



The Will to Win

By Mark Kaplan

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Introduction

Winning is ingrained in our culture.

It is ingrained in our genes and DNA.

The key to survival is winning the contest over the elements; outfoxing the prey; outfoxing the predator. The key to winning mates for males in all species is proving they are the alpha male. If you are not the alpha then you have to strut your best stuff.

Women have become or are on the way to becoming the alphas in today's society. They have more college graduates and are gaining more management positions. They also have a higher percentage of employed in this recession plagued society.

They have the skills, sensitivity, and flexibility that are needed today.

This is a blessing for them and a curse. They now face the same stresses of expectation and performance as their male counter parts.

The animal kingdom has coping advantages over man. They have at one or two brains and so live on natural instincts. The lizard brain is

totally reactive. It gives the signals of eat or you are about to be eaten. It creates strong drives to mate.

In the last 100,000 years man developed the limbic and neo cortex brains and then the pre-frontal neo cortex. These brains separate him from the animal world. It gives him more analytical options. It gives him a strong emotional sympathetic core.

Research shows the pre frontal area has a lobe that might be responsible for our happiness. Meditation can reach this center directly.

This complicates our primary purpose of survival and mating. What does a lizard know about happiness? How does man reconcile survival and happiness?



Our brain has several centers that interact. They each have specific purposes, but in the formation of what might be called an inelegant design they can communicate.

Each center, the lizard brain, the limbic, and the neo cortex are driven by four waves. The waves are the Beta, Alpha, Theta, and Delta.

The Beta is our main thinking wave while the alpha feeds the emotional creative side of our brain. The slower theta and delta waves are our peace and sleep modes.

By transcending into the slower theta and delta waves we can connect with feelings of peace, harmony, happiness, and fulfillment.

A monk or other enlightened person that meditates pursues the pleasure centers in our brain. Like yoga, meditation is a discipline. Whereas yoga is popular, fewer people meditate.

This E Book will discuss winning and happiness without including much about meditation, but I hereby leave it open to you for further investigation.

As jumping points, I will broach the topics of reconciling our need to win and our need for happiness.

How does modern man pursue happiness while battling survival?

How does modern man win in both pursuits?

Chapter 1 Happiness and Everything Else

We have to start with the acceptance that we are not what we do. We are led astray by our insistence of categorizing everyone with the first question of “what do you do”?

For most people it is almost as meaningless as “what is your sign”?

We would not really be able to deal with the question of “Who are you”, but it would get to the core. It would just me more than someone would want to know in striking up casual conversation.

As a whole, we rarely contemplate our real beginnings and our evolution into our current state. We give little shrift to the power of our mind/brain mechanism to both regulate our body and behavior as well as access more powerful and abstract feelings about our existence.

Happiness can emanate from an acceptance of our more abstract feelings of being blessed to be here and express ourselves. True happiness rarely emanates from acquisitions and achievement.

If we separate our recognition of who we are as individuals and why we are here from what it is we do when we are here, we are on the right path to find fulfillment in both.

Acceptance of our ability and entitlement to totally enjoy our time on earth, is accessing the power of our additional brains over the limited scope of the lizard brain.

Our job or work happens to be something we do on the journey. What we achieve is an expression of ourselves, but will probably not determine our real happiness.

We see every day how people who seem to have achieved it all follow self destructive behavior because inside they feel empty.

We have to achieve our happiness as something distinct from what we achieve or acquire in the material world.

Our happiness should come from both self acceptance and continuous efforts to understand who we are and not just what we are.

We should accept that there is a universal truth that is the explanation and cause of everything here. Not everyone can accept that a God created the universe or may not go with the big bang theory. But if you are too detached to feel any wonder at your surroundings, happiness may not be within your reach.

There is little we lack to survive in the natural world.

In a camping trip I took to lake Mildred in Mammoth Lakes, California, I hiked to 11,000 feet in the summer. There was still some snow on the ground and I camped near a waterfall that fell from the adjacent lake.

There was nothing provided for campers. I slept in a tent and cooked with little butane burners. Around me there was just the water, the greenery, the wild life, the sun and blue skies. Life is just that simple and that perfect.

We can't blame the difficulty of city life on mother nature.

Happiness is a spiritual pursuit. A study of the brain reveals that the mind and brain first of all have the responsibility to regulate our physical being. Secondly we are aware that thoughts and feelings can roam outside the physical world and perceive the sometimes unexplainable.

We can have revelations, epiphanies, and ahas that might be 1,000 thoughts consolidated into one vision. These are not typical functions that occur in our daily lizard to neo cortex communications.

In a sense we have to step outside our brain and often our mind to leave the practical and get into the potential.

We can follow the practices of the monks to understand our potential, which few of us will do or we can start incorporating other disciplines into our daily lives to deliver a similar understanding of who we are.

Even without meditation, our mind and brain can be both trained and directed through activities and thoughts to take advantage of our capacity for great peace and happiness. When we are born we are



already at happiness. What happens to it?

We can get it back. In our sleep we drop into our delta waves and in times of peace we can access our theta waves. We can integrate our brain in the pursuit of winning and happiness.

After two years of age our lizard brain wants to start dictating our behavior. As we move through our years, the brain starts combining our genetic material with our early

environment and creating a personality and a belief system.

Our personality is how we start interpreting and reacting to our environment. The Enneagrams are nine distinctive personality types that are neither good nor bad, but they are descriptions of how we interpret and react to external stimulus.

We filter and discriminate on what we are willing to absorb depending on our personality traits.

These personality types are neither good nor bad, but they are limiting. They keep us from seeing reality because they are the way

we want to interpret and react for what we consider to be our self interests.

Happiness rests in getting past our personalities and their drives. They drive us to accomplish or fear outcomes. They get us to feed on a limited diet of input to reinforce the personality's needs.

In reality personalities are the accumulation of genes, experiences, and interpretations we have lived to this point.

Our happiness rests in involving our minds and brains' capabilities to see a bigger picture.

There are many ways to balance the brain and achieve connection with our truer selves. These connections are important to understand that we are more than what we accomplish and acquire.

Developing the courage to accomplish more with our lives is greatly assisted by developing disciplines. We can gain control of the mind/brain synchronicity and start directing behavior that develops both achievement and happiness.

Gaining control of our behavior and directing it to improve our physical, mental, and spiritual presence, puts us in touch with a picture outside our personalities.

Getting to the point where we accept that we are really something magnificent, each and everyone of us, begins the path for both enlightenment and achievement. It also helps us place what it is we do in the proper perspective.

We love to hear that someone is proud of us and that often fuels our motivation. It is just as important to seek the growth for our own satisfaction. We need to know that our behavior takes us closer to discovering who we are should not be directed just at getting accolades.

I can speak from experience because my personality trait is achievement and my life has been spent striving for recognition. I started on this path motivated by parents who guided me into activities and praised my success. The negative side was that without the praise or if I failed to accomplish something, I felt invisible.

This personality directed my life but it was not who I was. The personality directed me to behavior that did not deliver happiness. It was operating on an interpretation of what I needed. It was limited in scope. The mind is often on the wrong track.

Once I realized and acknowledged that my drive for recognition controlled my life, I was able to acknowledge and release its power over me. Now I can ask myself more insightful questions about why I am doing something.

Out of the nine personalities I can't express how everyone has experienced their own lives. Everyone has their own gene pool, early life environment, and adolescent development. These are the basics for creating the personalities that control our lives.

You can discover your own personality and learn more about your mind/brain synchronicity in Pat Lyn Kyle's book "Heal Your Mind Rewire Your Brain."

The important part is that we realize that our personality will drive us and our happiness is most likely found by recognizing these drives, acknowledging them and thereby reducing their power to control us.

Happiness and achievement are also found by creating our own path through vision, courage, and discipline. We can start with discipline and courage.

Chapter 2 Gaining Control of Our Minds

As we know, the mind is a great manipulator. It is also great at rationalizing. It will tell us we are hungry when we are not. It will tell us we are too tired to exercise when we are not. It will tell us we won't succeed at things when we can.

The untrained mind always wants the easy way out.

Success requires gaining control of the mind by exercising a will. A will is the power behind a vision. If we want to accomplish something we have to see the end result. Then we have to have the will to push through.

For example, if we wanted to be the President of a charity for cancer that requires a vote to get elected, we have to campaign. We have to have the will to get through the tough, tiring, and even tedious activities.



I always like to compare motivation with inspiration. Do we want to be President because it would be good for business or would being President allow us to further our cause to cure cancer which is our life's passion?

If we are fueled by motivation and don't win the Presidency, we might leave the organization and jump to something else that will help our business. We may never have been committed to cancer or the organization.

If we are inspired to fight cancer, losing will never stop our drive for cancer. We will find another strategy.

If we are fueled by motivation, we find reasons to quit and move on. If we are fueled by inspiration, we never quit.

Inspiration is usually the more powerful and sustaining fuel.

This is important because we have to have a level of commitment in our will to achieve. Goals created by motivation may have a lower level of commitment than goals of inspiration.

When I was a student, I wanted to get grades out of motivation. I wanted to get to college and I wanted my parents' approval. I didn't really love studying but I wanted to satisfy my two agendas.

I would often do what I thought was enough or if I knew it wasn't enough, I had a rationalization that would handle it for me. I felt grades between A and B were enough to accomplish both agendas and didn't see the need to be a straight A student.

I knew getting a C failed both agendas, so I had enough fear to motivate me to avoid getting C's most of the time.

This is how we live in the motivation world. We know what the boss expects and we do enough to accomplish our goals and keep our jobs. Or if we are looking for a raise or to make more money, we will work hard toward this end.

The problem with this pursuit is that if we run out of important goals, we may lose interest in the activity entirely. When I was in residential real estate office management, I was motivated to have the best office in the city. The work was very trying because I was managing 70 people through motivation. Very few were inspired.

When I achieved my goal, I didn't set another one and lost the will to continue the battle. I left a very good job to find something else for which I could get motivated. I was never working out of inspiration.

With inspiration, the work or activity is who we are. If my goal as an office manager would have been to help people reach their dreams, I might have been inspired to keep helping them find themselves and never gotten tired or frustrated. My rewards would have come as a natural result of doing good work and achieving desirable results.

But because my goal was office revenues and personal income, I did get tired of helping them and of the emotional drain I felt in working with them. I wanted the income, not the stress of the work.

Chapter 3 Two Avenues to Goals

If we have to have a job to pay our bills, we often need any work we can find. In this economy, we could land far from work that we enjoy. Our motivation then is purely to pay our bills.

If, on the other hand, we have a passion and we want to pursue it, we might do anything necessary to support the passion and accept work that would further our goals of working on our passion full time.

Our passion becomes us because it expresses who we are.



Carlos Burle is a surfer (his picture) and I use his example often. He wanted to surf and needed income so that he could survive.

Entering contests was a way to get sponsorship and satisfy both agendas. When he lost his sponsors, he had to do anything he could to keep his dream alive.

He succeeded and eventually was one of the founders of the International Big Wave Tournament that gives points to surfers for the size of the wave they conquer and has an annual winner and large prizes.

For most people, having a job that pays the bills, supports a family, is a way to a better standard of living, and will assist in nicer acquisitions is motivation enough to keep working.

It may lead to satisfaction that you are surviving and a feeling that you are happy, but if your happiness is that you are surviving, it is not true happiness.

If you can combine your inspiration with making a living, you can see it could lead to greater fulfillment. There are examples.

When we watch sports on television we see athletes that have a passion for the game. They are motivated to win, but they truly have a passion that drives their preparation.

Their preparation is who they are. Who plays harder than Rafael Nadal, the tennis player? Money could never drive a person to the extremes he pursues to get in condition and perfect his ability.

We can see artists, writers, actors, and singers that feel inspired to pursue their talents and hope they can find work to support their desires. Many do. When I see actors like Tom Hanks, I know he has a passion to perfect the roles he plays, because it expresses who he is.

Chapter 4 Developing the Discipline and Courage to Pursue Our Passions

Whether we are working from Motivation or Inspiration, reaching goals requires progress. Progress requires advancing into territory with which we are not familiar. This generally creates fear of change.

Our lizard brain after 65 million years of conditioning, can detect when something makes us uncomfortable. There are sensations that are in and outside of the mind/brain connections that can create fear or excitement.

The facility of our new brains developed over recent times and allows us to analyze stimulus. The less accustomed we are to change, the more likely the prospect of change triggers fear. Or if we have had too much negative change, we develop fear of change.

Therefore, the more familiar we are with moving into positive new territory, the more comfortable our brains feel in quieting the lizard and giving us the go ahead.

The brains can create a larger comfort zone in handling problems if we have faced them before and succeeded. Or the brain can leap frog into problems we have not faced if there has been success in tackling entirely new situations.

It has a lot to do with how we have faced past challenges and how our courage to face risk has resulted in behavior that was successful.

Rookie quarterbacks in the NFL are given a small set of plays to execute until they show they can master them. As their confidence grows they are given more latitude. Their confidence is built from success in the first tests.

There is a lot on the line for everyone. The team could lose a game and the quarterback could lose his position. Everyone has to develop the courage to depend on each other by assuming risk.



The coach and the quarterback are like the mind, brain, and body working together. As the quarterback shows he can be successful in achieving tasks, the coach gives him more latitude.

As the human becomes more adept at answering challenges, the mind climbs onboard and supports new goals.

As a new surfer, I see how I have progressed through the stages of learning. One starts out learning how to ride the foam and progresses to riding the curls. Learning to ride the curls starts out with trying to catch them and progresses to standing up before the curl gets moving.

Riding smaller waves progresses to riding bigger waves. In each stage, the mind and body are working together as team to grant permission and courage to make the next step.

Behind the whole process has to be the will, commitment, motivation, or inspiration to keep trying. The challenges are getting smashed, getting tired, and getting frustrated. There has to be a will to keep doing it.

Discipline and Courage

For my own purposes, I have had a process that I find helpful.

I use exercise and nutrition to control mental processes. The exercise and diet create discipline. They both create the experience of forcing the mind to accept activities it tries to fight.

The mind would like to lie on the couch and eat potato chips. It's safe and the food soothes the emotions. It is the emotional centers in our brain that enjoy fat and starts cooing when it receives it. The limbic brain is one emotional control center and the right hemisphere of the neo cortex is where our creative and spatial skills are centered.

They can work together to assess our emotional and creative happiness.

The right chamber of the neo cortex which is also the creative and feeling side of our brain is driven by alpha waves. Alpha waves are supported by fats. It is best to support them with healthy fats instead of unhealthy fats, but it will accept all kinds.

By engaging the mind in supporting exercise and proper nutrition we do set up a contest of wills. The mind wants any fat and we know tht it should have healthy fats.

At a certain point we can train and convince the mind that the healthy fats have created a desirable result. The mind/brain starts realizing the benefits of better conditioning and better nutrition. It starts supporting our goals to continue and improve our routine.

By pushing each activity we keep pushing the mind into territory it doesn't want to pursue. The mind doesn't want the body to get tired and it doesn't want the body to consume fewer calories than it burns.

It will fight mightily to prevent both.

Discipline is the will over the mind. We would listen to the mind's plea to stay on the couch if we didn't have a stronger desire to reach another end. I not only treasure conditioning and the feeling I realize from exercise, I know it develops my courage to reach new heights.

When I moved to the beach I was looking for ways to continue my conditioning. I knew running on the beach was good and surfing would be good as well. I have always enjoyed hiking steep hills and a set of stairs from the beach to my street looked like a good substitute.

I started running stairs and people would often say, I wish I could do that. What's stopping them? At various times my mind would say that my body didn't want to run that day. It was too tired. I knew from my routine that I was giving my body adequate rest and it was perfectly capable of climbing these stairs.



Once on a day that my mind said my body was not into climbing I wanted to prove my mind wrong.

Whereas my average amount of times to climb the 40 stairs is 20 times and I have done 60 times, I set a record of 80 times. I wanted to prove to myself that the mind was not always a reliable guide. I wanted to prove to the mind, that it lied to me; kind of a crazy game.

I do the same with nutrition. We all know the advantages of healthy food. But I want to continue eating healthier and using it to help me perform. I also want to restrict my intake so that I can gradually lose weight.

I am long past my prime road running weight and may never see it again, but I can approach it. The mind does not appreciate consuming fewer calories than it burns and has a whole encyclopedia of tricks to fight this battle.

I find that by eating more healthy fats and reducing empty calories like sweets and bread, I can get the same nutrition with less calories and fat. Eventually my body will trim and the mind will get to appreciate how I feel.

I have learned that eventually my mind doesn't want bad food consumption. It has joined the team and no longer wants to sabotage our joint effort to feel good.

But I do it slowly and continue to try eating better and less.

The overall affect of exercise and nutrition is the realization that I can achieve my goals. I can risk growth by pushing. I will try to push my mind past its comfort zone in new exercise regimens. I will try to stress my eating control center with less consumption.

We have to do the same to risk new ventures in our careers or avocations. We have to create risk and then be prepared to battle with the lizard. Each new venture requires courage.

Each success sets a new foundation at a higher level for our courage and acceptance of risk. We know that a strong will can defeat the mind's protests. We feel comfortable that our minds and bodies are as prepared as possible for stress.

We know how to push our will and better manage our lizard brain when stress arises. The more change we push, the more risk our lizard starts to accept. The more often we push the more the lizard becomes accommodating. He starts saying "Put on your seat belts, here we go again."

I surf four foot waves and wonder how these guys surf fifty foot waves.

Everyone has to start at their own level.

Chapter 5 Inspiration and Happiness

Inspiration is the highest level of will. It is like a natural spring. The will never stops rising to the top and pouring out.

Inspiration is a connection with our happiness center. It is a connection with our lower level brain waves that allows us to feel our place in the universe. Inspiration is an acceptance of our selves and our entitlement to be happy.

Inspiration is the desire to express who we are through what ever talents we may possess. It connects us with others and creates the desire to see them prosper and feel good also.

It creates a generous spirit that makes evil acts extremely difficult. They would be entirely counter to the self expression that inspiration seeks.



Vincent Van Gough wanted to paint even though he was starving most of his life. He wanted to live with poor people so he could better express what their lives were like. He lived in dirt floored huts and ate their meager diet of potatoes.

On a higher level, we see athletes inspired to win. We can look at Michael Jordon, Kobe Bryant, Peyton Manning, Drew Breeze and others to see a will to prepare. Kobe will shoot 1,000 baskets a day to train. If you have ever shot baskets in a gym, you will know that this is way beyond ordinary.

Inspiration is a declaration of who we are and it is the arrival. Inspiration doesn't need to reach a goal other than the act of doing. We express ourselves and let the outcome to be determined.

I have always run for the fun and left the destination open. I have set goals like running half and full marathons as a test, but they were not the purpose of running.

I think quarterbacks would want to play pro football even if there was not a Super Bowl. The Super Bowl is just the supreme test. When quarterbacks win, they don't stop playing.

But inspiration includes all the elementary practices we have discussed to reach its highest potential. Inspiration coupled with discipline and courage along with the willingness to take risk helps us reach higher plateaus.

Inspiration eliminates the real risk. If you are inspired to be something or participate in an activity, there is no real failure. If you do not reach a short term objective, you just create a new strategy. Inspiration creates the will to practice and prepare.

People probably work harder out of inspiration than they do out of motivation. The stakes are far more personal.

You can be happy without being inspired although it is difficult to comprehend. Happiness is a state of acceptance. It would be difficult to accept that we are perfect human beings on a perfect planet living within the intended design and not be inspired by the beauty of it all.

It would be hard to have happiness and feel love and acceptance and not want the same for others. It would usually follow that you would help others to get to the same place as you.

You can meditate to happiness and feel a peace and loving kindness. I think you can work your way to happiness by becoming more of the you that is in your very nature.

Starting with discipline and adding courage to explore your potential can lead to the confidence that you could be even more. This path of never ending improvement leads to the appreciation of just how blessed we are to have this opportunity.

It seems to me that at this juncture you are on the road to inspiration and happiness.