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Coaching the BuDo-Way²

Abstract

Drawing from the larger BuDo-Way program, this article focuses on the application of the program as part of a coaching framework relevant for any human being and, specifically, for our youth, as we are charged with the great task and duty of shaping the identity and personality of the young generation, giving them tools for life, and thus creating a better society of the future. The BuDo-Way program lends itself in a natural way to implementation in a school, college or university environment, as it requires nothing but a regular classroom and provides exciting, and at times high-energy learning experience much appreciated by children, teenagers and students, who often have a short attention span and a need for action. The program's full name – “Personal Leadership the BuDo-Way”, indicates that one should first acquire certain core (personal) skills before one is able to lead others. The uniqueness of this program is implied in its name – the “BuDo-Way” – referring to the knowledge and wisdom of Japanese martial arts and Buddhism, accumulated over many centuries, and enabling participants to acquire relevant and applicable life tools.

Keywords: Coaching, KumiTe, BuDo, KiAi, Ho-Shin, Shikake-Waza, Qyo (all Japanese keywords are clearly explained in the relevant context throughout the article)

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² This article is based on the BuDo-Way program and corresponding Amazon bestseller by sensei Eyal Nir: https://www.amazon.com/Breakthrough-Business-Life-Creating-Opportunities/dp/1537166093/ref=sr_1_2?ie=UTF8&qid=1473567368&sr=8-2&keywords=amit+offir+eyal+nir

Coaching metodą „Droga BuDo”

Abstrakt

W artykule przedstawiono sposoby wykorzystania pewnych elementów programu o nazwie „Droga BuDo” („BuDo-Way”) na potrzeby coachingu przeznaczonego dla wszystkich, a w szczególności dla młodych ludzi. Na naszych barkach spoczywa bowiem obowiązek i odpowiedzialność kształtowania tożsamości i osobowości młodych pokoleń, czego możemy dokonać, przekazując im odpowiednie narzędzia życiowe, a tym samym przyczyniając się do budowania lepszego społeczeństwa przyszłości. Program „Droga BuDo” doskonale sprawdza się w środowisku szkolnym i akademickim, ponieważ można go realizować w zwykłej sali lekcyjnej lub wykładowej. Jest dynamiczny i angażuje uwagę, co zważywszy na to, że wiele osób w tej grupie wiekowej ma zarazem ograniczone zdolności koncentracji, jak i potrzebę aktywnego działania, czyni go atrakcyjnym dla dzieci, nastolatków i studentów. Pełna nazwa programu, tj. „Osobiste przywództwo metodą Drogi BuDo” (“Personal Leadership the BuDo-Way”) wskazuje, że jednostka musi posiadać pewne podstawowe (osobiste) umiejętności, zanim będzie w stanie przewodzić innym. Na niepowtarzalność tego programu wskazuje sama nazwa, „Droga BuDo” sugerująca, że czerpie on z bogatej wiedzy i wielowiekowej mądrości japońskich sztuk walki i buddyzmu, umożliwiając uczestnikom zdobycie przydatnych narzędzi życiowych.

Słowa kluczowe: coaching, KumiTe, BuDo, KiAi, Ho-Shin, Shikake-Waza, Qyo (wszystkie japońskie słowa kluczowe są wyjaśnione w kontekście w treści artykułu).

Introduction

This article presents the rationale at the core of the BuDo-Way concept and approach, explains why it lands itself in a natural and effective way as a coaching tool and framework and provides some concrete examples of those BuDo-derived tools for life participants of the program shall acquire. Those BuDo-derived acquired tools include the abilities to perform well under pressure, be sensitive and responsive to others, use your body most efficiently, assess people and set corresponding relevant strategy to connect and influence them, employ mental flexibility to instantaneously adjust to new circumstances and ultimately encourages people to take control over their life utilizing a proactive approach based on self-confidence, optimism and sense of competence.

Taking control over your life

*Change will not come if we wait for some other person or some other time.
We are the ones we've been waiting for. We are the change that we seek.*

Barack Obama

At the core of the BuDo-Way program and its utilization as a coaching framework is the concept of proactively **taking control** over one's life by setting high worthy meaningful goals and acquiring relevant tools for achieving those along an ongoing growth path. In this part we present one of the many tools the program provides – taking control over your emotional state and thus your performance in any life situation. Life is full of challenges and often we are expected to perform at our best within stressful situations such as when being tested, presenting a really important idea we promote to relevant decision makers, convincing within a sales situation, when negotiating with a customer or when delivering an important speech.

Our mental and emotional state during those situations, and actually at any given moment in life, significantly affects our performance and ability to efficiently handle any external event. Our efficiency and resulting success of handling

those, at times stressful, situations highly depend on our ability to keep mental flexibility, creativity and capability to adjust to the ever changing situations of life. When calm, happy and full of positive energy we shall probably handle any situation in a better way than when being upset, sad, and nervous or simply feeling down. Therefore, being able to proactively control our emotional state, at will at any given moment, is a “life modifying” success-enabler skill. Given the above critical affect of our emotional state over our life and success some immediate questions are raised:

1. Can we control our emotions and mental state or are we controlled by them?
2. Is it by random that we wake up one day happy, relaxed and calm and the other day depressed, nervous or sad?
3. What are the rules and parameters governing our emotional state and can those be described through a coherent cause-effect model?
4. How can we possibly take control over our emotional state and consequently our life?

In this part we present some BuDo-derived tools that enable **proactively taking control over our emotional state and** thus over our performance in any given situation. There are different ways for accomplishing the above and the BuDo way outlined in this article is through leveraging the amazing human bidirectional “body-mind” connection as our physiology and mental state are tightly cross-connected and mutually influential.

From physiology to emotional state

The way we feel and experience our environment is strongly correlated to the way we use our body. Even small changes in our expressions, gestures, posture, movement and breathing patterns shall significantly change the way we feel, experience our life, think and act. It is easier to “keep the momentum” of feeling good once achieved, the challenge is to “bootstrap” oneself when we are down and this can be done instantly using our body and movement as “emotional state modifiers”. In the martial arts we often use “physiology aspects” to affect our mental state. These BuDo tools are very relevant and applicable to life in general and some are explained below so readers are encouraged to actually use and leverage those as concrete and applicable success tools. The idea is to gain the ability to employ those “physical tools” to instantly influence your corresponding mental side as and when needed.

Some examples for the “physical to mental” BuDo-tools include:

Peaceful Mind – ability to create an inner quiet mental space within a “noisy environment” keeping Stable Emotions in all situations allowing for effective performance.

Seeing the BIG picture – the ability to “take a step back” for complete awareness allowing fresh, creative approach within difficult and at times stressful situations.

“KiAi + AiKi” – The winning combination and ability to act with complete determination fully being here and now (represented by the BuDo concept of KiAi) while keeping mental flexibility, sensitivity and adaptation to new conditions (represented by the BuDo concept of AiKi). It is the winning KiAi + AiKi combination that we encourage you to study, adopt and apply in your life.

“Go + Ju” – combining the hard with the soft or gentle (as in Japanese JuDo) mental states and approaches allowing enhanced handling of life situations in general and managing conflicts in particular.

Seeing the big picture

Employing the concept of “Eyes back” you can learn how to take control over your life by leveraging the amazing human physical-mental bidirectional mutual influence. The simple physical act of pulling your head and eyes back to view the bigger picture works miracles for your ability to successfully handle many, at times stressful, real life situations as elaborated throughout this chapter.

All our life we “zoom in and out” of situations as we mentally step back and take a remote overall view of things or at times get completely involved in specific activities focusing on relevant details. We do that automatically depending on our natural tendency and as circumstances dictate. For example, when lecturing in front of a room full of people you would usually “zoom out” trying to be aware and interact with the group as a whole yet when someone is asking a question you should temporarily focus and concentrate on this individual. Nishiyama sensei (the great Karate master) used to give the example of observing a mountain full of trees from the far. “Eyes back” in this case means mentally switching to total awareness versus concentration-mode. So instead of limiting your perception concentrating on a specific tree, you physically and mentally “pull your eyes back” to be aware of and perceive the overall essence of the whole mountain. The simple act of adjusting your posture pulling your head back, so it aligns in place over your spine, with the image of having your eyes way back behind your

head allowing overall total vision of your surroundings – results in a big mental difference.

Before explaining how to switch modes between concentration and awareness, at any moment in your life and as needed, let us further clarify the difference between the 2 modes of perception – concentration versus awareness:

Concentration is a very important human ability where we focus on a specific input in an attempt to understand, analyze and respond in an intelligent effective way. Concentrating on a single entity implies we are trying to “filter out” other input as these are interpreted as a distraction to the main task I am currently concentrating on. Given our very dynamic life with many inputs and stimuli and the need to concentrate and respond to each within a limited (short) time interval gives birth to the “multi-tasking” our brain is constantly involved with hopping from one subject of concentration to the next. For example – if I listen to Mr. X doing my best to understand what he says and respond accordingly then the words of Mr. Y talking to me at the same time would be considered as a distraction by my brain and it will automatically try to block Mr. Y from interfering with the main task I am currently focusing on. Yet – at times it is beneficial or even essential to be able to quiet down our mental hopping and switch our brain proactively to another mode of operation – total awareness.

Total Awareness – this is when we “Open our lens”, perceive all, not resisting, filtering or rejecting any input. Not focusing (concentrating) on any detail while being aware of all. This is for example how a presenter should perceive a room full of people when delivering a lecture – most of the time you do not want to focus on any specific individual yet be aware and connect to all. Being able to employ Total Awareness is a critical skill in martial arts where real time response under pressure requires Awareness rather than concentration on details. BuDo accumulated knowledge over centuries of trial and error is now backed by scientific research results showing that we respond better and faster to external events when in “awareness mode” as different parts in our brain are employed once we switch from Concentration to Awareness mode. Employing “Eyes back” switching to Awareness mode while perceiving the total picture helps reduce our mental race allowing better judgment and response in stressful situations.

The skill to be acquired is to be able to “switch modes”, at times zooming out of our deep involvement and detailed-oriented focus, to calm down our on-going mental race and multitasking so we can:

- See the bigger picture,
- Become aware of other options and alternatives,
- Get a fresh perspective,
- Get emotionally detached from the situation so you can better prioritize relevant factors and options,
- Become more sensitive and hence responsive.

“Eyes back” summary

The key point is to be aware of the situation and be able to proactively change our mental state for improved performance by physically “pulling our eyes back”. This small and simple physical adjustment of your posture and head position coupled with the “eyes back” overall image creates an instant change in your mental state, our perception of the situation and hence our ability to handle it in an effective way. Try switching to “total-awareness mode” by “pulling your eyes back” every time you get overwhelmed with details, stuck on a specific point, not able to make progress on a specific path consequently switching your mental state and thus becoming aware of the bigger picture, new options and creative alternatives.

Life and its challenges are your training ground so practice every day as needed and develop this simple yet effective skill.

Ho-Shin: Taking decisions

Life calls upon us to constantly make decisions – from relatively small everyday choices, such as which shirt to put on or which movie to watch, to bigger decisions including a change of work place, making financial investments, choosing a career path, changing place of residence or getting married.

The “Ho-Shin” concept is key for effective decision making and successful management of conflict situations. In BuDo as well as in many actual life situations the ability to give everything to a given task at a given moment is critical as it enables us to fully be within the situation recruiting all human resources for our success. Furthermore, and surprising for many through such complete determination removing doubt and hesitation we create space for mental flexibility and efficient adaptation to varying situations. This is summarized in the beautiful concept called **Ho-Shin** explained in this section.

Ho-Shin stands for “**give everything to remain full**”. Making important decisions you should certainly consider carefully, assess the situation – odds

versus risks, consult the wise and experienced and avoid unnecessary haste. Yet, once decided and for that moment give everything with no doubt, hesitation or fear of failure. In other words, once decided “give your heart to it” as doing things “half-heartedly” you are always half in the past half in future – never fully here and now. Now you might ask – don’t I lose my flexibility and ability to adapt and adjust if I do things with such complete determination? It seems like we are discussing two different approaches:

1. Giving everything into something you do – mentally & physically – with no hesitation – no doubt – no unnecessary control while allowing yourself to make mistakes.
2. Being flexible, able to change – adapt – adjust to new situations and circumstances.

Many people feel the above two attitudes are exclusive and cannot coexist. Well... when using your conscious – aware – analytic – analyzing mind there seems to exist a paradox and that is why most people would go “half way” doing things cautiously half-heartedly presumably keeping their options open should conditions change calling for a new direction – decision – action. So it seems there exists an internal duality or conflict – I do it yet not fully as I am “keeping my options open”. Ho-Shin stands for the opposite – it suggests that by doing something fully, being completely at one with your action with no doubt, hesitation, fear of mistake or failure you create space in your brain and shall actually be more flexible to instantaneously and spontaneously adjust to new situations with no gap or recalculation by simply fully being there with a “single mind”.

Ho-Shin for Adaptation and Mental flexibility: While it is important to plan ahead, assess situations and have a strategy – it is safe to assume actual events shall not unfold exactly as planned, hence it is critical to acquire the skill of (instantly) adjusting to unplanned at times unfamiliar scenarios avoiding rigid “emotional attachment” to our original plans. In self-defense situations as well as real life we assess others and set corresponding strategy yet often the situation evolves in different ways and we must have the mental flexibility to adjust in real time to new conditions and spontaneously act accordingly. This translates into and requires being “here and now” within the situation rather than acting as an outside observer doing strategy recalculations. The big concept of Ho-Shin is key here as it appears (surprisingly to many) that it is by giving everything to a current task removing all doubt – hesitation – mistake concerns that we can actually create the mental space to efficiently adjust to new situations.

Use of KiAi

One way for recruiting all human faculties for a given task at a given moment removing all doubt, hesitation or fear of mistake, acting with complete determination and Ho-shin spirit is by using the big concept of KiAi. Physically we use breathing with a strong exhale from our center allowing air to flow through our vocal cords resulting in the familiar sound often associated with martial art training called KiAi. The KiAi sound is a physical expression of our intention, projecting our energy in a given direction and executed with full determination which in turn helps recruit all our physical-mental faculties for a single purpose. Executing KiAi with a clear image of our goal, giving all breath from our core has great influence on our mental state resulting in great determination and full focus on the task at hand.

While I encourage you to start developing this skill using actual strong sound, letting all air flow through your vocal cords making strong KiAi, I realize making such sound might be problematic and at times unrealistic in many real life situations. Therefore, as you gain experience you should be able to execute KiAi with same complete determination yet “inside” without the actual external sound. I use KiAi very often in my life – every time my energy is low, I feel hesitation, I am not fully connected to the situation or in general to “pull myself together” for a given task I use strong KiAi from my center giving all intention and breath into it to mentally switch to Ho-Shin mode enabling me to act with complete determination while staying aware, sensitive and responsive to my surroundings and the ever changing circumstances. I encourage you to use KiAi every time before entering a room for a meeting, lecture, business interaction... so your mind is set and you are mentally ready to handle the situation with Ho-Shin spirit.

Use of AiKi

While KiAi stands for complete determination and strong spirit removing all doubt or hesitation the same two Japanese words (Ki, Ai) used in the reversed order stand for the big and complementing concept of AiKi.

AiKi (as in the well-known martial art of AiKi-Do) stands for mental flexibility, adaptation, understanding and flowing with the other or external circumstances rather than resisting or acting against.

As life is full of challenges, difficulties and at times failures – the Aiki way suggests adopting a proactive flexible and creative approach of dealing with such challenges through learning, flowing with circumstances and finding creative

ways to leverage such difficulties to promote your goals as reflected in: “Life isn’t about waiting for the storm to pass... It’s about learning to dance in the rain” – Vivian Greene.

The key point here to understand and implement is that KiAi and AiKi and the mental attitudes they stand for are not exclusive, can and in fact should co-exist and be jointly implemented in your daily routine. It is within our human ability to simultaneously be assertive, have a strong opinion and stand for it while being sensitive to others, understand their views and positions, try connecting to them, convincing, influencing and leading through cooperation. This (KiAi + AiKi) approach and attitude is particularly useful when implemented within conflict situations when emotions get high and your ability to employ the winning combination of assertiveness with sensitivity and flexibility is of great value. One way of describing and imagining this winning combination and acquiring the corresponding skill is by associating the KiAi spirit with your center (so there is RED fire in your guts) and the AiKi approach with your brain so your head is like a quiet BLUE lake of still water. Both RED and BLUE can and should coexist within you as you handle each and every life situation.

Start exercising the winning KiAi + AiKi combination in your life and in every situation enhancing your confidence and assertiveness with KiAi while employing the concept of AiKi to be sensitive, read people, connect to them seeking creative ways to collaborate without losing your way, belief or core values.

KumiTe Meditation

In this section I present a **new coaching tool** leveraging a unique meditation concept and method derived from BuDo principles and training methods combined with Buddhist wisdom. **Meditation** provides many scientifically proven benefits and is a central tool in **Buddhist** practice. **Kumi-Te** is a key term and concept in **BuDo** that translates (from Japanese) into integrated hands with the deep meaning of the two practitioners ultimately becoming one.

KumiTe meditation, different from commonly known meditation, is often practiced in pairs thus enhancing environmental awareness, connecting to and being at one with surroundings and others, sensitivity and responsiveness, being completely within current situation here and now.

In **Kumite Meditation** classes participants learn, exercise and acquire:

- Tools for proactively at will stopping your mental race.
- Ability to reduce the endless uncontrolled hopping of thoughts and running what-if future scenarios.

- Ability to create an inner peaceful space within stressful situations.
- Reduce attention disorders (ADHD) recruiting all mental-physical faculties for a given task.
- Enhanced awareness, sensitivity, responsiveness.
- Learning to be here and now rather than in past memories, future planning or concerns.
- Connecting and becoming one with environment rather than being a “side observer to life”.

Here are some examples to skills developed and exercises used as part of Kumite Meditation training:

- Learn to synchronize your breath to your partner and hence your movement rhythm.
- Using techniques such as the “shadow exercise” you learn to be attentive, focused and mentally flexible so you can follow and adjust to your partner’s movement with no physical latency or mental gap.
- Utilizing response exercises (Oji-Waza in Japanese) you develop sensitivity, intuition, ability to anticipate others’ intention prior to physical movement, good timing response, ability to avoid unnecessary hesitation, overcome fear of mistake or failure and act with complete determination.
- Utilizing setup (to create opportunity) exercises (Shikake-Waza in Japanese) you learn to assess the other so you can set corresponding strategy taking and managing risks to create opportunities, developing real time mental flexibility so you can be first to adjust to the ever changing situations and scenarios that occur while facing a partner.

All of the above can clearly be considered as “Meditation” as these exercises help (ultimately force) you to stop your mental race, completely be here and now, connected and at one with the situation and partner, mentally flexible, responsive, determined and part of the situation. Finally Kumite Meditation is a lot of fun and can be delivered in high-energy exercise format specifically suitable for the young generation developing the above skills for life.

Identifying and creating opportunities the BuDo-Way

Opportunity does not knock; it presents itself when you beat down the door.

Kyle Chandler

Is success a matter of luck?

Many people consider “luck” in a passive way; something that “falls” upon me from heaven, greater unknown powers that favor my good fortune while I sit idle in my corner and passively await the “stars to align” so the light shines my way and my life should suddenly dramatically improve...

I would like to suggest a different approach presented through the following formula:

$$\text{Luck} = (\text{Opportunity}) + (\text{Preparations})$$

This suggests a proactive approach where I take initiative to help those “great powers” surrounding me to help me. Let me further explain the above giving a BuDo analogy illustrating the proposed concept toward making it applicable as a coaching tool and in actual people’s life. In martial arts we always seek to identify an opportunity where the opponent’s mental-physical faculties are somehow disjoint thus presenting an opening or a moment of weakness we can exploit without running into his superior power. This is known in Japanese as **Qyo**. So we never count on luck or act randomly hoping for the best, rather we employ sensitivity and awareness to identify the opportunities unintentionally given by our opponent instantly taking advantage of a momentary Qyo as soon as it is identified.

“All of us, whether or not we are warriors, have a cubic centimeter of chance that pops out in front of our eyes from time to time. The difference between an average man and a warrior is that the warrior is aware of this, and one of his tasks is to be alert, deliberately waiting, so that when his cubic centimeter pops out he has the necessary speed, the prowess, to pick it up” – **Carlos Castaneda**.

So rather than fighting, resisting or being against – BuDo suggests adopting sensitivity, awareness and the skill to connect to people in order to read their intentions enabling early identification and anticipation of their next move thus enabling timely effective response.

This is beautifully reflected in the Japanese term – **Kumite** which translates into merging hands and suggests you should become one with your opponent in order to anticipate and identify early on the opportunities he unintentionally gives you. Fighting means separation or so called “self-dance” where each side is doing his own thing while Kumite reflects the big notion of crossing the chasm between you and others so you can understand, connect, anticipate and then... lead them.

Through sensitivity and experience, we develop **intuition** that enables us to identify opportunities early on allowing effective response and leveraging of those chances. This is nicely reflected in the saying: “**Once you have seen the opportunity, you have missed it**”.

Similarly, in every day’s life you should always employ sensitivity and awareness so you are able to connect to people, understand them, realize their intentions, anticipate their next move, identify relevant opportunities and consequently be able to influence them. To be aware and enhance your sensitivity, so you are able to identify the opportunities around you, you should first set clear goals – what are you looking for? What really matters to you? What is your dream? What would make you really happy?

We often hear the saying “imagination or thought creates reality” which for many people is unclear or confusing as they find it hard to understand how an internal mental image can actually affect the external objective reality. One explanation has to do with one’s enhanced ability to identify opportunities once a set goal is mentally set. Buying a car is an example often used to illustrate the above – when you set your mind to purchase a specific car model all of a sudden the streets become full of that specific model and everywhere you go you see that very specific vehicle type. Has reality changed? Has the number of that specific vehicle’s type grown over night? Of course not, it is only your perception that became more sensitive once a clear goal has been set so your brain automatically scans, identifies and makes you aware of such “opportunities” around you.

Going back to our definition of Luck, as a combination of identifying opportunities and going through sufficient preparations so you are able to fully exploit the opportunity, we have seen that one way for identifying those opportunities is by very clearly and vividly defining our goal so our brain starts constantly and automatically scanning around us, being sensitive and making us aware of any such opportunity.

To effectively exploit the (often short) opportunities identified we need **Preparation**. In BuDo this translates into years of training to acquire optimal use of human body, ability to generate sufficient impact power often within the small physical space available, develop complete mental determination (Ho-Shin) and stable emotions... so we can recruit all our mental-physical abilities to use during the split moment of opportunity (Qyo).

In life we need preparations so we are ready to present our ideas in a clear, compelling, convincing and exciting way often during the very short time available when the opportunity presents itself. “One secret of success in life is for a man to be ready for his opportunity when it comes” – **Benjamin Disraeli**. The concept

of an “elevator pitch” is very relevant in the context of identifying and effectively exploiting opportunities during the short time these are available.

Opportunities exist all the time all around us and we should practice “opening our eyes” so we are able to identify those chances, yet to actually leverage those identified opportunities to our advantage we must go through proper preparations so we are most effective in the short time those opportunities usually exist. To effectively convey an idea in a clear, compelling and exciting way during a 30 seconds elevator ride is much more difficult and takes significant preparations than passing your idea or message during a whole hour. ” I would have written a shorter letter, but I did not have the time” – **Blaise Pascal**.

As for the “preparations” part of our “luck formula” – consider **Mark Twain’s** famous quote: “It usually takes me more than three weeks to prepare a good impromptu (spontaneous) speech”. Yes, for you to effectively leverage an opportunity, as soon as one is detected and in the short time it often exists in what seems natural spontaneous way, you should do your preparations according to your set goals and anticipated opportunities.

So becoming “lucky” is achieved by the combination of setting clear goals, that in turn enables the identification of opportunities, and our training-based preparations to exploit these opportunities effectively during the usually short time these are available.

Creating opportunities

Taking our “Luck formula” to the next level, beyond being aware and identifying opportunities, you should be able to proactively **create** those. Learning from the long history experience-based martial arts’ analogy – we first learn to identify an opportunity (Qyo) given to us unintentionally by our opponent. Next and beyond we learn to proactively create such opportunities by taking calculated risks ultimately taking control and leading our opponent. This is part of the big subject of **setup theory** (Shikake-Waza) where we employ strategy and risk management to create opportunities. This basic concept can be summarized as: “no risk – no chance created, too much risk – is considered suicide”. This is nicely illustrated in Sensei Nishiyama’s (founder of the International Traditional Karate Federation and my teacher) saying – “**to get the lion’s cub you must enter the lion’s cage**”. Then again when the opportunity is created we build on our skill, acquired through years of training-based preparations, to instantly and effectively exploit it.

The key skills listed below, provided within the BuDo-Way program framework, are very relevant, applicable and useful as coaching tools in identifying opportunities thus bringing “luck” into your life:

- 1) **Sensitivity and Awareness** – the ability to connect to people so you can understand what’s behind their declared positions, cross the mental chasm so your messages get thru, anticipate their next move, influence them and lead them.
- 2) **Mental flexibility and Stable emotions** – enabling you to be at your best when you need it most such as within stressful situations. Keep clear unbiased assessment of the situation. Keep track and instantly adapt to new circumstances. Be creative in finding solutions to unexpected at times difficult situations and constraints.
- 3) **Acting with complete determination** (“Ho Shin” spirit) – once an opportunity is identified be effective in exploiting it with complete determination, avoiding hesitation or fear of failure.
- 4) **Adopting a positive proactive approach to life** – effectively creating opportunities toward your set goals. Develop the skill to consider everything that happens to you as an opportunity or lesson to be learned rather than complaining about your misfortune, adopting a victim approach or believing you are destined to fail.

“Some people want it to happen, some wish it would happen, others make it happen” – **Michael Jordan**.

Life is not an insurance policy and success is never guaranteed yet adopting a positive attitude to the world, being open, friendly and communicative thus creating opportunities coupled with going through the required preparations shall surely enhance your “success chances” and help LUCK find you.

The **BuDo-Way program as a coaching framework** provides an effective way for achieving a better life and a better society for its individual members by proactively identifying and creating opportunities then doing your best to leverage those opportunities building on all previous preparations done. This can be nicely summarized in the well-known saying: “God helps those who help themselves”.

Summary

The BuDo-Way program is organized around the concept of proactively taking control over one’s life and success by setting clear high and worthy goals, being

sensitive open and communicative so you are able to identify the many opportunities that exist all around you and prepare to exploit those opportunities by acquiring a set of BuDo-tools provided by this unique program. The program is of particular value and can be implemented in a natural way as part of a coaching system leveraging BuDo treasure of knowledge for creating better people and thus a better future society.

“To hell with circumstances; I create opportunities” – **Bruce Lee**.

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