she rarely schedules meetings or calls before noon. Members of her team know that she is accessible if they need her. Together they have developed agreements about what constitutes “needing” one another, virtually eliminating “drive-by interruptions” unless an emergency arises. They follow communication protocols for using texts, emails, voicemail, phone, video conference, and face-to-face meetings, matching the bandwidth of the medium with the significance of their communication needs. For example, meaningful conversations that include complex ideas and a full range of emotions are covered in person or on Skype. This commitment alone has stopped issues from recirculating through endless email chains.

Speaking of emotions, Sharon and her team have become experts at experiencing and expressing emotions in healthy ways that bring life, vibrancy, and great wisdom to each of them individually and to the group as a whole. As a result of this and many of their other practices, employee engagement is at an all-time high, turnover at an all-time low, and health care costs the lowest they have been in years.

Sharon meets with her team for lunch every day. This isn’t an obligation (very little is done in Sharon’s world from “shoulds” or “have tos”), but rather an opportunity few of them miss. The lunch is filled with laughter and play. It’s not that they’re playing ping-pong (though there

is a ping-pong table in the corporate lounge) or telling silly jokes. They're actually having fun dealing with real business issues.

What is striking about Sharon and her team is the way this spirit of play permeates everything they do. One of their mottos is "Nothing is serious. If it seems serious, SHIFT." Now don't misunderstand this. Sharon and her team are wildly successful. They have lapped the field when it comes to all the metrics of individual and team success. Their investors couldn't be more pleased. It's just that Sharon learned (she would say, "the hard way") that taking yourself or life seriously leads to all kinds of physical, emotional, relational, and occupational "issues." Sharon is a deeply grounded person who has a real sense that her security is rooted in something way beyond performance. It just IS. She and her teammates have learned this through direct experience, for them it is not just a set of beliefs.

A good part of what makes work and lunch so much fun at Sharon's firm is the degree to which they value learning over everything else. To them, learning combined with playing is the holy grail of their corporate culture. They aren't that interested in being "right" or proving that they're right, knowing that this takes care of itself if they focus on staying in a state of curiosity and high learning. They all drift in and out of this state but they identify their drifts, don't blame or shame themselves or one another, and shift rapidly back to a high state of learning and collaboration. Drama, gossip, and toxic fear, rarely seen around the firm, are quickly addressed and resolved.

So much of the energy consumed in other companies through these and other forms of toxic sludge is freed up for high levels of creativity, innovation, and collaboration. No wonder the firm is regularly listed as one of the best places to work.

After lunch Sharon returns to her office and "processes" her email. She doesn't check her email constantly. In fact, all alarms to notify her of a new email have been turned off. Processing her email (viewing every message and doing the appropriate thing with it, which is often just filing it) takes about ninety minutes of Sharon's day. She usually does this in two sittings: right after lunch and again before leaving at the end of the day. Her teammates and clients understand that if they need to reach her, she will read and respond to emails within twenty-four hours. If they need a response before then, they know to contact Sharon's assistant or call Sharon directly. She does not live in the "tyranny of the urgent." She gave up that addiction long ago.

The afternoon includes meetings and one-on-one coaching, along with several walks around the building. Sharon has learned that she works best in sixty- to ninety-minute increments separated by ten minutes of walking or moving creatively. She honors this and other rhythms in her life.

Sharon has become an expert at leading a high performing executive team. First of all, she is vigilant about only having people on her team who live the culture. Second, she only works directly with people

around whom her energy increases. She pays attention to this and if her energy starts to drop in the presence of one of her direct reports she has a candid and open conversation to address the issue. Third, she is a master delegator. She lives and works in her areas of “genius” and empowers everyone else to do the same. Accountability is so artfully practiced by Sharon and her team that she would never think of having people work for her that she has to “hold accountable.” Everyone on the team gets that responsibility is something you take and not something that anyone else can assign to you. Her team takes responsibility for themselves, for the team and for the organization as a whole. With everyone working in their zone of genius, and no time wasted in drama, Sharon is able to get done in 7-8 hours of work what others could only imagine accomplishing in 24/7.

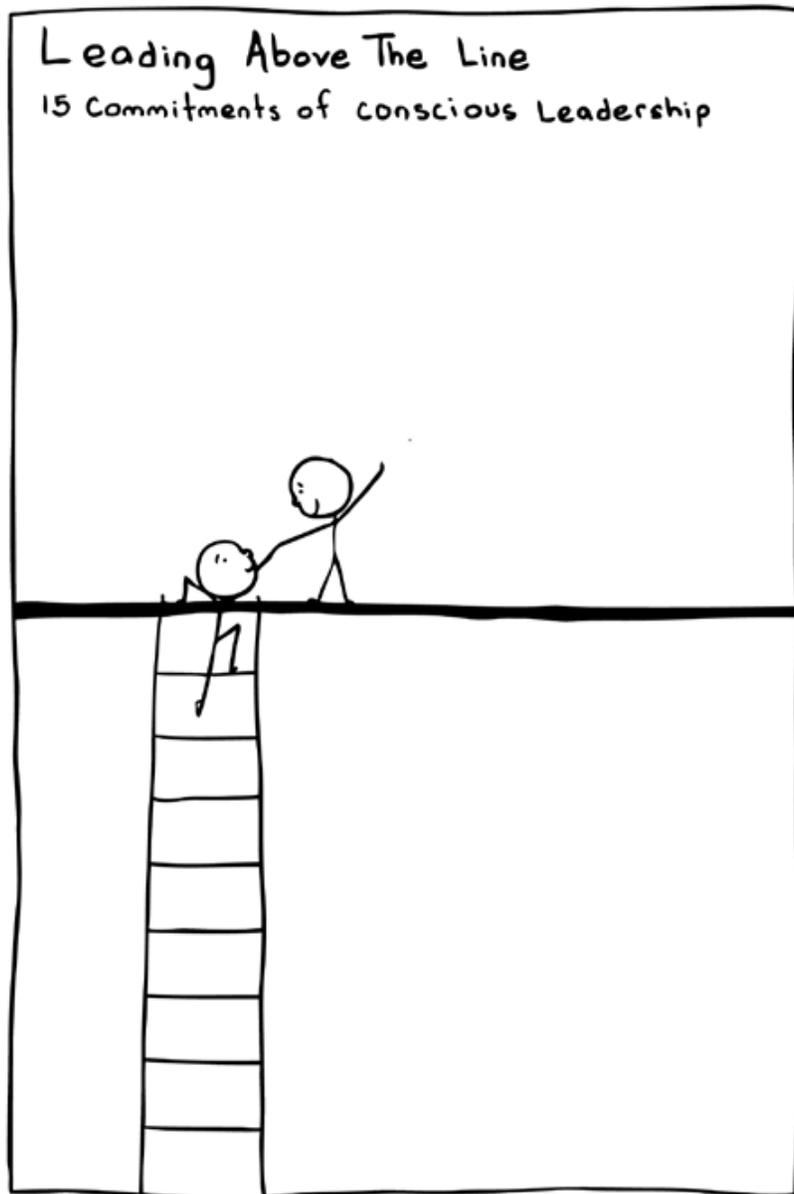
By 6:00 she is seated in the back of her car and usually spends another twenty minutes meditating. At home she connects with her husband and children for dinner, homework and reading together before bed. Like many leading executives, Sharon travels her fair share, and when she is home, she makes these moments count. Usually in bed by 10:00, she rests peacefully. Everything is okay, just as it is meant to be.

It’s been another good day.

Sharon is a highly successful leader.

Sharon is a conscious leader.

This book is for all the Tims of the world who suspect that there is a better way of leading and living. This book is about conscious leadership.



## LEADING FROM ABOVE THE LINE

Several times a year one of us is invited to speak to one of the top Wall Street investment banks. We present to the firm's top leaders and their key clients about conscious leadership. Like most investment banks, this is not exactly a bastion for new age, touchy-feely leadership experimentation. It is a hard-edged, competitive, no-nonsense, bottom-line-focused commercial enterprise. And we begin almost every session the same way—by drawing a single black line:

That's right. A black line. Then we step away and say to some of the world's top business leaders, "From our perspective, this diagram is the most important model we know of for being a conscious leader." Often this declaration is greeted with silence and skeptical looks. We're not surprised. These leaders work with complex models and sophisticated concepts, so a statement claiming that a simple black line is the best model for conscious leadership would understandably raise some eyebrows.

We go on to say that this model is binary: it is either/or. At any point, a leader is either above the line or below the line. If you are above it, you are leading consciously, and if you are below it, you are not.

We then ask all the participants where they currently are with respect to the line, explaining that conscious leaders know at any given moment whether they are above or below it. Frustration builds because these types of leaders like to “get it right.” In fact, they get paid for getting it right and don’t like to make mistakes, especially in public.

This exercise replicates real-world leadership. Leaders make decisions (am I above or below the line?). They make decisions with limited information (I don’t know what the model means), and they judge those decisions as right or wrong. Their decisions are subject to public scrutiny, so the world judges them as well. This combination of factors usually leads to some amount of anxiety, and this anxiety is the water in which most leaders swim. Some swim in these waters consciously and others do it unconsciously.

After everyone has committed to being above or below the line by a show of hands, we go on to describe the model. We share with them that when leaders are below the line, they are closed and defensive, and when they are above the line, they are open and curious. Further, we reveal that when leaders are below the line, their primary commitment is to being right, and when they are above the line, their primary commitment is to learning.

After presenting this information, we ask again for a show of hands—who is above the line and who is below it? At this point, interesting leadership and social phenomena kick in. These smart, capable leaders have made a judgment that it is “better” to be above the line than

### ABOVE THE LINE

OPEN    CURIOUS    COMMITTED TO LEARNING

### BELOW THE LINE

CLOSED    DEFENSIVE    COMMITTED TO BEING RIGHT

below it. This belief causes them to distort reality so they can see themselves as above the line, the preferred state, even if they are not above the line.

Into this common distortion (wanting to be right), we offer this coaching. We suggest that the first mark of conscious leaders is self-awareness and the ability to tell themselves the truth. It matters far more that leaders can accurately determine whether they are above or below the line in any moment than where they actually are. Distortion and denial are cornerstone traits of unconscious leaders.

### A NORMAL STATE

We then explain to the bank's leaders and their invited guests that being below the line is actually a normal state for many people. According to Dan Goleman in his 1995 book *Emotional Intelligence*, we are constantly scanning our environment looking for threats. To be precise, the amygdala, an almond shaped part of the limbic brain, is standing guard “something like an emotional sentinel, challenging every situation, every perception, with but one kind of question in mind, the most primitive: ‘Is this

something I hate? That hurts me? Something I fear, if so – if the moment at hand somehow draws a ‘Yes’ – the amygdala reacts instantaneously, like a neural tripwire, telegraphing a message of crisis to all parts of the brain.” (Goleman, pg. 16) When the amygdala senses a threat, it sounds an alarm and our entire system prepares for survival. When our ancestors were confronted with a threat to their survival in the form of a wild animal, they fought, ran, stood still, or fell to the ground to play dead. Their reaction was usually the option with the greatest probability for survival, often with no real thought. It was simply an instinctual reaction. The amygdala was doing its job.

Like our ancestors, leaders are constantly scanning the horizon for threats. But today, those threats rarely endanger their physical survival. There aren’t many saber-toothed tigers roaming the campuses of corporate America.

Nevertheless, leaders often have a difficult time telling the difference between a threat to the body’s physical survival and an imagined threat to the ego or identity. For example, when our boss frowns at us while we’re making a presentation, we interpret this as a threat to our survival, at least the survival of our ego. In a threatened state the brain fires off a chemical cocktail designed to support us in fighting, fleeing, freezing, or fainting. Put another way, when we perceive a threat to our sense of well-being, we go “below the line.” We don’t choose this at a conscious level. We just do it. We close down. We get defensive and double down on being RIGHT.

## WHAT’S WRONG WITH BEING RIGHT

What does being right have to do with being below the line? Remember, for most leaders, survival is a matter of protecting the ego or identity or image. And the ego firmly believes that if it is not “right,” it will not survive. Being wrong equates to being dead. This is especially true as the level of perceived threat rises. The higher the stakes—for example, we could lose our job or the love of a significant other or control of something we deem important—the more the ego will try to survive by being right.

We see this again and again in our work with leaders. When coaching them, we often use the tool of feedback. We gather lots of data from multiple sources and give leaders feedback about how they are seen in the world and about how they appear to be wired at a personality level. Leader after leader will interpret this direct feedback as a threat to their identity and go below the line. It is a natural reaction.

For this reason, we say that knowing when you are below the line is more important than being below the line. Leaders are in real trouble when they are below the line (closed, defensive, and committed to being right and keeping their ego alive) and think they are above it. This leadership blindness is rampant in the corporate world.

But once leaders develop self-awareness and locate themselves accurately below the line, they create the possibility for shifting, a master skill of conscious leaders. Shifting is moving from closed to open, from defensive

to curious, from wanting to be right to wanting to learn, and from fighting for the survival of the individual ego to leading from a place of security and trust.

## CHOOSING TO SHIFT

Of course, many leaders ask us this question: “Why is it so important to be above the line?” From our experience, and probably yours, creativity, innovation, and collaboration (all keys to high-level problem solving) occur best when we operate above the line. In fact, they don’t occur at all below the line, where it is necessary to be if your physical well-being is threatened and you need to fight, flee, freeze, or faint. In such a situation, survival trumps high-level problem solving, creativity, and collaboration. Most leaders work in environments in which creative problem solving is necessary for winning, but this is available only when leaders lead from above the line.

Since the early 1900s, based on what is called the Yerkes-Dodson effect, scientists have known that increased arousal is correlated with increased performance on a task up to some point and then as arousal continues to increase, performance declines. This inverted U shaped curve has shown up in many studies since. In our model being below the line is a state of hyperarousal (increased heart rate, anxiety feeling, pupillary dilation, change in respiratory rate, increased blood adrenaline levels). In this state certain tasks, especially those that require creativity and collaboration, are more difficult. For simple tasks, the more you are aroused, the better you behave but most leaders we coach are not dealing with simple tasks. We also prefer to see people choosing to lead from above the line because

those leaders experience sustainable happiness. Happiness, as it is measured and researched, is essential to long-term health, engagement, and success.

Numerous studies have correlated happiness with lower levels of stress and better physical health. A critical issue in the corporate world is the high cost of health care. One of the best remedies for that is cutting down on illnesses. Happy people get sick less. And people who lead from above the line are both healthier and happier.

Further, companies spend countless sums of money to measure and improve employee engagement. In our experience, “above the line” leaders are more engaged and create environments with much higher levels of engagement among their team members.

## A ROAD MAP

This book is about “location, location, location,” as they say in the world of real estate. In our work with countless leaders, we have learned that at any moment, they are living from either a “below the line” commitment or an “above the line” commitment. The following 15 Commitments of Conscious Leadership provides a road map to help you constantly determine where you are with respect to the line. Each commitment has an “above the line” version (the commitment of conscious leaders) and a “below the line” version (the commitment of unconscious leaders).

We use the word “commitment” throughout the book and it is important to clarify what we mean. Commitment is a statement of what is. From our perspective, you can know

your commitments by your results, not by what you say your commitments are. We are all committed. We are all producing results. Conscious leaders own their commitments by owning their results.

Here is a simple illustration: We are all committed (the way we use this word) to weighing exactly what we weigh in this moment. How do we know this? Because this is what is. In our experience, most people would “say” that they are committed to weighing more or less than they weigh in this moment. The result—not our words—is the proof of a commitment. As we introduce you to the 15 Commitments of Conscious Leadership, we are suggesting that at any moment, you are living either from the “above the line” commitment or from the “below the line” commitment. The results occurring in your life provide the evidence of which one.

Our passion is in supporting leaders to tell themselves the truth in any given moment, to locate themselves as above or below the line, and then, if they are willing, to shift into higher states of leadership consciousness. We offer many shift moves that have had a profound effect on leaders and their organizations.

## CONTENT VS. CONTEXT

As you begin your journey with us into conscious leadership it is important for you to know that we place our attention primarily on context and secondarily on content. From our perspective all of life is occurring as one big conversation. Sometimes this conversation is between individual people, sometimes it’s between groups

*For us, commitment is a statement of “what is.” From our perspective, you can know your commitments by your results, not by what you say your commitments are. We are all committed. We are all producing results. Conscious leaders own their commitments by owning their results.*

and nations. Sometimes this conversation is between an individual and the universe and often this conversation occurs inside one person and it is between various parts of me.

All conversations have both content and context. Content answers the question, “What are we talking about?” Context answers the question, “How are we talking about the content?” Most leaders and people focus on the content of conversation. For instance, the production line is broken down, what do we do to get it going; we aren’t innovating fast enough; our market share is shrinking; our daughter’s grades are slipping; I want to go to Tuscany for vacation. All of this is content. It is “what” we are talking about.

Context answers the question “how” are we talking about the content. Or put another way, “From what consciousness are we having this conversation?” Based on what we have talked about so far, we would suggest that all conversations occur either from above the line or below the line. We can talk about the broken production

line from above or below the line. We can talk about market share or our daughter's grades or a vacation from above or below the line. This is a context question. In our experience great leaders pay more attention to how conversations are occurring than to what is being talked about. In fact, a specific leadership question that we see conscious leaders bringing to every situation is "Where are we talking and listening from right now: above or below the line?"

For each of the 15 Commitments we offer different contexts from which any conversation can occur, a below the line context and an above the line context. If leaders pay attention to the context of every conversation, the content will resolve itself much more easefully, creatively and sustainably.

## THE FOUR WAYS OF LEADING

The discussion of being above and below the line is part of a larger conversation. The larger conversation is about states of consciousness.

When we talk about our work, we are often asked, "What exactly is conscious leadership?" Let's begin by looking at the word "conscious." If you walk down Michigan Avenue in Chicago and say to the average passerby, "The CEO of XYZ Corporation is unconscious," a normal response would be, "Wow, that's serious. Did he fall and hit his head or did he have a stroke or heart attack? Is he in the hospital? Will he live?"

Most people associate the word "unconscious" with the state that results from a severe blow to the head,

or as the dictionary defines it, "a dramatic alteration of one's mental state that involves a complete or near complete lack of responsiveness to people and other environmental stimuli."

This common definition is also quite useful in our discussion. Unconscious leaders have a "complete or near complete lack of responsiveness to people and other environmental stimuli." They do not really see what is happening around them. They are cut off from an authentic experience of people, themselves, and their lives.

We often describe unconscious leaders as reactive. They react from a "story" about the past or an imagined future, and their personality, ego, or mind takes over. They are not free to lead from creative impulse, nor are they tuned in to what the moment is requiring of them.

For example, many top leaders have tremendous drive, passion, and energy, which sometimes go hand in hand with what the workplace calls "anger issues." It doesn't take long for leaders open to coaching to see that when their anger is out of control, they go on autopilot. They literally can't see what is happening (blind rage). They live out this familiar pattern again and again.

The same holds true for leaders in the grip of unconscious fear. When fear is occurring in them, they can't see it, feel it, experience it, or release it. Here's a typical scenario: A leader receives a report about missing the earnings target, and fear kicks him into reactivity. The next thing

*...conscious leaders experience what is here now and respond in the moment. They are not trapped in old patterns. They are free to lead and serve others, their organization, the world, and themselves.*

you know he has his direct reports seated around him in a conference room, and once again, he's having a conversation about fault and blame.

Recently we coached the CEO of a highly successful Fortune 200 company. He's being lauded as a bright new star on the leadership front. Yet he confided in us that his autopilot reactivity shows up when he goes to a bar, has several drinks, and starts chasing women. This unconscious leader has been stuck in the same pattern since college.

Unlike unconscious leaders who do not see, hear, or feel authentically and accurately, conscious leaders experience what is here now and respond in the moment. They are not trapped in old patterns. They are free to lead and serve others, their organization, the world, and themselves.

In our experience, conscious leaders are rare. Most people live life largely unconsciously in the habitual trance of their personality, their regret and anger about the past, and their hope, fear, and greed about the future. Let us be clear: We are not judging this way of living. We live this

way quite often ourselves. In fact, we actually think that this is the “normal” (familiar) way of living and it has real benefits. We'll discuss those later but for now we simply want to point out that people can lead and live differently.

## **FOUR WAYS OF LEADING IN THE WORLD**

To help us have this conversation, we want to introduce a second model. We have already introduced you to Above and Below the Line. Like that model and all others, this next one is fundamentally flawed because no model can accurately describe reality, particularly the reality of human consciousness. All models are de facto distortions of reality. Just as a restaurant's menu is not the same as its food but merely a pointer to something much more wonderful, so are models only pointers to something far more complex.

We originally heard about this model in a talk Michael Bernard Beckwith, founder of Agape International Spiritual Center, gave on life visioning. The model immediately resonated with us as a way to describe what we observe in our work with leaders. We have extrapolated from Beckwith's original model by adding our own concepts to his construct.

The model on the next page suggests that there are four ways of leading.

We want to clarify that these four ways of being in the world are states, not stages of development. Stages are progressive sequential eras in the life of a person or organization. For example, a person undergoes the stages

of infancy, childhood, adolescence, and adulthood. States, on the other hand, are not sequential. We don't move in a developmental pattern from one state to another, but rather in an ongoing, irregular way. Think of the awake, dreaming, and non-dreaming sleep states. People move in and out of these states throughout the day and night. One is not better or more advanced than another.

## FOUR WAYS OF LEADING

### AS ME - LIFE IS ME

- POSTURE:** At one with all
- EXPERIENCE:** Peace, spaciousness
- BELIEFS:** There is just oneness  
There are no problems, and no one to "solve" them
- KEY QUESTION:** No more questions - just knowingness
- BENEFITS:** Experience oneness & non-dualism  
Unlimited freedom & peace

ONENESS

### TO ME - LIFE HAPPENS TO ME

- POSTURE:** Victim
- EXPERIENCE:** Blaming and complaining
- BELIEFS:** There is a problem  
Someone is at fault  
Someone should fix this
- KEY QUESTION:** Why me? Whose fault is this?
- BENEFITS:** Experience separateness  
Defined identity, entertaining drama,  
supports empathy, adrenaline high

This is an important clarification for us because when we present this model to leaders, they often interpret it as stages of development and that is not the intention. Indeed, moving from To Me to By Me to Through Me and back to To Me can take a matter of hours or minutes.

Becoming aware of which state we are in at any moment is the first key to shifting. As mentioned earlier in our discussion of above and below the line, location is critical in this work. Where are you living and leading from

### THROUGH ME - I COOPERATE WITH LIFE HAPPENING

- POSTURE:** Co-creator
- EXPERIENCE:** Allowing, flow, wonder and awe
- BELIEFS:** I am the source of all meaning. I experience things as perfect, whole and complete  
Life handles all apparent "problems"
- KEY QUESTION:** What wants to happen through me?
- BENEFITS:** Non-attachment  
Unlimited possibility, plenty of everything

SURRENDER

### BY ME - I MAKE LIFE HAPPEN

- POSTURE:** Creator
- EXPERIENCE:** Appreciation
- BELIEFS:** Problems are here for me to learn from  
I create the problem, so I can solve it
- KEY QUESTION:** What can I learn?  
What do I want to create?
- BENEFITS:** Personal empowerment  
Define your wants and desires

RESPONSIBILITY

now? This is a question conscious leaders ask themselves regularly and become masters at answering accurately. Only then do we have the real option to shift to another state of leadership if that is what we want and are fully willing to do.

## THE "TO ME" WAY OF LEADING

The To Me state of consciousness is synonymous with being below the line. From our perspective, 95% of all leaders (and people) spend 98% of their time in that state. If I am in the To Me consciousness, I see myself “at the effect of,” meaning that the cause of my condition is outside me. It is happening To Me. Whether I see the cause as another person, circumstance, or condition, I believe I’m being acted upon by external forces.

Leaders in To Me are “at the effect of” the markets, competitors, team members who “don’t get it,” suppliers, the weather, their own mood, their spouse, their children, their bank account, and their health, to name a few. They believe that these external realities are responsible for their unhappiness (if only my spouse weren’t mean, I’d be happy); for their failures (if only my sales team would work harder, our top line would go up); and for their insecurities (if my board gave me a larger share of the company, I’d be secure).

This “at the effect of” way of seeing the world doesn’t mean that leaders are always unhappy or upset. On the contrary, some are quite happy and successful, but the point is that they are pinning the cause of their well-being on external factors.

We call this To Me mindset “victim consciousness”. In our experience, a significant difference exists between being a victim and having a victim consciousness. Most people would agree that children abused by alcoholic parents are victims. Thirty years later, if those same children, now adults, are still blaming their parents for their problems and suffering, they are living in a victim consciousness.

Victim consciousness is a choice. As we mentioned, from our experience, most people choose to live this way.

Those operating in the To Me victim consciousness are constantly looking to the past to assign blame for their current experience. They fault themselves, others, circumstances, or conditions for what is happening in their lives. Their thoughts and conversations are often dominated by “why” questions: “Why did this happen to me?” “Why don’t they respect me?” “Why are we losing market share?” “Why are my kids failing in school?” They search for answers that assign responsibility for the cause.

To see an example of this, we need look no further than the cable news networks. Whether you watch CNN, FOX, or MSNBC, every conversation goes like this: “Something is wrong. Someone is to blame. And that someone is not us. It is them. And we are right, they are wrong.” Of course, they don’t all agree on the “someone” or “something” to blame, but their common experience is grounded in the reality that something is wrong and someone “out there” is responsible.

*The gateway for moving from To Me to By Me is responsibility...*

## **THE "BY ME" WAY OF LEADING**

When leaders shift from below the line to above it, they move from the To Me to the By Me state—from living in victim consciousness to living in creator consciousness and from being “at the effect of” to “consciously creating with.” Instead of believing that the cause of their experience is outside themselves, they believe that they are the cause of their experience.

To Me leaders think that the world should be a certain way, and if it isn't, something needs to be different. For example, it should be warm and sunny out and it's not, therefore the weather should be different. My children should obey me and when they don't, they should be different. My employees should “get it” and they don't, so they need to be different. Sometimes, however, the world is just the way they think it should be, although this is rare and fleeting for To Me leaders.

The By Me leader chooses to see that everything in the world is unfolding perfectly for their learning and development. Nothing has to be different. They see that what is happening is for them.

We suggest to leaders that life is like one big learning university, where we all enroll in classes that are perfectly designed to support our education. In these classes, we can either be “at the effect of” the teacher, the curriculum, and the other students or “consciously creating with.”

To do the latter, a leader chooses curiosity and learning over defensiveness and being right (two cornerstones of the To Me consciousness). Instead of asking “Why is this happening to me?” the By Me leader asks questions like, “What can I learn from this?” “How is this situation ‘for me?’” “How am I creating this and keeping this going?”

The gateway for moving from To Me to By Me is responsibility—actually, what we call radical responsibility: choosing to take responsibility for whatever is occurring in our lives, letting go of blaming anyone (ourselves, others, circumstances, or conditions), and opening through curiosity to learn all that life has to teach us. We'll say much more about this in Commitment 1.

## **THE "THROUGH ME" WAY OF LEADING**

Central to both the To Me and By Me states of leadership is “me”: I am at the center of the consciousness. This doesn't mean that I don't think about other people or issues or God or the future or the past. Rather, it means that my thoughts in these states are about how everything relates to me. Again, from our perspective, this is not a bad thing. It is just the way the mind/ego/identity functions. From these states of consciousness, we can't interact with the world in any other way.

The “me” in the To Me state is “at the effect of” people, circumstances, and conditions. It is disempowered, invested in being right, and therefore defensive. In contrast, the “me” in the By Me state is “consciously creating with” people, circumstances, and conditions. It is empowered, interested in learning, and therefore very curious.

In the Through Me state of leadership, the “me” starts to open to another. Curiosity begins to guide this leader to a different set of questions, such as, “Am I the center of the universe?” “Is there something going on in addition to me?” “What is the nature of this other?” “Is it possible to be in relationship to this other?”

Let us be clear that in our experience, leaders who ask these questions are not necessarily religious, though sometimes they are. We work with scientists who ask these same questions and conclude that the “other” is the energy of the quantum field. Some leaders experience this entity as love or the universe or presence or God. The key to Through Me is that leaders begin to notice something beyond themselves.

We’ll illustrate this with the subject of purpose or vision. To Me leaders rarely have a clearly aligned purpose or vision for themselves or their organization. They might have gone through an HR exercise and created a purpose, mission, and vision, but in their daily experience, they are not living from or for this purpose. This is actually part of the reactive pattern that defines the To Me victim consciousness.

When leaders move through the gateway of responsibility into the consciousness of By Me, they become very committed and aligned with their purpose. They first get clear about their individual purpose and then create organizational purpose. At any moment, By Me leaders are either on purpose or off it and if the latter occurs, they shift and get back on purpose. They come to their purpose by asking the question, “What do I want?” Often we coach them to ask the second, deeper question, “What do I really want?” By Me leaders sit with this question until they have an answer, and then they align themselves with this purpose. This purpose can and often does change, but By Me leaders are clear about their purpose.

As leaders open up to Through Me, their purpose question changes. They ask, “What is life’s highest idea of itself that wants to manifest in and through me?” The word “life” could be love or God or the universe or presence or the quantum field.

To most people, this question sounds weird at first but as Through Me leaders sit in it, they have a very different experience than their By Me counterparts. Through Me leaders do not try to “figure out” their answer, which would be By Me consciousness. Instead, they listen attentively to what wants to be communicated to them. They understand that there is another moving in the world that wants to make something happen in and through them.

*For more on Through Me Purpose listen to the audio series on Sounds True by Michael Bernard Beckwith on “Life Visioning.”*

*...surrender, or letting go, is the gateway to move from By Me to Through Me.*

When leaders follow this practice, we tell them that the communication can manifest in various ways. Some leaders get a sense of words, others experience pictures, sounds or colors, while still others receive just an intuitive impression. What we know is that if leaders are fully willing, the communication occurs reliably. This practice can be used not only by individual leaders but also by entire teams.

The Greenville Health System in Greenville, South Carolina, is one of the largest health systems in the Southeast. CEO Mike Riordan is committed to conscious leadership. He understands all four of these ways of being in the world and knows that he moves in and out of them with regularity and dexterity.

A few years ago, Mike and the senior leaders of GHS were on a retreat and decided to do Through Me visioning. They asked this question: “What is health care’s biggest idea of itself that wants to manifest in and through GHS?” They listened with expectancy, knowing that something bigger than themselves was wanting to do something at their organization. Over time (and this is often the case), they collectively got an understanding that what wanted to happen through them was a transformation of health care. Since then, the top leaders of the health

system have been living and leading from this vision. They have gotten very clear about what it means for them to transform health care and they are taking the steps to make it happen. One powerful example: they decided that to transform healthcare, they had to transform the consciousness of physicians. They had to change the way doctors were trained, and to do that, they realized they had to start a medical school. This is no small thing. Rarely do new medical schools begin. In September 2012, GHS welcomed its first class of medical students into a new consciousness of medicine. Wow, this is Through Me leadership.

Just as responsibility is the gateway to move from To Me to By Me, surrender, or letting go, is the gateway to move from By Me to Through Me. For most leaders, this means letting go of control. When we first meet leaders, almost all have a strong control plan, where their ego is invested in the appearance of control. In truth, very little is under our control, but the To Me and By Me leaders believe the contrary.

The letting go of control—or more specifically, letting go of wanting to be in control of people, things, and circumstances we were never meant to be in control of and have never really been in control of—is powerful and often chaotic. We haven’t met many people who surrender easily, casually, or comfortably. Most experience ongoing struggles and resistance. Letting go is an action that is taken again and again.

The paradox in leadership is that when we are in To Me, we experience very little control because we are “at the effect of” what is happening in our lives. Part of the fun of By Me leadership is that we experience a sense of control and power. It is the power of being in a place of responsibility, creativity, and ownership. It’s exhilarating. Then leaders are asked to surrender, and often their response is, “What? I finally got a sense of empowerment and control and now you [life, love, God] are asking me to surrender.” Yes, this is what life asks of all of us. Surrender for the Through Me leader is not optional.

### **THE "AS ME" WAY OF LEADING**

The fourth state of leadership is As Me, the level of consciousness we speak least about because most leaders are not ready or interested in the discussion and experience. We respect that. At the same time, we would like to offer a few words about As Me consciousness to complete the model.

As Me consciousness has two aspects. The first is oneness. Most of the great religions, philosophies, and spiritual teachings have an understanding of oneness, the experience that there is no separation—there is only one reality and it is not divided. Sometimes, this is called non-duality, which simply means “not two.” Again, scientists give words to this when they say that energy is all there is and it is not divisible. What appears hard and solid to the senses is actually not so hard and solid. If we magnified everything under the most powerful microscope, we would discover that what appears solid is actually only space. We would also discover that boundaries of

separation that appear solid (the boundary between your arm and the table on which it rests, or between you and me) are not solid at all.

As Me leaders realize this oneness. It is not simply a philosophy or belief for them. It is a direct experience. Once a leader discovers the truth of what is—oneness—and who they are, their consciousness shifts dramatically. Just as a thought experiment, imagine for a moment how you would lead and live in a world without separation; no separation between you and your employees or you and your competitors or you and the environment. From our experience, everything looks radically different from this consciousness.

The second aspect of As Me is the absence of a personal “me.” Not only is everyone and everything one—there is no separation—and also no personal center. As one of our teachers Hale Dwoskin says, “In the As Me space, there are no problems and there is no you to have a problem.” In To Me and By Me, the “me” is central. In Through Me, the “me” begins to recede in surrender to the other, and in As Me, “me” doesn’t exist at all.

One way we teach this Four Ways of Being Model is by looking at the questions asked in each state of consciousness. We have covered some of the questions for the first three. The As Me state is unique because it has no questions. The full realization of As Me is the experience of no more questions, no seeking, no suffering. This doesn’t mean that you wouldn’t ask a question like, “How do I improve throughput in our plant?” What it

# THE FOUR WAYS OF BEING MODEL

	TO ME 	BY ME 	THROUGH ME 	AS ME
<b>MONEY</b>	<ul style="list-style-type: none"> <li>▶ Scarcity = Never enough</li> <li>▶ I work hard to get it</li> <li>▶ My value is attached to it</li> </ul>	<ul style="list-style-type: none"> <li>▶ I want more</li> <li>▶ I can create more</li> <li>▶ It is a measure of my value</li> </ul>	<ul style="list-style-type: none"> <li>▶ It is abundant</li> <li>▶ It is an energy not a thing</li> <li>▶ Measurement is irrelevant</li> </ul>	<ul style="list-style-type: none"> <li>▶ It is just another form</li> <li>▶ It is given and received with freedom and joy</li> </ul>
<b>TIME</b>	<ul style="list-style-type: none"> <li>▶ There is not the right amount</li> <li>▶ I am stressed because of it</li> <li>▶ I am overwhelmed, busy/bored</li> </ul>	<ul style="list-style-type: none"> <li>▶ I'm in control of my time</li> <li>▶ I use time management systems</li> <li>▶ I use it to do what I want</li> </ul>	<ul style="list-style-type: none"> <li>▶ I have plenty of it</li> <li>▶ There is only now - there is no past or future</li> </ul>	<ul style="list-style-type: none"> <li>▶ I am the source of it</li> <li>▶ It is an illusion - like all other illusions</li> </ul>
<b>HAPPINESS</b>	<ul style="list-style-type: none"> <li>▶ It is a fleeting moment of pleasure (ice cream, vacation, sex)</li> <li>▶ It depends on circumstances</li> </ul>	<ul style="list-style-type: none"> <li>▶ I choose to make myself happy</li> <li>▶ I make happiness if I bring the right ingredients</li> </ul>	<ul style="list-style-type: none"> <li>▶ It is here now</li> <li>▶ It has a deep lasting quality</li> <li>▶ I relax into joy</li> </ul>	<ul style="list-style-type: none"> <li>▶ Happiness is just another state, it is just one of many vibrations passing through</li> </ul>
<b>DISCIPLINE</b>	<ul style="list-style-type: none"> <li>▶ Always too much or too little</li> <li>▶ It's hard; I "should"; "I have to"</li> <li>▶ It is necessary to be good</li> </ul>	<ul style="list-style-type: none"> <li>▶ I choose it (to delay gratification)</li> <li>▶ I use it as a tool to create</li> </ul>	<ul style="list-style-type: none"> <li>▶ It is effortless</li> <li>▶ Having and delaying gratification are equals</li> </ul>	<ul style="list-style-type: none"> <li>▶ Can you find the one who is disciplined?</li> </ul>
<b>PURPOSE</b>	<ul style="list-style-type: none"> <li>▶ What purpose?</li> <li>▶ I should have one and don't</li> <li>▶ I just have roles I play</li> </ul>	<ul style="list-style-type: none"> <li>▶ My purpose</li> <li>▶ I declare it and go out and get it</li> <li>▶ Both takes energy and energizing</li> </ul>	<ul style="list-style-type: none"> <li>▶ Transcendent purpose</li> <li>▶ No more wanting</li> <li>▶ I receive it through listening</li> </ul>	<ul style="list-style-type: none"> <li>▶ What purpose? Being and purpose are the same</li> <li>▶ Impossible to be off of it</li> </ul>
<b>LEADERSHIP</b>	<ul style="list-style-type: none"> <li>▶ It's a role; I have it or I don't</li> <li>▶ It comes with have-tos, burden and incompetent followers</li> </ul>	<ul style="list-style-type: none"> <li>▶ There are skills/ techniques to master which create good or effective leadership</li> </ul>	<ul style="list-style-type: none"> <li>▶ It arises in response to present need; no "one" is the leader in co-creation</li> </ul>	<ul style="list-style-type: none"> <li>▶ There is no one to lead and nowhere to lead to</li> </ul>

means is that all questions about purpose, identity, life, and so on, are replaced by the constant experience of life in the moment. When we say that there is no more suffering, we don't mean that pain, sadness, anger, and fear disappear, or that disease and death no longer occur. But in As Me, there is no suffering in the presence of these and all experiences.

For those of you who are particularly curious about Though Me and As Me states we offer some of our favorite tools for this exploration in the resource section at the end of the book.

From our experience most leaders are well served by focusing on the shift from To Me to By Me. While we value all four states of consciousness, this book is about moving from To Me to By Me. We place our attention on this movement, and suggest you do as well, because at this point we don't know of an entire organization that is living from By Me on a consistent basis.

## HOW TO USE THIS BOOK

We highly recommend that you read and master the first two commitments before moving on to the others. Becoming skilled in responsibility and curiosity are essential to shifting from To Me to By Me, and they create a context that will support you in exploring and practicing the other thirteen and integrating them into your daily life.

With this foundation in place, proceed to Commitment 3, emotional intelligence. Proficiency in the world of feelings is critical to understanding and implementing all the other commitments.

Then continue on to Commitments 4–9, in whatever order you choose. These six commitments describe ways of being in the world. Conscious leaders have the awareness and determination to turn their beliefs into behaviors. For instance, it is easy to believe in eating a healthy diet, but turning that into action requires commitment. The behaviors of candor (#4), eliminating gossip (#5), integrity (#6), appreciation (#7), living in our genius (#8), and play (#9) differentiate conscious and unconscious leaders.

Next, Commitments 10–12 present the worldviews underlying the behaviors of conscious leadership. Some may consider them radical. They include recognizing that the opposite of the beliefs you cling to so tightly could be as true as your beliefs (#10) and that nothing outside you can give you what you most long for—in fact, nothing can give it to you, because you already have it (#11) and you will always have enough (#12).

Commitments 13 and 14 suggest a new way of being in relationship—whether with a partner, a team, an organization, a community, or the world—that supports everyone having different interests and perspectives. Commitment 15 pays homage to Gandhi and other wise revolutionaries who have espoused that we be the solution we want to see in the world.

Each chapter has specific practices to help you embody the commitment. We strongly recommend that you spend time in daily practice. Find a learning partner (or several) so you can encourage each other to live as consciously as possible.

From our perspective this book is both a book to be read and a set of practices to be implemented. Let us be clear. If you think you can read this book and become a conscious leader without practicing you're kidding yourself. This is an ongoing process. The three of us have been practicing all the commitments for many years and we are still learning something new about conscious leadership nearly every day.

We urge you to avoid making this work too hard or taking it too seriously. Enjoy the journey as much as you can. Remember to play and laugh.

## CHAPTER SUMMARY

### Leading from Above the Line

- ▶ Leadership operates from one of two places: above the line or below the line.
- ▶ Above the line leadership is open, curious, and committed to learning.
- ▶ Below the line leadership is closed, defensive, and committed to being right.
- ▶ Leading from below the line is not wrong—it is a common state.
- ▶ As a regular practice, conscious leaders notice when they are below the line and choose to shift to above the line.
- ▶ The Four Ways of Leading model shows the states of consciousness leaders operate in: To Me, By Me, Through Me, and As Me.
- ▶ Leaders are well served by focusing first on the shift from To Me to By Me leadership.