

# The Pursuit of Happiness Made Easy



by Andy Birrell

# THE PURSUIT OF HAPPINESS MADE EASY; by Andy Birrell

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# **THE PURSUIT OF HAPPINESS MADE EASY; by Andy Birrell**

## **Introduction**

The mystery surrounding personal success and happiness is solved. Why some folks end up with everything they want while others have nothing is the cause for great uneasiness in our society and the disagreement of why this happens and how to solve it is not a mystery anymore. Happiness comes when an individual regardless of race, creed, color, wealth, or position in life makes good decisions that achieve personal goals or solves personal problems. This guide is the road map for getting good information to be used for making good decisions.

My Name is Andy Birrell and throughout my life I have been surrounded by outstanding communicators and salesman. I am a fourth-generation businessman whose family has engaged the public in ventures such as banking, grocery, hardware, farm implement, and car dealerships. The information, training, and experience I have accumulated throughout my life has developed an uncanny ability to grasp facts, read human behavior, and apply wisdom that many may not interpret. In the sales industry you interact with hundreds of folks and when you are selling high dollar items the sale usually requires a greater amount of personal information and a window into the buyer's environment. All this experience and information has given me the clarity to understand that the choices I made to pursue happiness are no more than a life formula that extracts good information used to make good decisions. The routine becomes perpetual, so good information is applied to good decisions which creates good behavior which generates good friends and environment which starts the cycle over. I have observed this cycle in all my happy and successful friends. The point of this guide is to show how anyone can find the kind of information thru a routine that will lead to the life that everyone wants. Genius or not genius is not as critical as having a good character. Many folks have a lot of money but without

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good character they do not know how to enjoy it. It helps to know smart people so that you can ask questions that will help give you sound information. My life formula has 3 important components, when followed they will generate wisdom, the character to make good decisions and the ability to understand the people you meet. This guide reveals three essential parts of the path to success/happiness that are like three gears that grind together to produce good decision-making skills. The three gears are understanding human behavior, developing disciplines that help you extract the right knowledge from the daily routine and having a character that attracts the right interactions. Why some have nothing is because they were not exposed to the truths about human behavior and how knowing these realities could have guided them toward good information, good moral foundation, good judgment, good people, good health, good environment and yes good vs evil. Understanding human behavior helps you understand motives, sincerity, character, personality, and expectations which directly affects who you believe, what you believe, why you believe, and all the gray areas in between. The effects of understanding human behavior have a powerful effect on how you see yourself and how your character and personality develop. A positive character is essential toward long term happiness because regardless of how much your brain knows it is your character that tells your brain what action to take and when to take it. Character is your mind / physic/ sole. Your character is responsible for your behavior towards others and the choices you make for yourself, most importantly, at weak and vulnerable moments. For example, at times when everyone else is doing something you know is wrong, your good character will stop you from following the herd. Sound information that applies to important decisions you make in your life regarding relations, health, livelihood, and your environment will be generated by combining your

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knowledge of human behavior with the employment of your disciplines. It is like knowing the right questions to ask. It is important to note that it does not require the decision skills that Warren Buffett of Berkshire Hathaway or Bill Gates of Microsoft to acquire the level of contentment and happiness you want. The better the skills you have the more you can achieve. Happiness means different thing to different people. Only you can make yourself genuinely happy and as you develop and mature your likes and dislikes change requiring adjustments in past choices. What will determine the magnitude of your success is simply the amount of effort you put into the principals of this guide. Throughout your life you will make some good decisions and some bad decisions, and this is part of the learning process of gathering info for future decisions. If you base all your decisions from a risk / consequence basis or by considering the cost of a bad decisions and the time span your decision will last, then mistakes will be minimized. It is your life; you control it and it is a simple choice of digging in to create your disciplines and living by them. While growing up my parents had expectations of me that I did not understand or want but my love and respect for them would not allow me to let them down. Looking back on my life and seeing the intersections in my life where the principals found in this guide motivated me toward the right decisions. I am eternally grateful for this knowledge and it is the reason I put this guide together for others to read. I realize how lucky I was to have the smart caring parents that pushed and instilled these facts of life in me. This information made it easy for me to be successful and happy throughout my life but I also know that was not the case for most of my successful friends who learned this information during a pivotal point in their life, or church, or military service, or from a mentor, school, or at a job. For some this is easy and for others only stubborn determination, using the information contained in this helpful guide will put anyone on

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the path that will eventually lead to Happiness and success in all facets of life. The knowledge tells you how to develop good decision making, develop common sense, and helps you create a successful routine for analyzing issues and situations. Life comes with a multitude of complex issues and situations and those that can understand them and apply their own principles derived from the disciplines they practice, will stay ahead of the traps and ruts in life. I developed this guide so that everyone would have the information they need to set a course toward happiness. If your character will allow you to accept it then it is yours but beware there are those who do not want, you to think for yourself.

Life is a competitive social arrangement where everyday decisions will impact your future health, safety, and happiness. We compete for everything from friends, jobs, health care, spouses, homes, and even our social environment. The information and skills that are described in this guide are what makes the difference between accepting the life others will give you or making the life you want. All successful and happy folks know this information and live by it to one extent or another. When you succeed and find happiness it is not at the expense of others, in fact as you become successful and spend your money you create opportunity for others.

The easy way to be successful is to recognize it in others and do what they do. It is also important to recognize the dysfunctional, unmotivated, zombies that walk aimlessly among us and do the opposite of what they do. The military takes youths of all colors and walks of life and transforms them into common sense, logical thinking, disciplined, determined, productive individuals by teaching the skills of listening, taking orders, following rules, embracing traditions like respect, sacrifice, and commitment. Everyone has been exposed to the lessons in this guide, but most have not grasped the significance it could make in their life.

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Even great parents who preached sound principals have failed to inspire family members because the lessons did not seem to be relevant at the time of delivery. At some point in time individuals not guided by a life formula will realize they want more out of life and when they are willing to make the effort to lift themselves out of the place they are in, they will want to apply this guide.

When you apply the three pillars in this guide to how you run your daily affairs, every aspect of your life will be improved, and life will begin to proceed smoothly. The three pillars that work together to generate good decision-making information and the skills to apply them are understanding human behavior, developing disciplines, and pursuing a positive moral based character.

Everyone's goal in life should be to find their own happiness. Happiness is a state of mind that embodies contentment, confidence, and satisfaction. Happiness for one is not universal to all. As in everything in life the more effort you put into something, the more you get out of it. Every day we make choices, and this helpful guide is the road map to securing and maintaining happiness. The skills and knowledge this guide highlights will help you create the daily routine and rules to live by for individuals who want to wake up knowing the environment they have chosen and the knowledge they employ can only produce success. The road to happiness begins to take shape when you use good judgment to make decisions. Good decisions generate confidence and a positive attitude essential to long term happiness. Good judgment comes from using the information and knowledge learned from interactions and experiences combined with the realities of human behavior. Understanding human behavior helps you understand people, their motives, and their typical responses to your interaction. Knowledge of human behavior gives you context and perspective of

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why people say what they say and do what they do. It is like an unspoken explanation of all experiences you will encounter. The human behavior knowledge is the filter that allows you to determine what information is good and what is bad thus giving you the ability to recognize good information for making good decisions.

**Disciplines** are the measured and thoughtful behavior a person plans to use in their everyday life. Like brushing your teeth or not cheating on a test. Many people are religious because of the good disciplines taught in church. Without disciplines happiness is a mere coincidence. The brain is your organic personal computer that stores, sorts, and utilizes information. Your disciplines are the daily training exercises you do to ensure the brain has collected the right information when you need it to make decisions. Common sense is one outcome of practicing your disciplines that enables you to make simple decisions accurately. Think of disciplines as the routine and mind set you use to guide you down the journey of life. Many disciplines are hard at first and may seem uncomfortable but the more you practice them the easier they get and will eventually become automatic. Disciplines strengthen your moral compass in two ways; Action and Awareness: Disciplines are the practice of getting good information and depositing it in your mind/character. The routine reinforces your positive attitude and behavior which will attract similar types of individuals.

1. Action: Disciplines turn your everyday routine into a perpetual behavior study course that starts with the person you want to be and evolves into the person you become. When you realize the universe of knowledge and satisfaction you can get from an interaction with another human being you will not want to be the unengaged person you once were. Life is a play in which folks with disciplines know the plot and purpose of each scene

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and those without disciplines are the extras that do not really have an acting role. For Example: By asking someone what their interests are you may be surprised to find something you had no idea it existed. Instantly you have increased your knowledge and maybe found something you would like to try.

2. Awareness: Disciplines heighten your awareness of a positive attitude vs negative attitude, good vs evil, productive emotions vs unproductive emotions. Embracing the positive, good, productive traits contributes to your good character/spirit/mind. Good things will follow.

**Character** is your mind/ physic/ sole/ sprit. It is the part of you that is not organic, but it can be the most telling part of your being. Your character exposes itself in your dialogue, demeanor, manners, motivation, and body language. A positive attitude is the beginning of good character. Character is responsible for your interpretation of human behavior, how you treat others, how you preform your jobs or tasks, how much effort you put into making your life better, how you contribute to society, and how well you distinguish good from bad. You can be very smart, but your character decides how you will use your information. All the intelligence in the world does little to promote lasting happiness if your character allows you to make undisciplined decisions. For example: You get a big bonus check from work and instead of paying down past bills you spend it all on a luxury car. Your Brain may know the right thing to do but because of the powerful human behavior instincts like taking the easy way, or the path of least resistance, or procrastination you must rely on your character to motivate the brain to act wisely. When you like good people, good ideas, good places, you will pursue a path of sustainable prosperity and happiness. Therefore, your disciplines should always focus your behavior toward positive, healthy practices and

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environments. If you focus on the dark side of life you will end up there. For Example: If your favorite thing to do includes watching others that worship demonic symbols or watching shows that the bad guy wins or watching anything evil you will end up surrounded by negative people and a bad environment.

**Human nature** is the universal instincts humans are born with. It is built into our DNA and all normal people act the same in similar situations. That action by people is called **human behavior**. For example, people are motivated by self-interest first. If you are starving, you will most likely feed yourself before you give your food away. Self-interest effects our judgement, emotions, motives, perspective. Note abused development can cause deviant behavior.

Understanding the many situations and relations from a human behavior perspective one encounters in daily life will have a bearing on how you interpret them. For example, people gravitate to others that think the same as they do, so if you find yourself surrounded by bad mischievous people, you should consider who you are. You can change if you want to. Understanding simple truths about human behavior will help you recognize the traps that you can fall into. We all have choices to make every day. Motives are something that are important to understand and will help guide you toward reliable decision making. Motives are the intensions people have for what they say and do. All relationships, interactions, and thought start with an individual's motivation toward an action or speech. By observing and asking probing questions you will get some idea of what motivates them. The sincerity of their actions or speech can be determined by comparing what you know about their perspective or motives to what they say or do. Knowing peoples' motives, perspective, or background is key to understanding them. Motives can be detected through disciplines you employ everyday like

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asking questions, observing body language, and applying principles of human behavior. Many folks fall into a trap that could have been avoided if they only knew the motives of an interaction. Most traps can be avoided by applying the information you learned while using your discipline. For example, there is no free lunch so when something is offered for free there is always a catch some obvious and some not so noticeable at first. Scamming people is done by everyone, it is human behavior. What is in question is the maliciousness of the scam. Some do it for a living for personal gain and some do it thinking they are helping someone. When the questioning routine and the knowledge of human behavior become natural to you then the motives of most everyone you encounter will be clear and bad outcomes can be avoided.

Now that we have identified and defined the three pillars of pursuing happiness we will list and describe their sub texts. Some subtexts are self-explanatory but some of the most important ones will require more explanation. Now we will explore the characteristics of each of the pillars starting with Human behavior.

### Human Behavior Subtext

Dr. Maslow wrote that there is a hierarchy of needs or behavior. It starts with the basic needs like food water shelter then when they have been secured the desire to satisfy the psychological needs like love and esteem and then finally reaching the top of the pyramid with self-actualization things like creating immortal legacy. As one level is satisfied you move up to the next need. If you google this, you will see there are many aspects of each level. This information comes in handy when you want to figure someone out.

**Self Interest:** #1 important behavior to understand. Most behavior is rooted out of satisfying one's own interest like earning money to buy

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your car. People have many reasons for behavior and in many cases, you need to understand their perspective and context to understand the self-interest that motivated them. Self-Interests may include appreciation, love, guilt, fear, self-promotion, embarrassment, curiosity, and others. Regardless of how obvious the reason for the behavior is, the motivation came from self-interest. This is important to know if you want to understand people. Always ask yourself, why did they do that or say that. This is a good discipline that will help you in many ways in the future.

**Respect:** That which you do not respect you will not believe, listen to, or abide by.

**Instant Gratification** We want what we want now not later and in many cases, we don't consider the consequences. People make a living on recognizing the vulnerable or gullible and by delivering the desired instant gratification take their victim's treasure, freedom, integrity etc.

**Easy Way:** People are guided by their instincts to take short cuts or the easy way in all aspects of life. Good discipline will help overcome this way of thinking as it will also build character.

**Taking advantage of situations or people:** We all take advantage of opportunities created from others misfortune like going to a going out of business sale. The extreme is the folks that seek misfortune of others and situations, then attempt to make it worse to maximize how much they can get out of it. This behavior happens in your daily life to one extent or another, recognize it so you will not be a victim.

**Perspective** Everyone has their own bias on an issue. For Example, if you are selling something you want the price to be high but if you are buying it you want the price to be low. These are two opposing perspectives on a subject that neither one is right nor wrong.

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**Good stuff** Everyone wants more of a good thing like love, money, or privileges. We all push to get more in all aspects of life like relations, jobs material things. Nobody likes to lose good stuff they once had.

**Free Stuff:** Free Stuff has the same addicting effects that drugs due to humans. The psychological effect varies from person to person and so does the debilitating power that makes one settle for free stuff over what a person really wants. I believe the dependency effect on individuals depends on the strength of a person's character. This drug like thinking after a while, robs its victims of ambition, motivation, satisfaction, and a sense of accomplishment. The conflict of wanting things others will not give you becomes an anchor around your ability to think in a productive manner. Free stuff is the antidote to self-reliance, hard work, self-confidence. Accomplishment is the nourishment for all factors that drive ambition, motivation, and confidence. We all love free stuff or even good deals. Most marketing entices their intended targets with the promise of something free or a great deal. Many folks mistake the happiness of getting something for free from the things that uniquely make them happy. For example: You are given a free home in a bad neighborhood with bad schools and you are willing to live there because it was free. Another problem in our society is when parents spoil their kids with free, free, free, over time the kids are trained to think everything should be free. How can one appreciate something if they only need to ask for another one, if the one they have breaks or goes away? Individuals who deny that there is no free lunch may find themselves in a trap or rut that could have been avoided.

**Appreciation:** Appreciation is a measure of happiness. The abundance of something or someone can affect the outward appearance of one's satisfaction level of an Item or person.

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**Closed Minded Condition** Sometimes people become afflicted with a condition where they are so invested in one position, concept, or belief that their mind refuses to allow conflicting information to enter their brain. The bias can range from mild to extreme and in all cases, it effects the accuracy of decisions. This results in incomplete information regarding the subject matter and that is the recipe for bad decision making. For example, if someone says all woman are evil and you will only listen to folks that think like that you will be missing out on some of the greatest enjoyments in life. Every minute of every day you are a target of such exploitations yet if you are closed minded and refuse to let your brain analyze all the information for yourself the scammers will have easy prey. Having all the information then thinking for yourself is the beginning of making good decisions.

**Go With The Flow** It is easy to rely on the general consensus of others rather than doing your own investigation of the reliability of the information the majority used to form their consensus.

**Introspection and Responsibility** People do not like to consider their character flaws, nor do they like to accept responsibility for something that went bad and that they had a hand in causing. A good character over comes these denials of responsibility.

**Our Imagination** can create whatever reality does not deliver. In all parts of our lives from relationships, work, and play the brain can make up for any shortcomings. For example, when your imagination employs a positive attitude, reality becomes better but when you have a negative attitude, reality seems worse than it really is. Learning to harness this incredible capacity of your brain will, 1. Help you compartmentalize all reactions and responses to events and people. For example, when you are angry at something going on in your life, your imagination can

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contain those feelings towards that issue in your life while allowing you to be happy with other events in your life. 2. imagination can totally restrict your brain from thinking about bad stuff. 3. imagination gets better with exercise. 4. the better your imagination is, the better you are at everything including solving problems. 5. Important to base your actions on reality rather than imagination.

**Pathway of least resistance** Most humans like to avoid confrontation, like the easy way, and do not like to concentrate or focus. Be aware of this when making important decisions.

**Hard workers:** Hard workers are not prone to appreciate lazy or free loading people.

**Instant gratification:** We all like to get what we want sooner than later. Some things like coffee are good to get instantly but far more things in life the journey towards reaching the goal is as rewarding as the goal itself. Instant is a poor substitute for lasting.

**Accumulating knowledge:** The younger you are the more you think you know everything because you have not been around long enough to understand the scope and gravity of what you do not know. As you go through life, and you are hit with issues you did not even know existed you will then not be so quick to react without a thoughtful plan.

**Communication:** Folks hear and retain information they like more than what they do not like. So, when communicating with someone your ability to get through to them will increase if you know what they like or what their perspective on the subject is. A positive approach is better than a negative one.

**Listening** is half of the communication equation. Make sure you are hearing what the speaker is saying, not what you want to hear or what

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you think they will say. When you are speaking it is important to listen to what you are saying from the perspective of the listener. This is a skill you must practice. For example, your friend drives and likes his VW, you think VWs are junk but to keep from letting the conversation slide into an argument you listen to yourself talk so that you do not drift into an unpleasant area of communication for your listener. This is taking the perspective of a listener and thinking about it while you speak. The goal is to connect with the listener more effectively. Listening could be called the shortcut to success. People that are particularly good at what they do love to explain what they do that makes them so good. The priceless explanation takes a relatively short time compared to the time it took the expert to accomplish his trade. If you are equipped with good listening skills and the imagination to see the expert's description, then you can do every job with just a tutor. The discipline of asking many questions opens many doors in this search for what you may be good at and like to do.

**Attitude:** A positive attitude makes the journey to achieve a goal an enjoyable experience. Try it sometime when you are asked to do something you do not like to do. Look at it as a challenge or figure out how to make it fun or do it better than anyone else could do. This will make the time go by faster and give you a sense of accomplishment that is satisfying.

**Body Language:** When folks are talking or listening, their body tells a story and it is usually the honest one. Watch their facial expressions, their mouths, and their eyes. Also watch their body movement. All this movement are clues, the body tells, whether the brain wants it to or not. In some cases, poker players create false tells to throw off opponents. Studying body language is important discipline. A conscious effort to read body language on every person you encounter will eventually make

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you particularly good at it and it will become automatic in your relationships. With practice you will become fully accurate in understanding folks you encounter and determine their sincerity, mood, motivations, and emotions. To practice this, you can ask someone a question that will get a facial expression. Flattery will get you that I am proud look. Envious gets you modesty look.

**Power over others:** some people want power over others for a host of reasons such as controlling personality, want work or love out of them. Politicians want power over the masses.

**Birds of a Feather Flock Together:** People like to hang out with People that think and act like they do because they have Commons interest. You can increase your capacity of interests by watching the news or by reading the Wall Street Journal, hint; folks that like that stuff are probably successful. People and you learn good practices by interacting with them.

**Realities:** Realities for one are not necessarily the same reality for another. Individuals from different environments with different influences inherit different biases so there take on events, people, and speech will have different perspectives. These perspectives can be vastly different, even 180 degrees. Therefore, it is important to ask questions of someone you want to communicate with to determine their perspective on the subject you wish to discuss.

**Desire for success:** Everyone wants to achieve their goals, but lack of confidence, ambition and common sense can make the option of being complacent more attractive than reaching the goal. It is a lot of work to have fun let alone to pursue a goal that may take years to accomplish. There is no obstacle that cannot be overcome with planning, determination, common sense, and time. If you want something bad

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enough, you can do it and it is your positive character that activates your determination emotion to pull you thru the tuff times.

**Competition:** Most people are extremely competitive. Competition is a good thing, it is essential to the development of interaction skills like negotiating, friendships, compromise, following the rules, sportsmanship, etc.

**Morals:** Morals are a state of mind that are the catalyst for people with good character. Wanting to do good by others, think good positive thoughts, and consider the consequences of all action is the hallmark of someone with good morals. Many people act different when out of the public view. A person reveals their bad side when they think they are in a secure place or with trusted friends. This should be a part of your discipline to determine sincerity and honesty so you can pick your friends

**Hate-Jealousy-Revenge:** Primal instincts that are usually more harmful to you than good. Motivates us in negative ways. They are like demons.

**Self-centered Arrogance:** Yes, it is important to do what is best for yourself to a degree, but it is also important to care about others. This can be a balance that can determine who your friends are as too much self-centered behavior will runoff some good people. When you consider the perspective or motives of others you do not agree with in your daily routine your future decisions will be more balanced and more comprehensive.

**Flattery:** Flattery is an important tool to get others to listen to you.

**Trust:** Most folks do not trust others, especially strangers. If you want someone to trust you then you must earn their trust by showing evidence that you can be trusted. If you demonstrate recklessness, bad behavior, bad decisions toward anything observers will be reluctant to

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trust you. Even parents today set up trust for their children versus giving all their many years of hard work and their fortune because they do not want the kids to squander what took so much time to accumulate. A show of good common sense goes a long way toward earning trust.

**Negotiating:** The compromise of opposing perspectives. Effective negotiating requires knowledge of your counter parts' perspectives and context of the issue being negotiated. Sometimes the negotiating for one item is really about something else entirely. The negotiating skill encompasses literally everything contained in this guide. Knowing human behavior, character, and using knowledge acquired from your disciplines will make you a formidable negotiator. Curiously, the desire for some individuals to get the best deal is so powerful that they will walk away from an exceptionally good deal if they think it will get better in the future.

**Criticism:** Even if you think you are being helpful, nobody likes criticism.

**Procrastination:** It is easier to put off today what you can do tomorrow. The mind /character makes your brain act.

**Rewards or payments:** Sometimes love, appreciation, respect, are as important as money.

**Show off:** While showing off what you have, someone else is figuring out how to take it from you.

**Seek Attention:** it is natural for people to toot their own horn or seek attention.

**Some people believe and hear what they want** to believe or hear. They will not apply common sense or logic to their position. Their belief in the topic is so strong that they refuse to hear information contrary to the topic because they do not want to change their opinion. This is stupid

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behavior, but most people do it. Be sure to have a discipline that helps you identify this flaw in yourself and others.

**Favors:** When one accepts a favor, the repayment expectations from the giver are likely higher than that of the person that takes the favor.

**Character:** Benefits from a good character go beyond the simple realities that are explained by science and physics. All the unexplained phenomenon that is part of our existence is related to the sprit in every culture in the world. Karma is a good example of this.

**Honesty:** Most important individual virtue. Without honesty one is a lost wondering sole that will only find success and happiness by accident.

**Respect:** The considerate appreciation for a person, place, or thing. Without a core belief, moral compass, or understanding of right from wrong the path of good character will not be consistent. You will stray between good and bad character and not reach your full potential.

**Context:** The historical record surrounding an issue. Take under consideration the perspective of what others may conclude from the historical information knowing everyone has different bias and interpretations.

**Take Responsibility:** Accepting the outcome of a situation when you are in charge, appear to be in charge, or are supposed to be in charge is the hallmark of good character. Accept the outcome regardless and then defend yourself if the situation warrants.

**BE Kind:** to every living thing.

**Helping Others** shows good character.

**Be a good Steward:** Protect and preserve every living thing. Do not be wasteful even if it is yours to waste.

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**Treat others** the way you wish to be treated.

**Consider others needs and perspectives** while making decisions that may affect them.

**Control Emotions:** Reasoning and common sense should be exercised in times of extreme emotion. High emotions can cloud good decision making, so if you can prolong making important decisions during high emotion it is wise. This is also an important discipline.

**Be fair:** Do not take advantage of others while they are disadvantaged.

**Determination:** refusal to give up and the ability to overcome obstacles show good character

**Be responsible:** Take ownership of mistakes you make and make them right.

**Nobody is perfect:** Understand we all have shortcomings, and we all make mistakes. Allow for this while making judgments.

**Mistakes:** Consider the possibility that you may have made a miscalculation.

**Frailties of others** When dealing with others always be aware that others may not have the same temperament or tolerance that you have.

**Character Behavior you want to avoid.**

**Hate, Jealousy, and Revenge:** Hate, jealousy and revenge are the most powerful assaults on your mind / character/ personality and are negative attitudes. If you cannot change or fix a problem, do not worry or dwell on it. Defeat negative attitudes by thinking of good things.

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**Procrastination:** Powerful human behavior trait. Good character overcomes this. Do not put off what you can do today for tomorrow may never come.

**Responsibility** When it is or appears to be your responsibility excuses are not acceptable.

**Complaining:** You can be a complainer or a problem solver. Problem solvers look beyond who caused obstacles and move on to solutions and achieving the goal. They get ahead of complainers.

**Imagination Disciplines:** Your imagination can drive you to climb a mountain and it can also make you believe that you can fly off the mountain if you do not apply common sense. Complementing reality with imagination creates expectations. Total immersion into imagination or fantasy is not good because it robs you of the use of applying your common sense and that is an element of long-term happiness.

**Ruts:** Don't accept the rut you are in for fear the one you do not know is worse.

**Criticism:** Criticism makes enemies

**Shyness:** A lack of confidence, self-esteem, or fear of rejection may be the cause of shyness, but you can overcome it if you employ the disciplines in your daily routine. For some this will be easy but for others it will require calling upon every ounce of character and spirit you can muster. It is like your first kiss, after its done, it is no big deal.

**Evil:** Always avoid bad or evil people or behavior at all cost. Do not watch it or hang out with it, only recognize it when you see it.

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**False Promises:** Beware of false promises or scams, if it is too good to be true it probably is not true. The more successful you become the more scammers you will need to dismiss.

**Worry:** Don't spend too much time worrying about what you cannot change. Just as your body can only take so much food it can only take so much stress. Learn to worry moderately and only about things you can control.

**Bad Environment.** Avoid bad influences. Create a plan to escape.

**Arrogant Snobbish Pompous:** self-indulging attitudes that alienate others that could be great source of wisdom and friendship. Usually hurts a person's personality and is not self-diagnosed.

### Disciplines Subtext

**Be a good Listener:** The ability to listen to others and more important listening to instructions is essential to being successful in life. The ability to listen properly is as significant to you as giving the ability to hear to a deaf person. All successful and happy people are good listeners and all struggling people are bad listeners.

**Ask Questions:** Most intelligence comes from asking questions so the more questions you ask the smarter you become. Have a routine of general questions you should ask that will get the conversation going. For Example, what is your favorite music? then, why do you like it? The only stupid question is the one that was not asked.

**Failure:** Do not be afraid to fail. Failure is a valuable learning experience that will teach you many lessons and will make your next attempt more skillful.

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**Self-Reliance:** Self-reliance is not a natural behavior we gravitate toward, but it is the most reliable and responsible way to be. It would be great to be carefree and have someone else provide all we want but when the most powerful human behavior trait is self-interest, the carefree, free loader usually ends up the servant of the giver. Most scams start with the promise you will get what you want. The public of many countries have surrendered individual freedoms because they were promised free stuff. It is the pathway of least resistance and the easy way.

**Motivation:** Be motivated. Motivation is how bad you want something. Always seek improvement. Do not be complacent. Your mind / spirit tells your brain to act on everything you do so nourish it with your disciplines.

**Positive attitude:** always have a positive can-do attitude. This creates a vacuum that pulls good things your way. Always appreciate what you have but wanting something better is part of the journey of happiness.

**Appreciation:** More important than money in the pursuit of happiness. The more you appreciate something the happier you are. The harder it is to acquire something and to replace it the more you appreciate it. If something is free and easily replaceable human behavior instincts dictate you will not appreciate it. If it is free and you did not acquire it through your efforts this is the definition of taken for granted.

**Pick your battles:** You cannot win some battles; it is smart to let some battles lie until you have figured out how to win them. If you cannot change them, they will change you if you dwell on them long enough because of human behavior and path of least resistance.

**Ambition:** The desire to accomplish things and acquire things. Reach for the stars but except the moon. If you want something create a plan to get it and then go for it. The plan will give you a record you can modify

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as you monitor progress. All businesses have plans to keep them focused on their goal.

**Fairness:** Always be a fair person. Put yourself in the shoes of others. Threat others as you wish to be treated.

**Be honest** with others as well as yourself.

**Think** things out before you commit.

**Character:** Your character is your mind/sprit and is reflected by your personality. Disciplines are the practice of getting good information and depositing it in your mind/character. The routine reinforces your positive attitude and behavior which will attract similar types of individuals.

**Self-reliance:** Solve your own problems. Asking for help from experienced knowledgeable person to help you solve your problem is smart but the consequence of any decision you make are yours alone.

**What Makes You Happy:** Always be looking for what makes you happy. This sounds easy but it is not. Many things you do for fun require prep work and a lot of effort and sometimes a lot of planning. When all is done the experience will usually be worth the trouble. The path of least resistance will suggest you forgo the adventure; this you must avoid. With each new experience you have more information to base future expectations on.

**Things you want and things you need:** This is a smart thing to ask yourself. When you can only do one you should get the one you need.

**Manage the highs and lows** in life. The adrenaline that flows when on vacation or from doing what you love does not flow everyday this is something you must accept. Do not use drugs to compensate for it.

**Mistakes:** Every mistake is valuable to you if you learned from it.

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**What do you like to do;** The greatest satisfaction one can know is when you have found your god given gift/ talent. You will not find it if you stop looking.

**Context:** Understanding the background of people or issues is paramount in relating to either.

**Overcome Troubles** with a positive attitude.

**Smiles and laughter** generate more smiles and laughter.

**Have Reasonable Expectations.** Reach for the stars but accept the moon.

### **Disciplines to practice**

**Communication:** It does not matter how smart you are if you cannot relate it to others. The playground is the most important classroom for the development of communication and interaction skills. When people are having fun and their self-awareness guards are down the lessons of body language, motives, and judging character are more genuine. Most important reason for college. Devises that separate you from face-to-face contact like cell phones and video games degrade your ability to communicate. Learn to speak and listen to what you are saying from the perspective of the listener.

**Body Language:** Practice learning body language. Any question will get a response and that response includes a tell that could add a lot to the story like sincerity and motives. For Example, if you ask a question and the response comes without eye contact you may ask yourself, are they telling the truth. When you want someone to be interested in what you have to say then you must show them you are interested in what they have to say by using positive body language and comments. Here are some body languages queues that add more depth to a conversation.

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Positive Body Language: Low or soft voice, calm voice, eye contact, smile, touch, lean into conversation, nod, open arms.

Negative Body Language: Loud voice, hyper voice, no eye contact, crossed arms, frown, lean away, exaggerations.

**Practice human Behavior skills:** During an encounter with another individual use your human behavior knowledge to determine their perspective, and sincerity of topics in your conversation.

**Determine who the bad people are:** Bad people will corrupt you if you give them a chance so observe others moral compass and avoid the bad ones. People expose who they really are when they think nobody is looking. There are more decent people than there are bad people so search for the good ones. Apply human behavior knowledge.

**Motives:** practice discovering motives. In every interaction be sure to ask questions that will give you an idea of what motives are involved. Ask Questions about what they like and do not like, who their friends are, and watch their body language. Learn to understand why others say what they say and do what they do.

**Perspective:** Ask questions that reveal others background and views on topics to be discussed in the future.

**Ideas:** When you have an idea, write it down and most important act on it. Procrastination is a negative characteristic where motivation is a good character.

**Foresight:** Practice taking information you know and applying it to a scenario that may or may not happen. Imagine what could happen. This is foresight. Having the wisdom to anticipate the future.

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**Observant:** Practice being observant and aware in encounters and places you go. Interpret what someone says and if you need to ask questions ask them. When in a new environment try to understand what it is all about.

**Goals:** Write down your goals and have a plan to get them.

**Sincerity:** By asking probing questions, you will determine individuals' perspectives on subjects, thus giving you a window into their motives. The ability to know how others think will help you know what they think and why they say what they say.

**Judgement:** Listen to all information and the evidence provided. Do not prejudge. Make a judgment on the truth and facts you determine to be relevant. Your discipline will help guide you toward the right decision. Practice studying body language, interpreting motives, and being a good listener to develop your good judgement.

**Path of least resistance:** Always determine when you or others are following the path of least resistance because most of the time it is not a good thing when you take a shortcut. Always try to do things right and complete the first time. This says a lot about your character.

**Time Management:** You cannot do everything at once, so you must prioritize your time. Think of it as if your time is worth \$100 dollars per hour and you want to get your moneys' worth on tasks you need to do. Gathering information should be most valuable.

**Resources:** Know where you can get help. You are not in this alone. There is help for everything you need from food, housing, advise, companionship, and money. Consider family, friends, church, community organizations, military, and government programs.

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**New Adventures:** Always be looking for new adventures. Consider everything you do as an adventure with all the excitement and anticipation as you would while going on vacation. You will get more out of the experience.

**Find your gift:** everyone is born with a gift; you must search your environment and reach out to new experiences to determine what it is. The gift may be found as a skill in music, athletic, artistic, intellectual, or cultural in nature. It is there you need to find it.

**Imagination:** Use your imagination to supplement what you want from the way it is. Fantasies and dreams are the beginnings of plans and plans always become reality if you want them bad enough.

**Experiences** are like adventures. Seek them out and try to enjoy them because they are the potentials to finding your gift or what you really like to do.

**Always be inquisitive:** The only bad question is the one that is not asked. This is how you get information that is essential for basing future decisions on. Be aware of the communication going on that is not spoken.

**Consider all Occupations:** Always consider the occupation of others when thinking about your life and your future. It is all about possibilities and options.

**Eat** good smart healthy food.

**Options:** The world is full of options, search everywhere including the wisdom of someone with experience with the issue. Consider all of them. Make sure you have all the options before producing a solution.

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**Personality:** Develop your personality with the exposure to good people, good literature, good art. Find your strong points, make them outstanding and other outstanding folks will be attracted to you.

**Relationships:** Treat others as you wish to be treated.

**Impress** yourself not others.

**Believe in karma.** What goes around comes around.

**Appearance:** Look around at the folks you admire and want to be like. Copy their persona and demeanor. Remember: Birds of a feather flock together. Appearance is important when you are looking for a job.

**Optimistic** Always be positive about everything you do, say, or observe.

**Common Sense:** Applying an understanding of human behavior to an issue or situation. When applying this knowledge to the reasoning and decision-making process your accuracy of the facts will be more reliable. Common sense is something most children learn when being brought up in a stable loving environment with parents or mentors that share their experiences of what is good, smart, and reasonable. If you missed out on having the good, smart, and reasonable experiences explained to you by mentors, then study the human behavior tendencies as described in this guide and learn for yourself how unspoken behavior sometimes betrays what you are being told. Here are some tried and true common-sense ideas that will pay off in the long run and help you be the person you want to be.

### Common Sense subtext

**Problem solving:** All problems can be solved with thoughtful reasoning, patience, and occasionally a compromise. Successful people find appropriate authorities on complex problems to gather numerous

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solutions so they can pick the one that is right for them. Never give up. Most goals are only one solution away from accomplishment. Good decisions sometimes take long deliberation to gather more information or confirm what you think you know because it is the good information that determines success. It is not good to say you did not know this information when you could have sought it out.

Ten commandments are good rules to live by

Live within your means

You will increase the likelihood of getting a job if you act, speak, and dress like the person offering the job.

Necessity is the mother of invention.

There is no free lunch, someone always pays.

Do not use drugs.

Relating to others and bonding are social skills essential to happiness.

Video games are an escape from the real world and impair and delay the development of the skills needed to pursue happiness.

Do not count on others to provide for you, it is better to get what you want yourself rather than getting something free that you did not really want.

Laziness is a disease that is caused by a dependency on others. Do not fall for the trap of scammers who suck you in, bleed you dry of your ambition and motivation, then put you out in the cold as a helpless fool.

All interactions have motives.

It is a lot of work to have fun and most of the time it is worth the effort.

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It is impossible to hurt someone else without it eventually in some way costing you something.

Hard work produces a combination of emotions, joy, satisfaction, confidence, accomplishment, and contentment.

Everyone admires wisdom.

Everyone admires hard workers.

Helping others can help you with your short comings.

A plan is the route you take to get to your destination or where you want to be. Your plan may take days to years to assemble but complete information ensures success. Plans can change with time.

You can recognize folks with good judgment because they have the great family, great house, great job, great friends, great vacations, great car, fun toys.

Hang out with those who have great stuff and great family environments because in most cases the path they took can be a road map for you.

Hermits miss out on everything.

Admire those who live well for one day it can be you. You just need to figure out how they did it and duplicate it. This can serve as a plan.

Knowledge is key to having good judgement and every experience and interaction offers information you can use in the future. Practice getting complete and accurate information.

### **Things Parents did not stress enough.**

Wisdom, the key to making good decisions, requires hard work to acquire. Wisdom comes from a careful analysis of all the facts, applying past experiences and time to go over consequences of your decision.

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There is no free lunch! Someone paid for it.

Good character utilizes the good information in your brain.

When you take something that is not yours you will pay for it in the long run.

All kids are not born with the same abilities.

You can offer opportunity, but it is impossible to guarantee outcome.

Hard work becomes easy work after you get conditioned to it. All tasks in life become easy as it becomes a routine in your daily life.

All joys and adventures you had growing up came from sacrifices made by your providers.

Many parents forgot to tell their kids that lack of ambition and motivation is a resume for the worthless people award.

When kids grow up without any discipline, they do not know right from wrong and usually find themselves in trouble all the time. They need this guide. Unless it is your vocation to help the troubled, good people avoid the troubled people like the plague.

Trust is earned. It takes a long time to establish a trustworthy reputation while it only takes one incident to destroy it.

Everyone has a gift or a talent and most of the time it is not obvious. You must always be on the lookout for your gift because when you find it you will be able to capitalize on it in the marketplace. When you discover your gift, it will become your passion. One reason gifts or talents are so elusive is because most of us do not get to experience the thousands of activities or possibilities that exist in the world. Keep looking and experiencing.

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When you get something for free, someone else paid for it. That “free gift” can be the beginning of the expression “Taken for granted.”

Participation in competition is essential in the development of interaction skills. Like negotiating, friendships, compromise, following the rules, sportsmanship.

You will not win every day but trying to win shows character.

Not being a quitter or someone that will not give up shows character.

The way you treat others is often how others will treat you

Perception between individuals can vary 180 degrees. Two people can see the same or hear the same thing at the same time but recall it very differently.

Personality equals a combination of ones’ environment, experiences, and influences. Always try to improve by becoming a knowledgeable and an interesting person by having a broad spectrum of interests. By having many interests, you will find yourself relating to more individuals and increase the number of friends you have.

### **Traps you must avoid:**

Free stuff creates laziness and dependence and obligates you to the giver

Only believe in your investigation of the facts

Lies told thousands of times are still lies.

Bad job, bad friends, bad life partner, bad environment.

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Calculate the total extent of effort and expense of a project before you start because you may find yourself stuck without time or money to finish. Know the risk before you start.

Some friendships are too expensive or too time consuming.

Too many obligations

Too much debt

Too many responsibilities

Vanity stuff

Bad Attitudes

Do not be a quitter.

Focus on yourself while you can because later in life everything goes toward your family.

### **It is Time to Get Started**

#### **Recap how to follow this guide.**

Review the three pillars and determine where your short comings are. Human Behavior; learn, understand, and utilize human behavior knowledge every day.

Discipline: Life is hard work, getting good info is hard work, having fun is hard work, relationships are hard work. The harder you work the easier hard work becomes. The reward from hard work is limitless.

Character; physic, mind, sprit, moral compass, values. Your character decides how, when, and what information you have stored in your brain will be used. Good character develops good information, good friends,

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good environment, good life. Look for happy successful folks with positive attitudes for your mentors. The church is the corner stone for good.

Come up with a plan to slowly absorb the information and put into action the tenants of each pillar. Start with just a few concepts at the beginning so you will get a feel for how they improve your understanding and awareness of your surroundings. The effects of this guide will last a lifetime so do not rush it, take your time and do it right. Good Luck.