



Craft The Person You Want to Become



Who Determines Your Character?

Introduction

Setting your Intentions prior to an interaction with another person or situation, whether it is with a client, a podcast segment, or a presentation to your team will determine



the degree to which you are able to go to depth. Build your character and find out what you want out of this moment (out of life) prior to the actual moment. Figure out what you want now and in general and live from it. What is your ultimate objective in this coming moment of engagement?

Content

- Set a super objective: what is it all about, life, your character, fill out the situation. Play the role fully. Flesh it out. Differentiate between a flat presentation versus a full and rounded presentation.
- Select the person you want to become, craft that person and become her or him.
- How do you make decisions if you do not have access to your internal compass and know where you are going?

Objective

- Be willing to create new options in the moment to bring about the desired results.
- What is your objective? What touches you below the surface and be ready for it.

Actions

- What typically helps you to achieve your objectives? Now go beyond this.
- You cannot call it forth in others, if you are not willing to put it out there first.

Methods

- Tell stories.
- Reference your personal life.
- Have others get involved and share their life.
- Take no action and wait for the moment to unfold.
- Role-play.
- Leave an empty space to call forth what you are looking for.
- Put self out there and then back away. Let others emerge.
- Think about a magnet — it both pulls and repels.
- Leave a pregnant pause to bring forth the hidden. Creates weight and disallow small talk which inhibits the next thing to unfold.
- Watch for comic relief which can disrupt and diffuse the necessary productive tension in the room.
- Be ready to come up with complex methods or choices to achieve your objectives.



- Generate possibility.
- Establish rapport and branch off from there.
- Remain curious.

Set a Goal

- Seek True Understand, not to be Understood: See if you can function within the meeting with a client or vender or colleague with an understanding what that person's objective in life is.

Objective

- Work to help the person understand how their actions can serve their life.

Observe and Consider

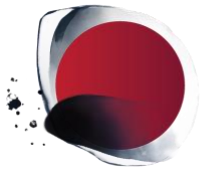
- You will learn your job better if you are able to make more and better choices.
- Will your Super Objective guide you? What is your way of listening? How will you proceed?
- How often do you think people walk out of a meeting and feel that the other person has understood them?
- How often do you feel that the other person really listens?

Questions

- What is your objective when you go into a meeting? (What is your super objective?)
- Do we have a "selfish goal" that replaces your intention of helping people? Is that ok?
- Can we not allow ourselves to take care of ourselves while also taking care of other people.

Experiential: Action You Will Take to Understand the Person's Life

- Listen
- Not to turn away from the moment.
- Observe their behavior.
- Question into them.
- Smile.
- Tell a story.



- Share yourself.
- Change your posture to mirror theirs.
- Questions going beyond the business...probe.
- Offer them something...give.
- Reassure them... what is important to them.
- Be honest.
- Don't hide — show up for the meeting.
- Don't ever lie.
- Say nothing and allow silence.
- Be engaging, positive attitude.
- Be a real person.
- Make them laugh.
- Hold them as though they were the most cherished person in your life.
- Set limits and be disciplined with yourself.
- Release them from captivity.

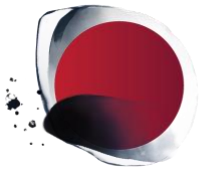
Follow Through

- I will at some point in the future ask you to talk about your life intentions.
- Can each of you identify your Super Objective
- Don't play the same song. You can hold emotionally and psychically.
- You will be better if you choose your actions based on knowing who the person is.
- If what you are doing doesn't work choose another action.
- If your objective doesn't work pick another one.
- Be careful about forming an initial opinion of who that person is.
- Stay open to the magic of the moment.
- You can walk out of every meeting with the feeling of "ah this is why I am doing this."
- Have fun.

Image courtesy of: [Vignesh Moorthy @vigmoo](#)

Associations/Thinking Symbolically:

- After preparing this training, three large green parrots fly by the window.



Animal Speak by Ted Andrews

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“Meaning of Parrot . . . Parrot spirit animal is the wise teacher of the **power of your words, spoken or not spoken**, for even the silent words in your mind are driving you forward, having dominion over your choices and the paths you take. Parrot reflects to us the immense power of our inner mind. Parrot spirit animal shares his wisdom; to take care in the words you speak and the secret thoughts you carry.

Parrot is symbolic of truth telling... speaking from the center of the heart. As Parrot speaks back to you the words you have spoken, you hear your own words with no filter. This is a powerful reflection of self, as you are able to recognize the truth of your own words and what you are communicating or you will be reminded of the secrets that you are keeping, or the untruths that are being told. Parrot is a great teacher of communication and brings guidance and assistance in your ability to communicate that which you really feel.”

The Tim Dukes Method provides an opportunity for self-reflective individuals to cultivate the capacity to receive into consciousness hidden aspects of the self, claiming your unique gifts – ensuring that today’s brilliance successfully transitions into tomorrow’s wisdom. The Tim Dukes Method is designed and implemented by Dr. Timothy Dukes for determined creatives to ensure long-term viability — as a continuing investment in the well-being of yourself, family, organizations, culture, society, and the Earth itself.